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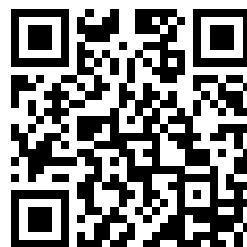


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Hardware - PLUMBING AND HEATING - World

MAKE
1922
the
Greatest

JANUARY 1922

COOK QUICK CAMP STOVES



The big new feature, the SAFETY TANK, made from HEAVY STEEL and WELDED. Connections BRAZED in, which means absolute safety. No solder to melt. Burns motor gasoline. Detachable Tanks, Cast Iron Grates.



Price

\$9.50



Ask Your Jobber

SAFETY FIRST — PROTECT YOUR CUSTOMER

Specify COOK QUICK with WELDED TANK

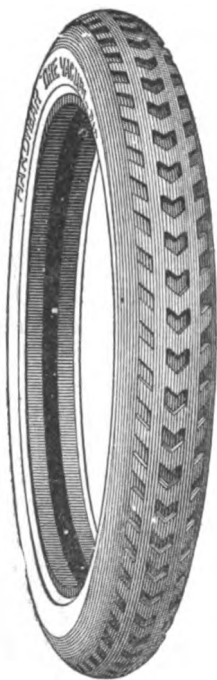
MANUFACTURED AND GUARANTEED BY

O'KEEFE & MERRITT COMPANY

LOS ANGELES
CALIFORNIA

Digitized by

“A Word to the Wise”



Present indications are that we will be oversold before March.

We now have well over 2000 regular **HARDWARE** dealers and our capacity is not unlimited.

We are able to take on about 100 more customers whose yearly business will average from \$500 to \$1500, and they will be accepted according to priority.

During the months of January and February we have a special offer to make, as we are desirous of keeping Winter production uniform.

By applying for this offer you will accomplish the double purpose of getting tires for practically cost and also getting on our list for the coming season.

We Recommend Quick Action

HARDWEAR TIRES

HARDWEAR TIRE CORPORATION

*Hardwear Tires are made exclusively for the
RETAIL HARDWARE TRADE*

BRANCH:
1509 S. MICHIGAN AVE.
CHICAGO

FACTORY AND OFFICES:
EAST RUTHERFORD
NEW JERSEY

Where Strength means Safety

When a man buys Whitlock Manila Rope he purchases more than simply first-class cordage—he buys protection, safety insurance for his life and property. And he gets it. For Whitlock Rope stands up manfully under the hardest work.

WHITLOCK CORDAGE

THE UTMOST IN ROPE VALUE

By its superior service, Whitlock Rope creates a great goodwill in favor of the dealer who supplies it. And, fortunately for the user of rope, even the first cost of Whitlock is less, for it has greater length per pound. Naturally, progressive dealers throughout the country are building business with Whitlock Guaranteed Cordage.

Whitlock Manila is the rope that is guaranteed superior to U. S. Government Specifications not only in strength and length per pound, but also in *quality of fiber*.

If you are a user of rope, Whitlock can save you money; if you are a dealer, it can make more money for you.

Write today for our 1921 Catalog which tells the complete story of Whitlock Manila and Sisal products. And ask for the Whitlock distributor or dealer in your vicinity.

WHITLOCK CORDAGE COMPANY

46 South Street, New York

Factory and Warehouse
Jersey City, N. J.

Branches
Chicago, Boston, Kansas City
and Houston





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Volume XVII

JANUARY :: 1922

Number 1

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HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c per year, or three years for \$1.00. Entered as second class matter, under act of Congress, at Portland, Oregon.

T. M. Shearman,
Editor and Manager.

*Raymond L. Shearman, Associate Editor.

Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor St. Portland, Ore.	421 First Nat. Bank Bldg. Chicago	Phelan Bldg. San Francisco	70 Fifth Ave. New York	505 Pioneer Bldg. Seattle, Wash.	204 Scott Bldg. Salt Lake, Utah
Boatmen's Bank Building Broadway and Olive, St. Louis, Mo.		424 Higgins Bldg. Los Angeles	105 S. Houston St. Dallas, Texas		220 Pacific Bldg. Vancouver, B. C., Can.

The Empire Line Is Creating Business for Many Hardware Merchants

MANY hardware retailers are taking advantage of the exclusive selling features presented by the Empire line of high quality levels.

The Empire Adjustable Aluminum Level is creating customers wherever it is on display. The feature of **adjustability** and **interchangeability** of the vial cases is a tremendous selling argument. It enables the workman to repair his broken level

glasses in a couple of minutes and with perfect ease and satisfaction.

Each level glass is set in an individual case which, in addition to being **inter-changeable**, can be adjusted for leveling pitched surfaces.

The rest of the Empire line is equally valuable from a selling standpoint. Quality is predominant in every tool.



Empire Adjustable Aluminum Level, Sizes 18", 24", 28", 30", 42"



Empire Stationary Aluminum Level, Four Glass, Sizes 18", 24"—Six Glass, Sizes 24", 28", 30"



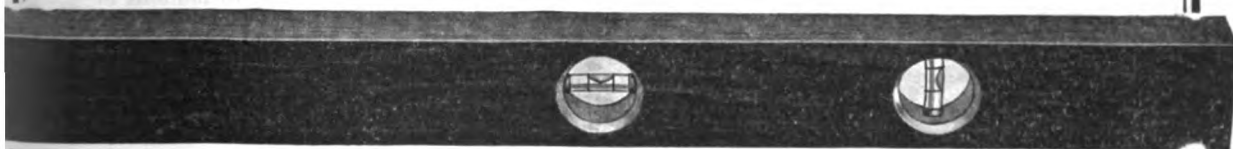
Empire Torpedo Pocket Level, Size 9"



Empire Millwright's Level, Sizes 12", 18"



Empire Brick Mason's Level—Brass Bound, Sizes 42", 48"



Empire Carpenter's Level—Black Walnut, Sizes 18", 24", 26", 28"

Order from your Jobber

EMPIRE LEVEL MFG. COMPANY, Milwaukee, Wisconsin

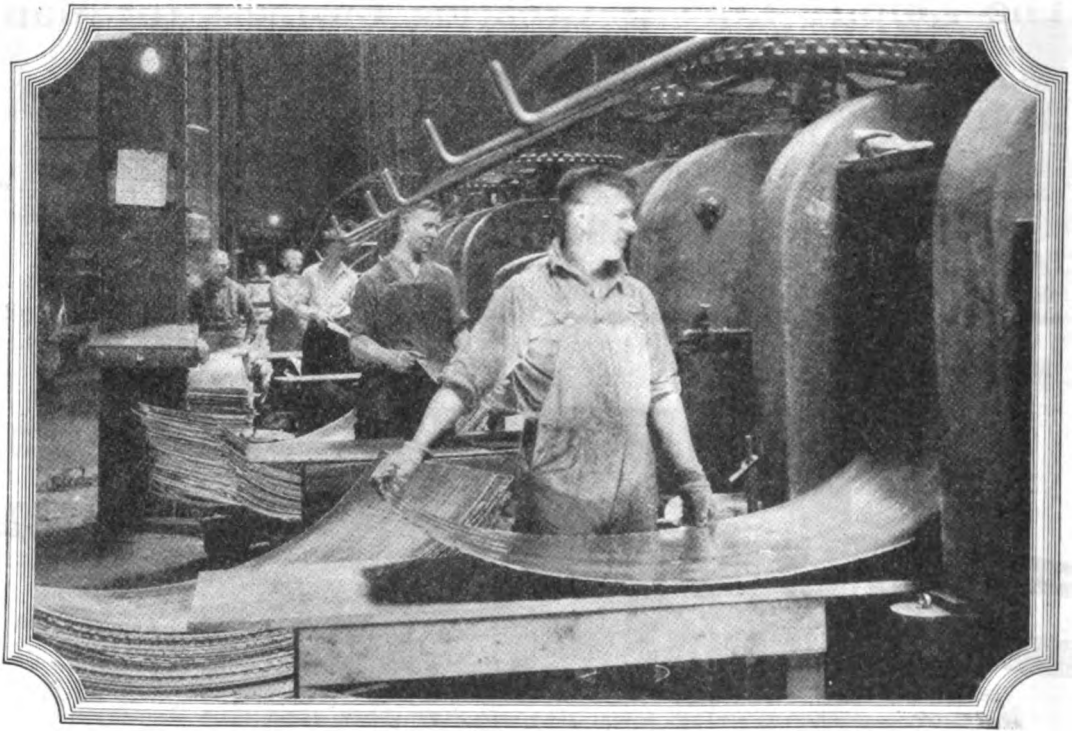
Western Representatives
SPRAKE SALES CO.

G. T. Sprake
216 Higgins Bldg.
Los Angeles

C. Edward Wood
202 Postal Telegraph Bldg.
San Francisco

F. H. Chown
1121 Gasco Bldg.
Portland

Prentiss N. Rice
506 Charles Bldg.
Denver



Rolling Mirro Aluminum into hard, dense-grained sheets which insure the lifetime service of Mirro utensils

From Raw Ingot to Finished Utensil

The preference of women for Mirro Aluminum cooking utensils rests not alone upon their beauty of design and finish or upon their many features of convenience. But back of these superiorities is the dominant fact that Mirro utensils are strong and durable.

It is possible to insure this uniformity of wearing quality because *all Mirro utensils are produced completely, from the raw ingot to the finished utensil, right in the Mirro plants.*

The ingots are melted and mixed and the slabs cast and rolled in the Mirro rolling mills. The stamping, drawing, spinning and finishing, all are done in Mirro factories where every operation is subjected to rigid inspections based on the standards which have made Mirro Ware famous.

One of the most important processes which make Mirro so durable is the rolling of Mirro Aluminum. Here, giant presses roll and re-roll the Mirro plates under 16,000-pound pressure, compressing them into hard, dense sheets which insure the lifetime service of Mirro utensils. Every woman can afford Mirro Aluminum Ware. It is economical in first and last cost.

This control of all processes of manufacture insures the quality which is so widely known as Mirro. And Mirro national advertising, appearing in the leading women's publications, carries the message of Mirro superiority to millions of housewives throughout the land.

If you are not yet handling the Mirro line write for the Mirro general catalog.

Aluminum Goods Manufacturing Company

General Offices: Manitowoc, Wis., U. S. A.

Makers of Everything in Aluminum



*Every Mirro Utensil
Bears This Imprint*

MIRRO ALUMINUM

*Reflects
Good Housekeeping*



Remington Scout Knife

R3333 and R3335-U

Carefully designed to meet the real, actual needs of the Boy Scout—made strong to “stand up” under rough, hard usage—and so finished as to delight the boy—the Remington Scout Knife is typical of Remington practice in designing and building pocket knives that best fill the practical service needs of the user.

Built for “Business”

The Remington Scout Knife is built for “business”—more than meeting the exacting requirements of the Boy Scout Organization. The master blade is of extra gauge, which means greater strength. Closed, the knife is $3\frac{3}{4}$ " long. It is of full weight and dimensions throughout, and of solid construction. Each special blade and implement is designed and made with its exact purpose in mind. Springs and blades are in “tune” so that the blades open easily.

It possesses the niceties and refinements of master craftsmanship—a regular man’s knife for a Boy Scout.

Remington cutlery, firearms and ammunition are sold through the jobbing trade

REMINGTON ARMS COMPANY, INC.

General Offices:
New York

Outlery Works:
Bridgeport, Conn.

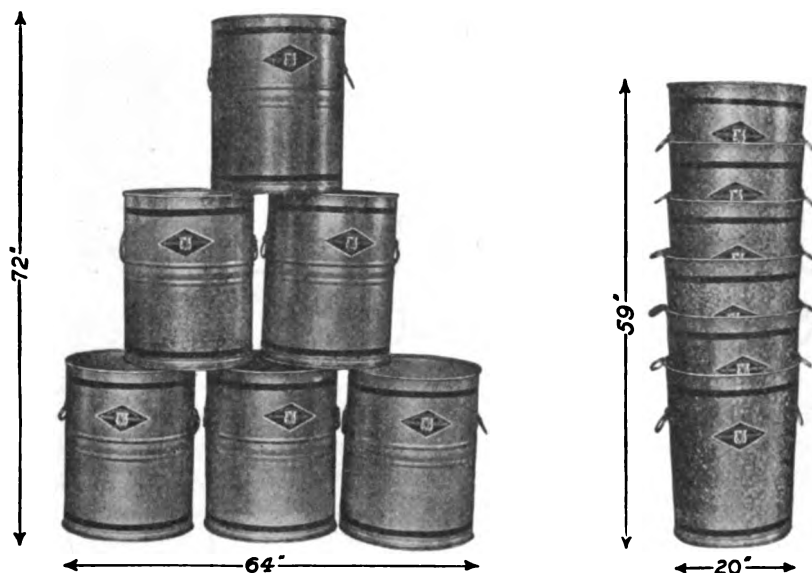
*“The prime function of a knife is to cut
—to cut keenly”*

Remington



R3333

Length, closed, $3\frac{3}{4}$ ". Stag handle, milled brass lining, nickel-silver bolsters, and shackle. Master blade crocus polished and etched. Punch blade blue and polished. Other blades blue glazed.



47 Per Cent. SAVING IN FREIGHT CHARGES ALONE

*And that's Only One of the Big Advantages of
the New Style Iron Horse Flaring Ash Cans*

ACCORDING to present classifications : Straight Cans take $2\frac{1}{2}$ times first-class rate, Flaring Cans take second-class rate.

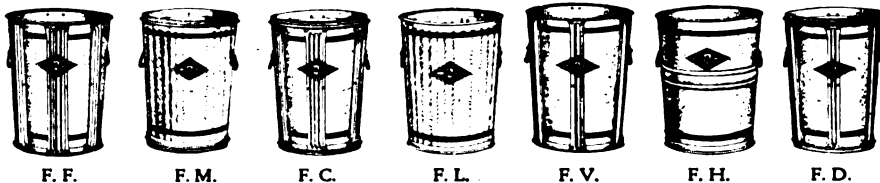
Which, in actual figures, means an approximate saving of 50% in freight charges. And there is practically the same proportionate saving in floor space, an important item, you will agree. Not only that—nestable Ash Cans are better protected for shipment.

The flare on these Cans is so slight that it is hardly noticeable, *and* there is no appreciable difference in the capacities *of* the two Cans.

Flaring type Cans can be furnished in the seven different styles listed below. We will gladly quote you on request. Prompt shipment can be made.

Get your order in early.

ROCHESTER CAN COMPANY, Rochester, N. Y.



F. F.

F. M.

F. C.

F. L.

F. V.

F. H.

F. D.

"Every DAYTON User a Booster"



NO. 74
DAYTON MONEYWEIGHT
HARDWARE SCALE
110 LBS. CAPACITY

Thousands of Satisfied Users
Find That This Scale—

Protects their profits.

Insures full profits on all
articles sold by weight.

Pays for itself out of a part
of the savings it effects.

It Will Do the Same for You

DAYTON MONEYWEIGHT
SCALE COMPANY
DAYTON, OHIO

Branches in 140 Cities

What Dayton Users Say:

New York City.

I recollect that we hesitated placing the order for this scale, but I am convinced today that the scale has paid for itself over and over.

J. M. KOHLMAYER, JR.

Great Bend, Kansas.

Our No. 74 Scale is very satisfactory and has paid for itself many times over.

P. BONDURANT.

Howard Lake, Minn.

After trying many other makes of scales we must admit that the No. 74 scale is the best we ever had.

KOENIG HARDWARE COMPANY

Hurdsfield, N. D.

The scale surely works fine. Has paid for itself time and time again.

BLAHA BROTHERS.

St Paul, Minn.

The No. 74 Hardware Scale purchased from you is giving perfect satisfaction, and is still standing guard over our profits.

C. C. JANITSCHKE.

Hereford, Texas.

We are very pleased with our No. 74 Hardware Scale and would not go back to the old style of weighing.

C. O. LEE HARDWARE CO.

Buda, Ills.

We are very well pleased with our scale. It is entirely satisfactory in every way and has saved us hundreds of dollars.

THE STUTZMAN HDWE. CO.

Frazee, Minn.

Have had excellent results with our Hardware Scale. Would not be without it at any price.

M. CARLSON ESTATE.

DAYTON

Be sure and see this Hardware Scale at your Convention

A Wickless Blue Flame Stove With Mantle and Base

Reliance is a high-class wickless oil stove at a most moderate price. Intense blue flame heat close to the cooking. Valve control. Powerful burners. Brass finished oil reservoir with glass end; visible oil supply. 30½" from base to top of stove. 44½" to top of mantle.

The Reliance is made in three sizes:

- No. 10-19, One-burner.
Height, 11"; depth, 14½".
Length, 18"; weight, crated, 16½ lbs.
- No. 20-19, Two-burner.
Height, 11"; depth, 14½".
Length, 27¼"; weight, crated, 25¾ lbs.
- No. 30-19, Three-burner.
Height, 11"; depth, 14½".
Length, 35¾"; weight, crated, 34½ lbs.



RELIANCE WICKLESS OIL STOVE

FLORENCE Portable Oven

Improved latch, hinges and door keep all heat inside. Asbestos interlined; welded grates; glass door; double heat spreader prevents burning on bottom. For use on any oil, gas, or gasoline stove.

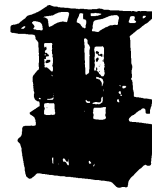
No. 29-22, two-burner; height, 18½"; depth, 13"; width, 21½"; weight, crated, 30 lbs. No. 19-22, one burner.



FLORENCE Tank Water Heater

Burns kerosene; two powerful Florence burners. Twenty-eight feet copper coils; exclusive, patented "water leg" casting preheats water and prevents condensation. No. 22-20, 38" high; floor space, 17" x 17"; weight, crated, 77 lbs.

Cast Iron
LAMP STOVES
Union, 1, 2, 3 burners;
Model, 1, 2 burners. Brass
wick tubes; 4 in. flat wicks.



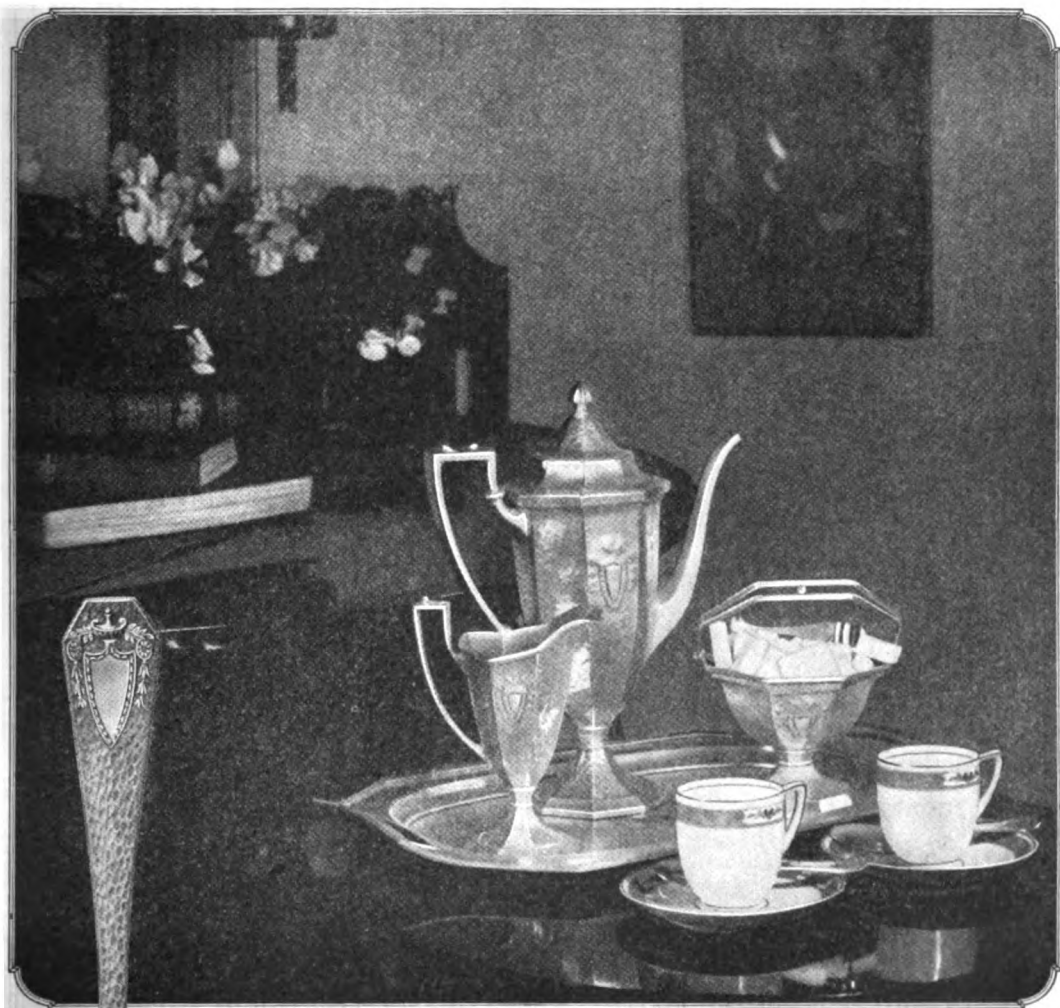
CENTRAL OIL & GAS STOVE CO.
454 School Street, Gardner, Mass.

Makers of the famous FLORENCE Oil Cook Stoves



1847 ROGERS BROS.

SILVERPLATE



Silverplate Helps Sell Other Lines

A representative line of 1847 Rogers Bros. flatware if properly displayed will give a certain prestige to your store and will serve to bring women customers to you. In addition to the direct profits to be derived from the sale of silverplate, the way is opened to interest the woman in other lines you carry.

Write Sales Promotion Department, International Silver Co., Meriden, Conn., for advertising and display helps.



Heraldic
Pattern

INTERNATIONAL SILVER CO.

Pacific Coast Warerooms, 150 Post St., San Francisco, Cal.

ATKINS

SILVER STEEL SAWS



Prosperity

This year there will be prosperity for the hardware dealer who wants and looks for saw and tool business.

It promises to be a big year for building; homes are needed and must be built, which means that carpenters and mechanics will purchase many new Saws, Saw Tools and Saw Specialties.

Let Atkins help you obtain the good-will of the saw users this year; write for our free personal letter service plan.

Address nearest point below.

Have you one of our books entitled, "How to Sell a Saw?" It's free.

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE
Home Office and Factory, INDIANAPOLIS, INDIANA
Canadian Factory, Hamilton Ontario
Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks in the Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S. W.
Minneapolis	San Francisco	Vancouver, B.C.

A New Cartridge

*For all rifles chambered for
the .22 Long Rifle Cartridge*

An Improved Package



Remington .22 Long Rifle PALMA

THOUGH this cartridge was produced primarily for extremely fine target shooting, its remarkable uniformity, high velocity and hair-splitting accuracy will be appreciated by large numbers of sportsmen who use .22 rifles for small game shooting.

The shooting world is already acquainted with this new cartridge through its exceptional performance at Sea Girt, this year, when Mr. P. E. Lahm established a World's Record for the Small Bore Palma Course with a score of 224 out of 225.

Capt. F. G. Bonham, U.S.A., also used this ammunition in winning the Small Bore Wimbledon at Camp Perry with the remarkable score of 99 out of 100 for 20 shots at 200 yards.

On October 13th, 1921, Alfred P. Lane won the U.S.R.A. Outdoor Pistol Championship with the score of 478 out of 500. This ties the World's Record for match shooting made by George Armstrong in the same match in 1918.

Your customers will be interested in reading about this new cartridge. Have us send you a quantity of folders that have been specially prepared for your use.



Remington firearms, ammunition and cutlery are sold through the jobbing trade

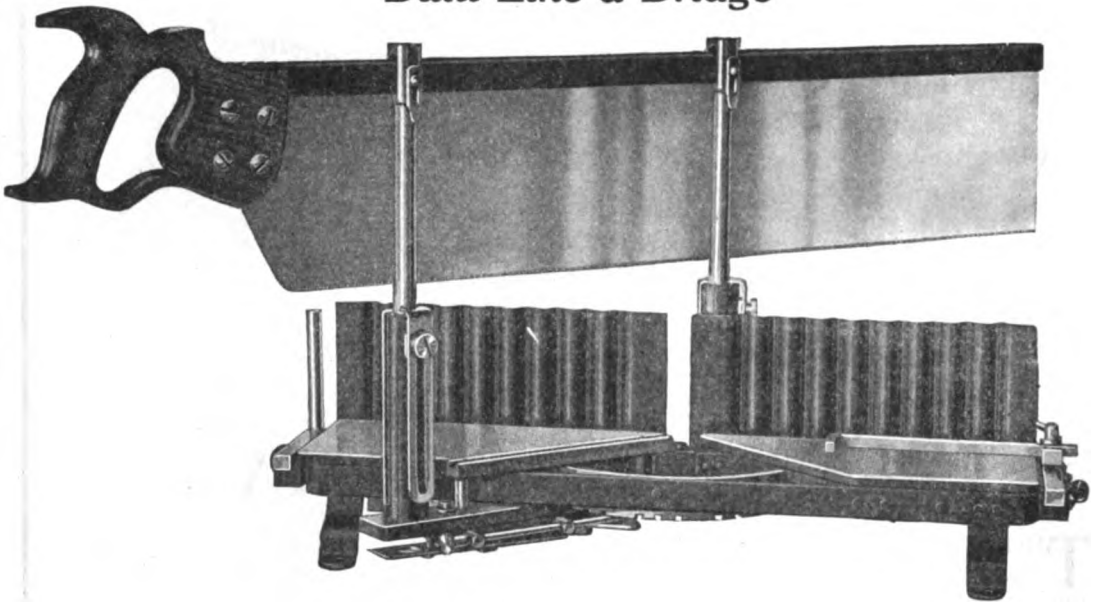
Remington

GODELL PRATT

1500 GOOD TOOLS

All-Steel Mitre Boxes

Built Like a Bridge



For fifteen years Goodell-Pratt All-Steel Mitre Boxes have been gaining favor with high grade carpenters; a class of trade whose requirements and desires represent profitable business for you.

Made to Give Real Service

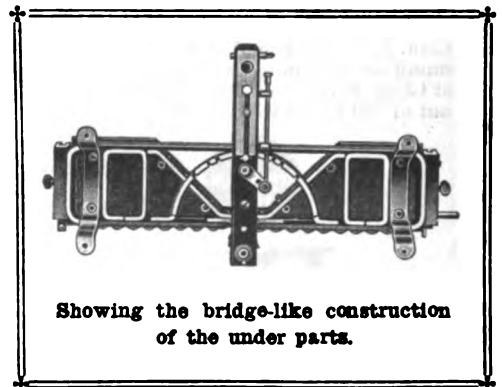
Goodell-Pratt All-Steel Mitre Boxes are noted for their durability, they are provided with an Automatic Lock to hold the saw elevated, a Stop to regulate the depth of cut, Automatic Lock to make all regular angles, and a Quick Lock for all other angles.

A good workman BUYS good tools.

Goodell - Pratt Company

Toolsmiths

Greenfield, Massachusetts, U. S. A.



Showing the bridge-like construction of the under parts.

SARGENT**The unit or decimal system of pricing makes work on inventory easier.**

It is the experience of more than one hardware merchant that he turns with relief to Stove Bolts and other goods priced by the hundred after working on items priced by the dozen or gross on which the stock shows odd quantities like

2 7/12 dozen or 1 137/144 gross

The season of inventory, which is approaching, will serve to again emphasize the advantages of the unit or decimal system of pricing and packing and the corresponding disadvantages of the old method of dozens and grosses. Just as the cash registers, the typewriters, the addressing machines, the duplicating machines, the computing and bookkeeping machines have helped business men, so will the new system of pricing and packing prove to be of benefit to the great body of progressive merchants.

The hardware trade wants the new system and has made known its desires, because this method of pricing and packing saves time, reduces labor and lessens the liability of error in sales and accounting work, by simplifying the mechanical operations necessary to arrive at a price.

In conformity with this definite need of the trade and because of its many advantages we have adopted the new system and our product is now priced by the unit or hundred, depending on the goods, and packed in boxes of suitable quantities of which 100 is a common multiple, careful attention having been given to the nature of the goods and the requirements of the trade.

This great step forward will be the means of simplifying the work of thousands of merchants and their clerks and reducing to a considerable extent the complexities of the hardware business.

Tables of figures that will help

We have in preparation tables showing comparative quantities in units, dozens and grosses, also tables of equivalent prices, "per dozen" and "per gross" reduced to "each" and "per hundred," also "each" and "per hundred" reduced to "per dozen" and "per gross." These tables will be found useful in figuring quantities and prices and we shall be pleased to furnish them on request.

SARGENT & COMPANY

Hardware Manufacturers

New Haven, Conn.

New York

Chicago



Yesterday, the uncertain hot air bag. Today, the wide-ranging blimp. The Atlantic has been conquered—tomorrow may see the dirigible master of every air lane.

THE NICHOLSON FILE

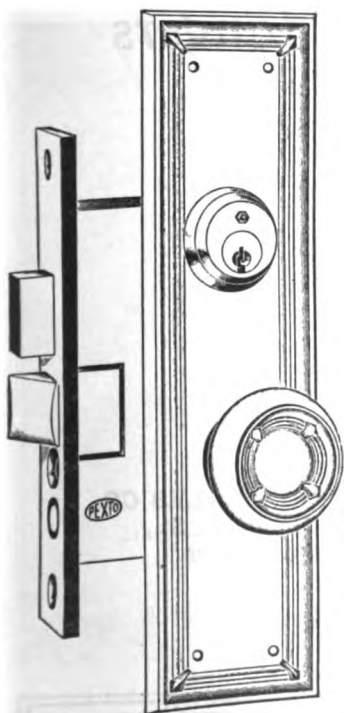
a triumph too, for it represents difficulties overcome. One hundred per cent. perfect and is preferred by experienced mechanics everywhere. Nicholson files are so finely tempered that they cut sharply from the first stroke and retain their cutting efficiency where an inferior product becomes powerless.



NICHOLSON FILE CO.
PROVIDENCE, R.I., U.S.A.



Real Protection, Good Looks and Long Wear



The three essential characteristics which customers look for and expect in lock sets. You'll find them all combined in "Roanoke," the Pexto creation here illustrated.

This design can be obtained in wrought steel or wrought bronze metal in any standard finish desired.

And it comes in various sizes to meet every door need in the home. Many a customer will be into your store for just such a lock set as "Roanoke."

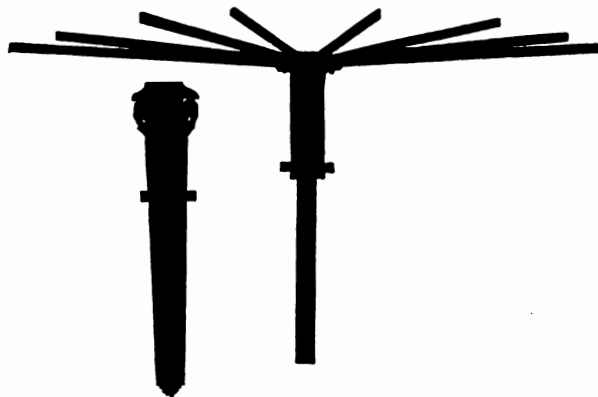
Better get in touch with your jobber — he knows "Roanoke" and is ready to supply you.



The Peck, Stow & Wilcox Co.
Cleveland, Ohio, U. S. A.

The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a
MOST COMPLETE LINE OF
Wall Clothes Driers
And
Wood and Wire Garment Hangers
OF EXCELLENT QUALITY



REPRESENTATIVES

THAYER & BOWER,
845 Monadnock Bldg.,
San Francisco, California

H. M. GREENER SALES CO.,
56 East Randolph St.,
Chicago, Illinois.

R. A. MORRISON,
309 Board of Trade Bldg., Portland, Oregon.

American Maid Aluminum Ware

The Popular Priced Line

THE secret of many successful house-furnishing sales has been due to the enthusiasm that **AMERICAN MAID** Aluminum Ware has created. Ask the buyer who has used **American Maid** for his Special Sales.

For over 25 years we have had one main ideal in the manufacture of aluminum cooking utensils—"To produce and sell at a Moderate Cost a line to meet all demands." We attained this in the production of **AMERICAN MAID** Ware.

Experienced housewives will welcome the opportunity to secure **AMERICAN MAID** at our exceptionally low prices.

Provide NOW for your Special Sales—
Write for prices

Illinois Pure Aluminum Co.

LEMONT, ILLINOIS
U. S. A.



**Closed
Between Building
and Track**

**Closed Between
Track and Door**

*All Regular
Cannon Ball Hangers
Fit This Track*

**Illustrated
With No. 440
Cannon Ball
Hanger**

Seal-Tite

Cannon Ball

**Cannon Ball Demand Plus the
Modern Weatherproof Feature**

Long years of sterling performance have made the name "Cannon Ball" stand for barn door hanger quality in the eyes of the farmer of America.

Now the "Seal-Tite" track construction increases Cannon Ball demand with the weatherproof feature which many barn builders want.

Wind, weather, rain, hail, bird and snow proof—easy operating and as good many years from now as the day it is first put up—that's what "Cannon Ball" means on barn doors.

And in a dealer's stock, "Cannon Ball" is as good as wheat—a sure seller and certain satisfier.

Write for our exclusive agency proposition.

Hunt, Helm, Ferris & Co.

Harvard, Illinois Complete Barn Outfitters Albany, New York

360 East Morrison Street, Portland, Oregon

285 Minna Street, San Francisco, California

233 East Second St., Los Angeles, California

Designers and Manufacturers of

**STAR
Equipment**



**The
STAR
LINE**
"Something to Sell
the Year Around"
Stalls, Stanchions
and Pens
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialties

SQUARE DEAL FENCE

MADE BY KEYSTONE STEEL & WIRE CO. PEORIA, ILL.

SQUARE DEAL FENCE increases your sales of staples, smooth and barbed wire, steel and wood posts, cement, fence stretchers, gates, pliers, posthole diggers and nails.

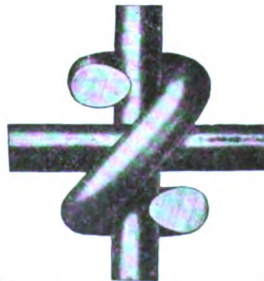
Your customer is SURE to want one or more of these items. Display them prominently, in a separate department, with "SQUARE DEAL" FENCE. The increase in turnover will surprise you.

Ten years of National advertising has firmly established much GOOD WILL for "SQUARE DEAL" FENCE. This good-will will help increase YOUR fence business.

KEYSTONE STEEL & WIRE CO.
PEORIA ILLINOIS

Pacific Coast Representative
E. E. BROWN
686 Mariposa Ave., Oakland, Cal.

*The "Square Deal" Knot That Absolutely
Never Slips*



The Right "KEY"

It is just as important that a man use the right wrench for the work as the right key for a lock. Because a wrench that doesn't fit the job is about as useless as a key that will not fit the lock intended.

Below are listed some of the many places which use the COES Key-Model Wrench because they find it best fitted for the work usually performed in these shops, factories and plants.

Engine Rooms	Power Plants
Railway Shops	Steamships
Refrigerating Plants	Stationary Engineers
Oil Refineries	Breweries
Pipe Line Companies	Car Shops
Structural Work	Bridge Work
Factories	Coal and Iron Roads

Keep supplied through your Jobber

Coes Wrench Company

ESTABLISHED 1841 IN

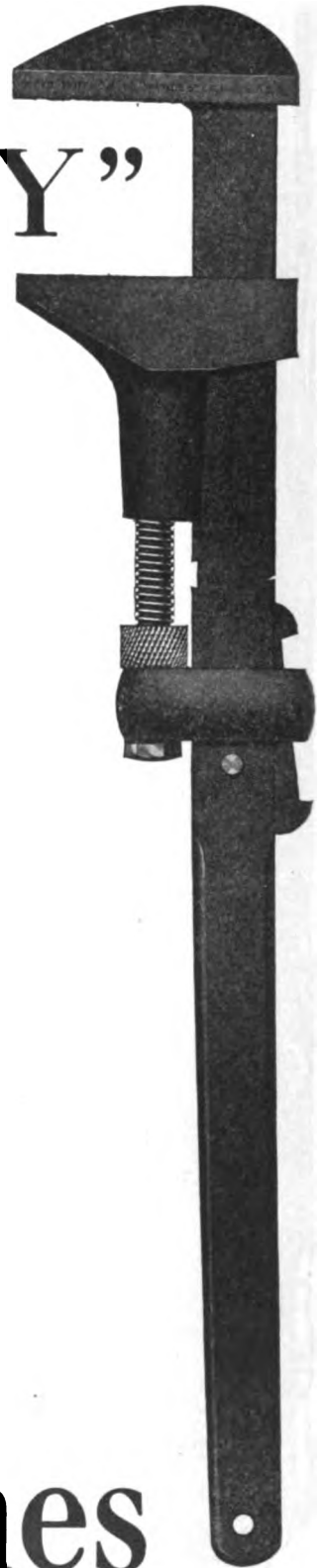
WORCESTER, MASS.

J. C. McCARTY & CO. - - - 29 Murray Street, New York

JOHN H. GRAHAM & CO. - - 113 Chambers Street, New York

Pacific Coast Agents

JOHN H. GRAHAM & CO., 268 Market Street, San Francisco



Coes Wrenches

Regular
Can for
Regular
Price at
Regular
Discount



DOUBLE your PROFIT —push Many-Use Oil

You are in business to make money—the most in the long run. We all are. Let us explain how you can make exactly the same profit on Many-Use as on the oil you are selling now, **AND** a big enough premium on every gross you sell to **DOUBLE THE PROFIT.**

Handy size bottle
Absolutely **FREE** to you
Here's your Velvet!



THESE DISTRIBUTORS PUSH MANY-USE

Is Your Name on the List?

Arizona Hdwe. & Supply Co.
Appeal Mfg. & Jobbing Co.
American Grocery Co.
Billings Hdwe. Co.
Ballou & Wright
Browning Bros.
Baker, Hamilton & Pacific Co.
Blake, Moffitt & Towne
Caden-Strodtzoff Co.
Coffin-Bedington Co.
R. L. Craig & Co.
Cline-Cline Co.
James A. Dick Co.
Dunham, Carrigan & Hayden Co.
Fred Feldman Co.
Fleischner-Mayner Co.
M. L. Foss
Gross-Kelly Co.
John W. Graham & Co.
Hickman-Tye Hdwe. Co., Ltd.
Wm. H. Hoegge, Inc.
Hoffman Hdwe. Co.
Holbrook, Merrill & Stetson
Heyman-Well Co.
Geo. Hamburger Tool & Sup. Co.
Jensen-King-Byrd Co.
W. H. Kistler Stationery Co.
Kimball-Upson Co.
John J. Little
Lowman & Hanford Co.
Morey Mercantile Co.
Missouri Merc. Co.
Marshall-Wellis Co.
Motor Mercantile Co.

Morse Hdwe. Co.
Momsen-Dunnegan-Ryan Co.
Motor Hdwe. & Equipment Co.
Millard & Co.
Martin, Finlayson & Mather, Ltd.
McLennan, McFeely & Co.
Henry Mohr Hdwe. Co.
New York Hdwe. Trading Co.
Proudfit Sporting Goods Co.
Piper & Taft, Inc.
Peden Bros.
Pettes Cycle Co.
Ridenour-Baker Merc. Co.
Spokane Hdwe. Co.
Spokane Paper & Stationery Co.
Salt Lake Hdwe. Co.
M. Sells & Co.
Scott Hdwe. Co.
Strevell-Paterson Hdwe. Co.
Schwabacher Hdwe. Co.
Seattle Hdwe. Co.
S. F. Sea
Sloss & Brittain
Thomson-Diggs Co.
Tritoh Hdwe. Co.
Tisdalls, Ltd.
Union Hdwe. & Metal Co.
United Wholesale Grocery Co.
Western Arms & Sp't's Goods Co.
Wheeler & Perry
Wood, Vallance & Leggat, Ltd.
Western Metal Supply Co.
Zan Bros.
Zion's Co-op. Merc. Inst.

Write us for our resale proposition in
full detail. Or ask your Jobber

THE MANY-USE OIL CO.

John H. Graham & Co., Sole Agents

268 MARKET STREET

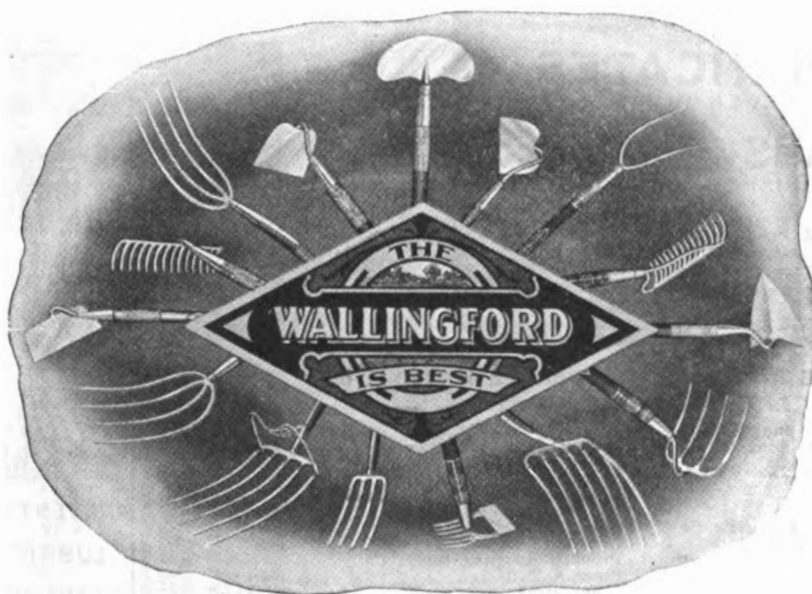
SAN FRANCISCO

THE TRITCH HARDWARE COMPANY

Rocky Mountain Distributors of

WALLINGFORD FARM AND GARDEN TOOLS

A COMPLETE LINE



HIGH
QUALITY
CAST STEEL

CAREFULLY
TEMPERED AND TESTED

SELECTED
HANDLES
EXTRA FINISHED

WALLINGFORD STEEL GOODS

Are made in a Modern Factory devoted exclusively to the manufacture of Farm and Garden Tools; a large and complete line produced under ownership management, assuring the highest type of goods in Design, Quality and Finish.

Write for Prices Today

THE TRITCH HARDWARE COMPANY

FRANK A. BARE
President

J o b b e r s

O. E. BARE
Vice Pres.

Denver, Colorado

Get accustomed to that word **MARSWELLS**

BECAUSE, to many dealers it is going to represent the source of much satisfactory business. The consumer is going to learn that the word Marswells on an electric washer, a range, a furnace or a paint or varnish can, is a guarantee of its quality, a guarantee of its reliability, a guarantee of value.

Produced by our own factories and warranted by our own laboratories. Become familiar with the name Marswells. There is a decided selling advantage to be gained in becoming associated with us in the promotion of these lines.

See any of our salesmen or write us direct.

MARSHALL-WELLS COMPANY

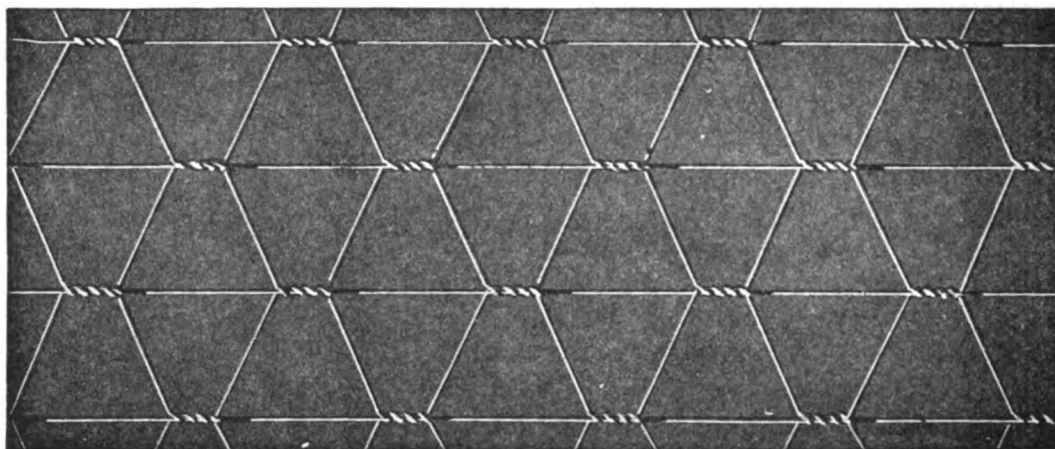
Portland, Oregon

Duluth	Spokane	Billings	Great Falls
Winnipeg	Edmonton	Vancouver	



MARSWELLS

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a heavy selvage both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

San Francisco

Los Angeles

Portland

Seattle

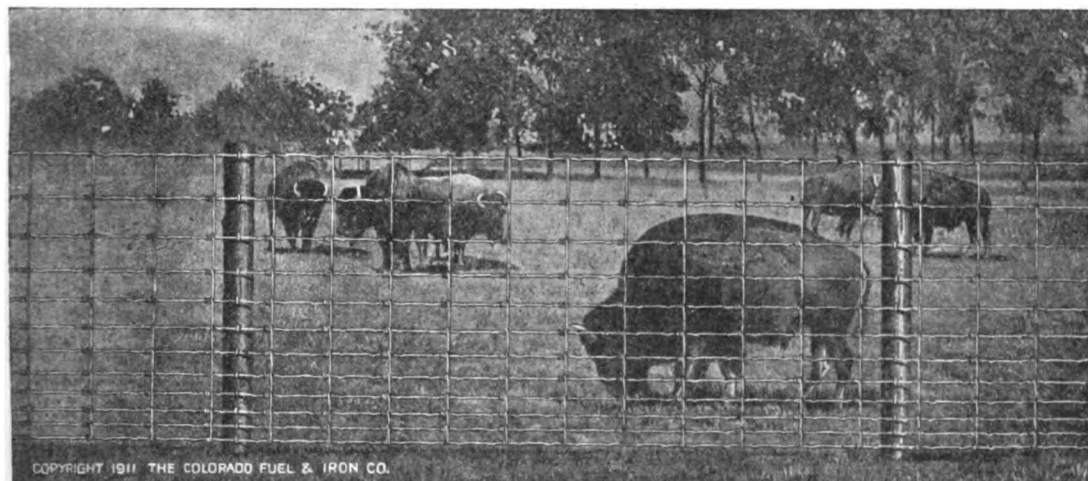
Awarded the Grand Prize at the Panama-Pacific Exposition

The Colorado Fuel & Iron Company

Works
Pueblo, Colo.

LARGEST STEEL MAKERS IN THE WEST

General Offices
Denver, Colo.



BUFFALO ENCLOSURE IN ONE OF DENVER'S PARKS

COLORADO FENCE is made of stiff, springy wire, sufficiently hard, yet pliable enough to be readily spliced by the Fence Builder.

EACH wire used in the manufacture of our fences is smoothly and evenly coated with the best quality of spelter zinc. The latest and most improved methods are used, thereby insuring the maximum of protection against rust and corrosion.

The **COLORADO LOCK-JOINT** is designed to overcome "Buckling" and "Sagging," but allows enough play to permit proper stretching of the entire fabric over uneven ground.

A **TENSION CURVE** is placed at regular intervals in all longitudinal wires. This is not a mere "Crimp," but a scientifically designed triple curve that provides for contraction and expansion due to climatic changes, and distributes evenly any sudden shock such as caused by an animal running into the fence. No amount of stretching necessary to proper erection will pull out the triple-curve.

A wide range of patterns provides a fence for every purpose. May we send you a catalog and quote discounts?

PRODUCTS OF OUR MILLS ARE:

STEEL MERCHANT BARS AND ANGLES, STEEL RAILS, 8 LBS. TO 100 LBS. PER YARD, TRACK BOLTS AND SPIKES, CAST IRON WATER PIPE, 4" TO 24", PIPE BANDS, ETC.

WIRE NAILS, STANDARD AND CEMENT COATED; STAPLES, BALE TIES, FENCE WIRE, BARBED WIRE, POULTRY NETTING, MARKET WIRE, STONE WIRE, BALING WIRE, ETC.

Division Sales offices are located in the following cities:

Salt Lake City
Walker Bank Bldg.

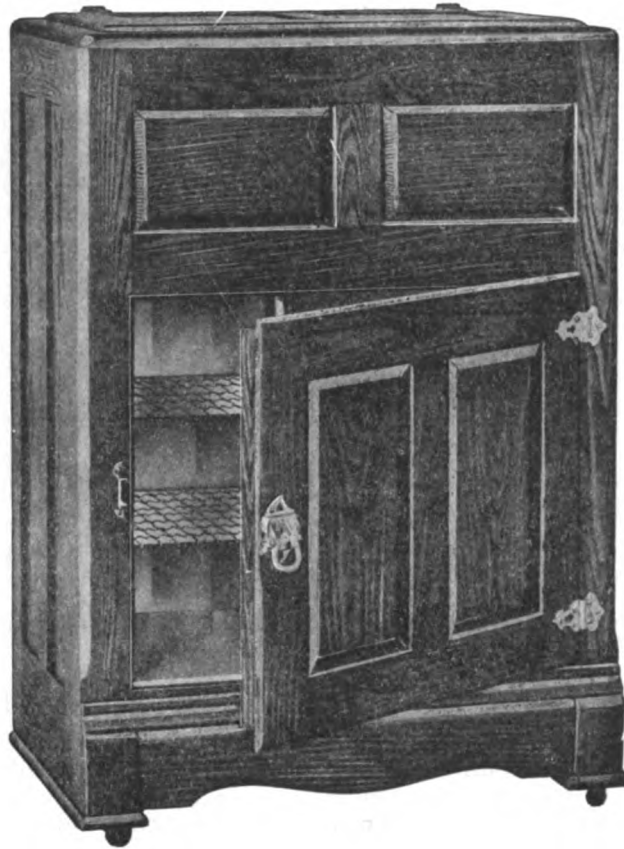
San Francisco
Balboa Building

Los Angeles
Citizens Bank Bldg.

El Paso
Mills Building

Portland
Lewis Building

Spokane
Paulsen Building



The Monarch Refrigerator Works

Burlington Vermont

Union Hardware & Metal Co.
Los Angeles, California

Our Jobbers are soliciting your business for next season. It will be appreciated and cared for as in the past. We suggest early placing of orders.

"GOLD MEDAL"

Trade Mark Reg. U. S. Pat. Off.

NATIONALLY KNOWN — NATIONALLY ADVERTISED

Gold Medal Camp Furniture for over thirty years has been the choice of those who know the open and know what outdoor service demands.

This year—an outdoor year in prospect—Gold Medal is to be nationally advertised in a bigger way than ever. Get ready now for the new Gold Medal business this will bring.

Send us your jobber's name and get your name on our list for complete dealer cooperation service. All inquiries received through national advertising are referred to our dealers.

Write for complete catalog

Gold Medal Camp Furniture Mfg. Co., 1705 Packard Ave., Racine, Wis.



No. 108



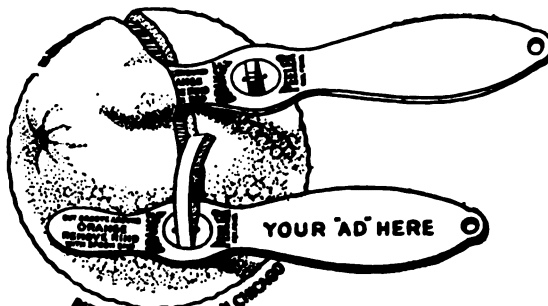
No. 117—VAUGHAN'S "SPATULA." Needed in every home for Pies, Cakes, etc.

The FINISH of our merchandise is "in a class by itself"



No. 104—SPECIAL

Key Chain Rings
Kettle Scrapers
Cork Screws
Milk Bottle Cover and Carriers
Condensed Milk Can Openers
Etc., Etc., Etc.

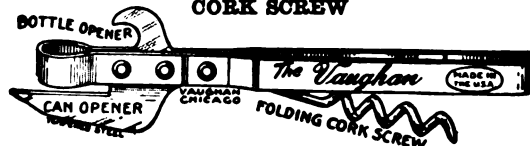


No. 116—ORANGE PEELER



A Good One

No. 63A—BOTTLE OPENER AND FOLDING CORK SCREW



No. 100B—THE BEST BUY IN CAN OPENERS

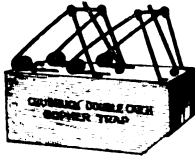
"It Would be a Pleasure to Send Samples and Prices." Ask for Our Catalog No. 20

VAUGHAN NOVELTY MFG. CO., 3211 Carroll Avenue, Chicago, Ill.

Chubbuck's Double Catch Gopher Trap

NEW PRICES FOR 1922

The demand for this efficient trap was so great during 1921 we are now able, because of increased production, to reduce the price of the trap to 50c. After January 1, 1922, these traps will be sold to dealers at following prices:



\$4.00 Per Dozen in Single Dozen Lots

\$3.80 Per Dozen in Six Dozen Lots

\$3.60 Per Dozen in Twelve Dozen Lots

GOPHERS ARE AT WORK AND FARMERS ARE BUYING TRAPS

Our advertising campaign in the agricultural papers is on, and we are making every effort possible to keep ahead of the orders. **Double Catch Traps** are packed in cartons of one dozen each, weight 8 lbs. This is the only trap that will actually catch old, young, big, little, wise or otherwise gophers.

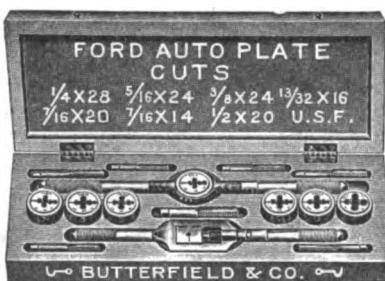
Order through your jobber or send direct to us. Posters and newspaper advertising cuts furnished without charge. Instructions attached to each trap.

E. J. CHUBBUCK COMPANY, Manufacturers - - Dept. H.
731 Market Street, San Francisco, Calif.

"BUTTERFIELD"

"SPECIAL PURPOSE"—"SCREW PLATES"

"Ford—No. 133"



Note the cutting sizes on the box cover and you will immediately understand why it is indispensable to every garage and every Ford car owner. The odd sizes contained here cannot be found in any regular set.

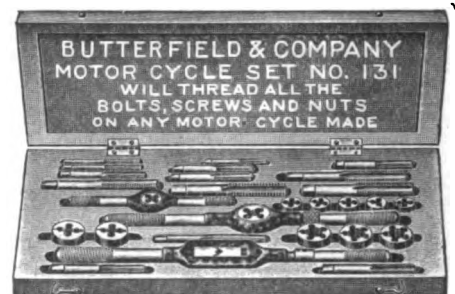
"Motorcycle No. 131"

This set will thread all the bolts and nuts on the Yale, Indian, Excelsior, Harley-Davidson, Thor and other makes of motorcycles. They are always in demand, so order your stock today.

BUTTERFIELD & CO. Division

Union Twist Drill Company

DERBY LINE, VT.



CHICAGO STORE, 11 South Clinton Street

PACIFIC COAST REPRESENTATIVE
John F. Kegley, Lankershim, Cal.

It's a Poultry Year AND THAT MEANS A Queen Incubator Year



**Queens Make Old Friends
of New Customers**

People everywhere, facing decreased incomes in other lines, are turning to greater poultry production to provide the family meat and to augment the family income.

And poultry can be depended upon to do that—just as millions of people have discovered.

Have you stirred up the poultry supply business of your community? If you haven't, you are overlooking something.

Queen Incubators and Brooders

Queen Incubators and Brooders will help you get most of the poultry business. They are good machines to sell because they are good machines to own. You will never lose a customer to whom you recommend a Queen.

May we offer our suggestions?



**Queen Brooder Stove
A Wonderful Seller**

QUEEN INCUBATOR CO.
LINCOLN, NEBRASKA

The "NEW DUMACO"



ADJUSTABLE NOZZLE

Is the QUICKEST SELLER on the market

You can sell more garden-hose nozzles this coming season than you ever sold before. The "NEW DUMACO" will do it for you.

And Why? Listen—

In construction it is the latest thing. It is manufactured out of solid brass rod, fine grained brass casting, and a specially improved packing, that makes leakage absolutely impossible.

In operation it is simplicity itself. One turn, and you have a straight flow; another, and there is a fine spray; a third, and the water is shut off—instantly. The stream is longer, and the spray finer than in any other nozzle sold.

In service it has no superior. For garage, lawn, or garden it is ideal. Perfect satisfaction and durability is insured, as each nozzle is factory-tested, and fully guaranteed.

In price it is the most profitable for you to handle. We sell it much lower than any other is offered at.

The "NEW DUMACO"
means steady money-making sales for you. "It Sells BEST Because It Is BEST!"

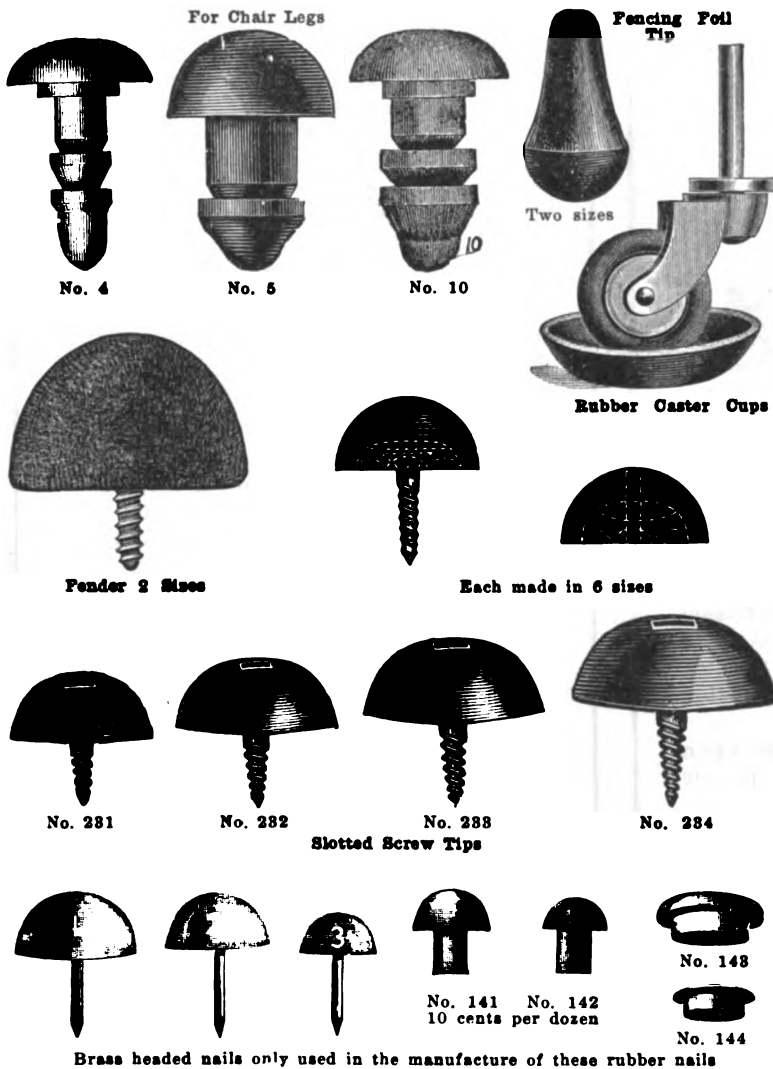
Sample on request. Write direct, or to your jobber, for special rates and terms

The Durst Manufacturing Co., Inc.

119 Chambers St., New York, N. Y.

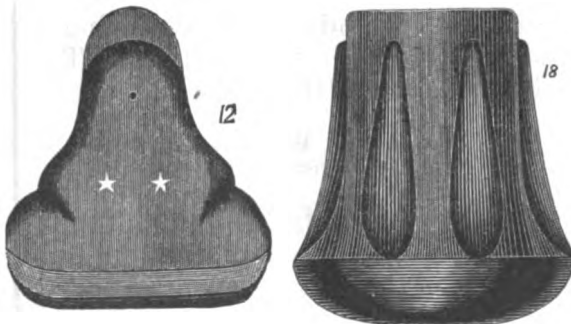
We also manufacture Couplings and other Hose Accessories

Some High Grade Standard Rubber Tips and Bumpers



Rocking Chair Tip

Crutch Tip



That ought to
be in your
stock

Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

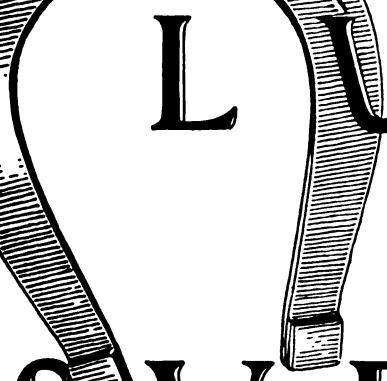
But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today—ask for catalog, prices and terms.

THE ELASTIC TIP COMPANY

370 Atlantic Avenue
Boston, Mass. - U. S. A.



LUCK VS SURETY

Sorcery and witchcraft—reliance on the magic charm of the horse-shoe, the rabbit's-paw, the four-leaf-clover and other tokens of luck have succumbed to the advancement of the human intellect which now demands the tangible and the positive.

Structural workers, builders and painters, have learned that the utmost confidence and reliance can be placed in scaffolding supported by Columbian *Tape-Marked* Pure Manila Rope—as the red, white and blue *Tape-Marker* bearing the words "Guaranteed Rope, Made by Columbian Rope Co., Auburn, N. Y.," is the tangible and positive proof of the utmost quality in Rope.

The colored tape runs in one strand throughout the entire length of every coil. Insist on its presence—it is your Rope Insurance Policy.



Columbian Rope Company

332-80 Genesee Street

Auburn, N. Y.

"The Cordage City"

Branches:
Boston

New York
Houston

Chicago
Baltimore



"KING" COLE'S BIG 1922 BRUSH REDUCTIONS

ELASTICO Varnish and KORAN Wall BRUSHES

Old, Well-Known Lines—"Established 1869"
"Vulcanized in Rubber" Quality



SPECIAL VALUES		RETAILING AT			
"KING" COLE	DANDY VARNISH				
	Especially recommended for household use. Greatest value ever offered.....	1"	1 1/2"	2"	2 1/2"
"KING" COLE	"SPECIAL" VARNISH				
	Absolutely the best that can be made, regardless of price	1 1/2"	2"	2 1/2"	3"
"KING" COLE	"LEADER" WALL				
	Best value ever offered....	2 1/2"	3"	3 1/2"	4"
"KING" COLE	"PRACTICAL" WALL				
	Best wall brush that it is possible to make	2 1/2"	3"	3 1/2"	4"
"KING" COLE	EXTRA EXTRA	No. 25	No. 30	No. 35	No. 40
	KORAN STUCCO	2.50	3.50	4.75	6.00

Discount 33 1-3 %. We Pay Parcel Post

All orders subject to your inspection. Return at our expense if not satisfactory and as represented.

All brushes vulcanized in rubber and fully guaranteed.

Special terms and discounts for January and February on spring orders.



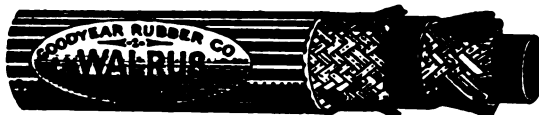
DISTRIBUTORS FOR
THE WEST

"KING"
COLE BRUSH CO.

63 FIRST STREET, SAN FRANCISCO

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. B. PEASE, JR., Treas. C. F. RUNYON, Secy.
539 Mission Street Nos. 61, 63, 65, 67 Fourth St., & Pine St. PORTLAND, OREGON
SAN FRANCISCO, CAL.

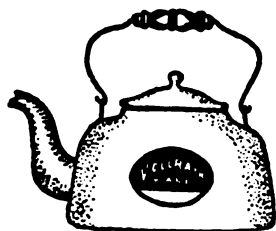
GOODS SOLD TO THE TRADE ONLY

A COMPLETE STOCK

*Will be at Your Service
After February 1st*

VOLLRATH Seamless Enameled Ware

TEA KETTLES



4 $\frac{1}{8}$ quarts to 6 $\frac{1}{8}$ quarts

**"The Kind That's Bought
When the Best Is Sought"**

COFFEE POTS



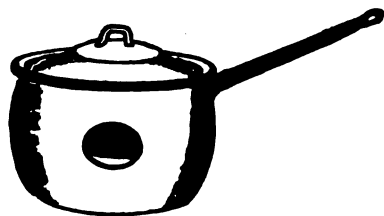
1 $\frac{1}{8}$ quarts to 2 $\frac{7}{8}$ quarts

DISH PANS



Round—9 $\frac{1}{2}$ qts. to 21 qts.
Oval—9 qts. to 15 qts.

CONVEX SAUCE PANS



2 $\frac{3}{4}$ quarts to 8 quarts

LIPPED SAUCE PANS



1 quart to 3 quarts

BAKER, HAMILTON & PACIFIC CO.
SAN FRANCISCO, CALIFORNIA

Herrick Refrigerator

DRY AIR SYSTEM

THE REFRIGERATOR THAT EARNS ITS KEEP
SEVEN ICE-SAVING FEATURES
CIRCULATION PREVENTS SPOILAGE

PLEASED CUSTOMERS BUILD YOUR BUSINESS
HERRICK, THE MASTER REFRIGERATOR

OUR NEW CATALOG gives detailed information on all twenty-seven points. It also shows a variety of models of Herrick Refrigerators for residence, store, club, hotel, and other uses. **Write for a Free Copy**

Alaska Refrigerators

Cork Insulated for Every Home

MANY SPECIAL

ALASKA CONSTRUCTION FEATURES

Insuring Economy, Durability, Convenience

MANGRUM & OTTER, Inc., 827-831 Mission St., San Francisco, Cal.

DISTRIBUTORS FOR NORTHERN CALIFORNIA

OUR NEW CATALOG tells more about Alaska circulation and insulation, as well as its other important points, which lack of space prevents describing here. This new catalog is free to you and shows many models. **Write for it**

**The
Schaw - Batcher Co.**
SACRAMENTO, CAL.



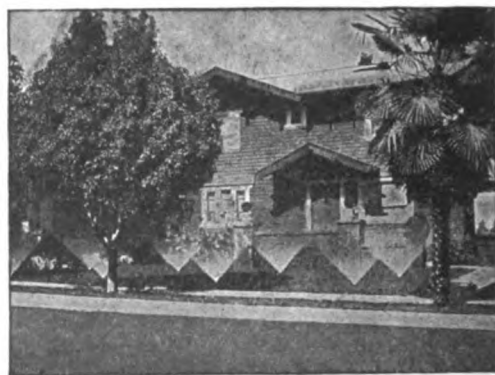
WE OFFER YOU

**Hardware
Tinware
Enamelware
Ammunition
Builders'
Hardware**

**OF
DEPENDABLE
QUALITY**

PROMPT AND EFFICIENT SERVICE

Thompson Adjustable Sprinkler Head

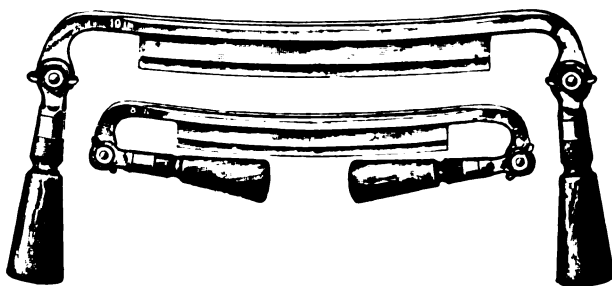
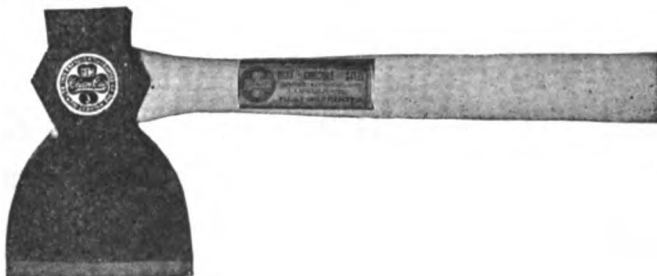
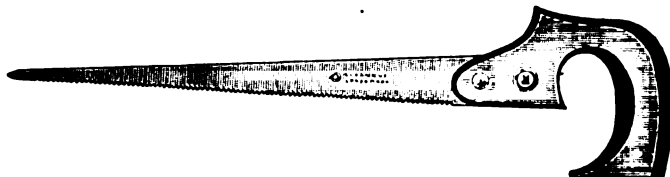
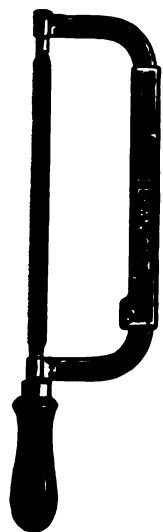


Sold Through the Jobbing Trade

Thompson Manufacturing Company
East Eighth and Santa Fe Ave.
LOS ANGELES

CLEAN CUT TOOLS

THE BRAND OF SUPERIORITY



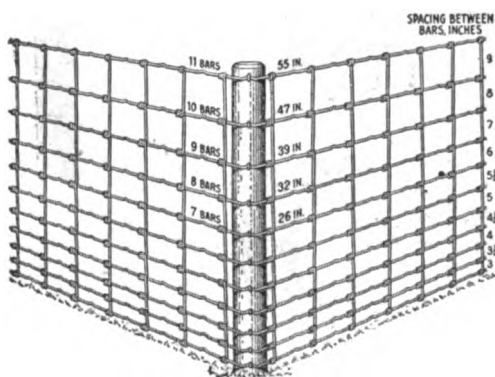
DUNHAM, CARRIGAN & HAYDEN CO.
San Francisco, California

Whiton Hardware Company

Distributors of Pittsburgh Fence

Oregon and Washington

Pittsburgh and Columbia



Field Fence

THIS IS A REAL FENCE OF QUALITY

Prices Quoted Upon Application

- No. 726, 26-inch; stays 6 inches apart
- No. 726, 26-inch; stays 12 inches apart
- No. 832, 32-inch; stays 6 inches apart
- No. 832, 32-inch; stays 12 inches apart
- No. 939, 39-inch; stays 6 inches apart
- No. 939, 39-inch; stays 12 inches apart
- No. 1047-13, 47 in.; stays 6 inches apart
- No. 1047-13, 47-in.; stays 12 inches apart

Pittsburgh Poultry Fence

- No. 1536.....14-Bar, 36-inch; stays 6 inches apart
- No. 1746.....17-Bar, 46-inch; stays 6 inches apart
- No. 1852.....18-Bar, 52-inch; stays 6 inches apart
- No. 1958.....19-Bar, 58-inch; stays 6 inches apart
- No. 736, Spl. Chicken Feeding Fence; stays 36 in. high, 1 $\frac{7}{8}$ apt.
- No. 948, Spl. Chicken Feeding Fence; stays 48-in. high, 1 $\frac{7}{8}$ apt.

**Buy a Fence Which Has Quality
and Gives Service**

SEATTLE

Push VERIBEST Lines For VERIBEST Results

Hardware of Guaranteed Merit, from a
House Famous for Its Service.

Tools
General Hardware
Automobile Accessories
House Furnishings
Sporting Goods
Cutlery
Phonographs
Phonograph Records



Wholesalers—Jobbers

Strevell - Paterson Hardware Co.
SALT LAKE CITY

*..To you..
we extend the*

Compliments of the Season

With sincere wishes that

1922

will be a year of
opportunity and success



Honeyman Hardware Company
Park and Glisan, Portland, Oregon

A. M. HOLTER Hardware Company

Helena, Montana

—
Established 1867
—

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company SPOKANE, WASH.

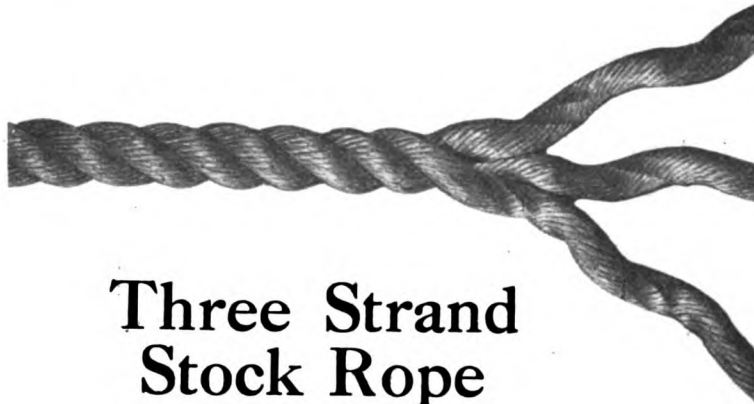
WHOLESALE ONLY

Auto Accessories

Plymouth Rope	Ideal Furnaces
Automatic Washers	Ideal Heaters
Sargent Hardware	South Bend
Acme Paints	Malleable Ranges
Rawlings Sporting Goods	Mill, Mining and Logging Supplies

—
Prompt, Courteous Service

C O R D A G E



Three Strand Stock Rope

Pure Manila
Cloverleaf Brand
Seaport Brand

*Unexcelled for
General Usage*

White Sisal
Sisal



Cloverleaf Manila Hay Stacking Rope 4 Strand

(RED THREAD)

*Specially constructed to give the longest
life on the hay fork*



Cloverleaf Manila Bronco Lariat (RED THREAD) 4 Strand

KNOWS NO COMPETITION

MANUFACTURED BY

THE PORTLAND CORDAGE CO.

Portland, Oregon

Seattle, Washington

LET YOUR FALL ORDERS
FALL OUR WAY

==
YAKIMA
Hardware Company
YAKIMA, WASH.

==
Wholesale
==

JOBBER OF STANDARD LINES OF
HARDWARE AND AUTOMOTIVE
EQUIPMENT

Orders Filled
Same Day
as Received

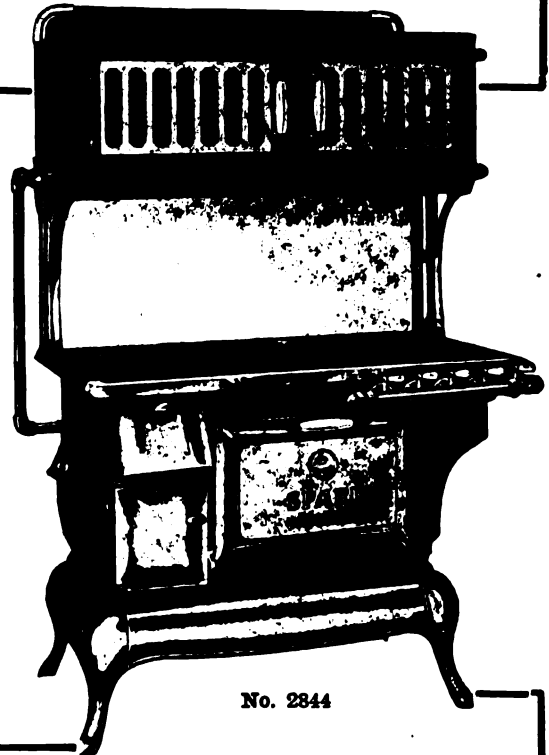


Prompt
Courteous
Service

Fills Every Range Want SPARK

The Range of the Future

Burns Coal, Wood or Gas
together or separately



No. 2844

Your Trade Wants this New Spark

Because it is the most compact Combination Range ever built—just the width of 2 kitchen chairs.

Because it has four covers for coal and four gas burners—full capacity for pots and pans.

Because it has two full-sized baking ovens—one gas, one coal—and an odorless broiling or boiling oven.

Because it is the handsomest Range on the market.

Because it is guaranteed for five years.

Stock This Range

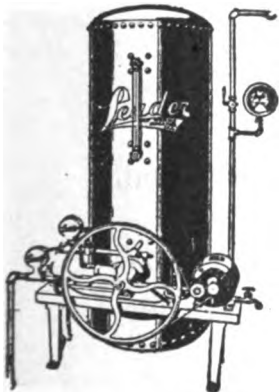
Because it sells on sight and pays you a good profit

Write for prices and terms

Hammer-Bray Co.
OAKLAND CALIFORNIA, U.S.A.
Makers of the famous Spark Stoves and Ranges

Leader
TRADE MARK

WATER SYSTEMS



FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.

853 Folsom Street
San Francisco, California
Sole Distributors



UPRESSIT

Hear the Snap!

JELLY TUMBLER AND JAR

Makes Preserving a Pleasure

Paraffining Unnecessary

Eliminates all uncertainty and worry by providing an air tight, rust proof, sanitary seal that can be removed or replaced by merely pressing the cover. The Upressit Jelly Tumbler or Jar is sealed by simply pressing the sides of the cover and press the center to remove. Does away with unsanitary paper covers and rusty tops. Upressit caps are rust proof and may be used year after year.

Write for Net Prices.

STATE DISTRIBUTORS

Size of Tumbler, 8-oz. Retail Price...\$1.50 doz.

Size of Jar, 12-oz. Retail Price.....\$2.00 doz.

H. ROTH & SONS CO.

San Francisco, California

WASHINGTON Hardware and Implement Underwriters OF

SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT
DEALERS FOR THEIR SOLE BENEFIT
AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Build-
ings, Dwellings and Household Goods for Hardware
and Implement Dealers.

SAVINGS FOR 1921

60% OF PREMIUMS

This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

E. E. LUCAS, Secretary

will bring full particulars by return mail.

Service—Equal to the best Merchandise—of dependable quality

These two outstanding features
are responsible for our excep-
tional development.

We solicit your patronage.

“Everything in Hardware”

Salt Lake City
Utah

**The Salt Lake
Hardware Co.**

Pocatello
Idaho

Your Name Here For 1922



Increase your profits this
year by reducing your
Fire Insurance tax.

Protection - 100 %
Saving - - 50 %

Insure today with
CHAS. A. McKENZIE
Manager
Pacific Coast Department
Insurance Exchange Building
San Francisco

THE JAMES SWAN COMPANY

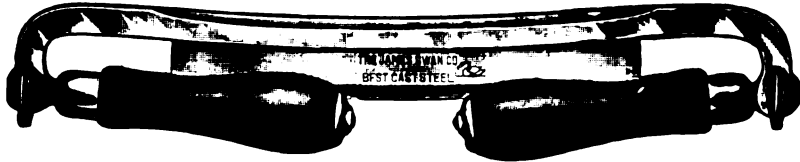
SEYMOUR

CONNECTICUT

**BITS
AUGERS**



**CHISELS
DRAW KNIVES**



**NAIL SETS
GIMLETS**



**GOUGES
SCREW DRIVERS**

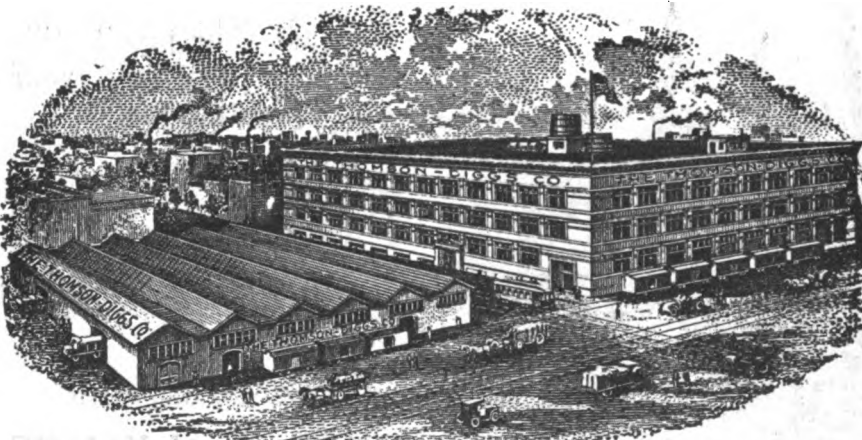
New York Office: 28 Warren Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento California

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSEHOLD UTENSILS, SPORTING GOODS AND OUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

Forks Hoes Rakes Hooks

Union First Quality Means FIRST

OUR system of rigid inspection and sorting guarantees to the trade that Union First Quality Farm and Garden Tools are the best that can be produced.

The details which go to make the perfect tool are all attended to. The dealer who sells "Continental," "Columbus" or "Farm King" brand is assured of the best trade in his community.

If your jobber does not handle Union Farm Tools, we can refer you to one who has them in stock.

THE UNION FORK & HOE CO. - Columbus, Ohio
FACTORIES
COLUMBUS, OHIO - FRANKFORT, N. Y.

"YANKEE" VISES

With Detachable Swivel Base

FOUR SIZES

	No.—1991	1992	1993	1994
Jaws open, inches.	1½	1 15-16	3¼	4
Height, inches	3⅜	4⅜	5¾	7⅝
Length, inches	4⅝	6	8¾	12¼
Net weight, lbs.	3	6	14	41



Your Jobber Can Supply You

The vise is accurately machined on the bottom, sides and end, for use in holding work in several positions on drill press, shaper, etc., allowing it to pass through several operations before necessary to change it in the vise. An entirely distinct feature in vises and one that is quickly appreciated by Tool Makers, Pattern Makers and Machinists.

NORTH BROS. MFG. CO.
PHILADELPHIA, PA., U. S. A.



Dealers Display Assortment

No. DB 5

Size 25" by 25"

This display board is made of quartered oak, hand rubbed and is in the natural oak finish.

On it is mounted a Decalcomania Transfer, showing the wrenches in actual size and natural color.

Hooks on the board permit a complete assortment to be carried and sold direct from the board.

It is furnished with the assortment listed below at the price of the tools only, at the regular list and discount.

6 only, 4-inch wrenches, list.....	\$3.90
12 only, 6-inch wrenches, list.....	7.80
12 only, 8-inch wrenches, list.....	9.60
6 only, 10-inch wrenches, list.....	6.00
3 only, 12-inch wrenches, list.....	4.50
1 only, 15-inch wrench, list.....	2.25
1 only, 18-inch wrench, list.....	3.25
6 only, 6-8-inch wrenches, list.....	7.50
3 only, 8-10-inch wrenches, list.....	4.50

Order from your jobber.

CRESCENT TOOL CO.
JAMESTOWN, N. Y.



Working Together

The Influence of

Starrett Tool quality and Starrett Tool advertising — steadfastly continued through every condition of business— constantly strengthens the hold of Starrett dealers on the precision tool business in their communities.

Write for Booklet
"The Tools Mechanics Buy"



THE L. S. STARRETT CO.

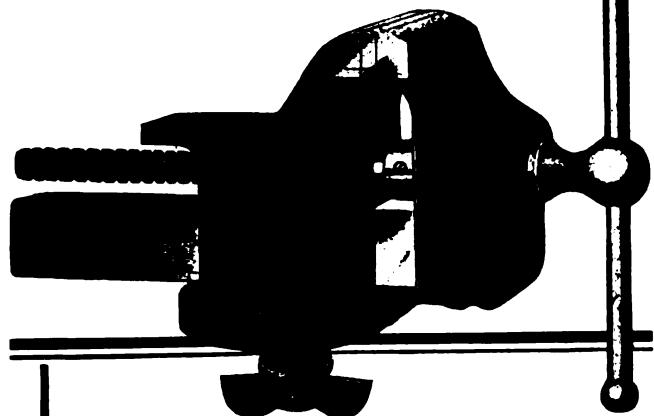
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



42-242

Sell Starrett Tools

PRENTISS

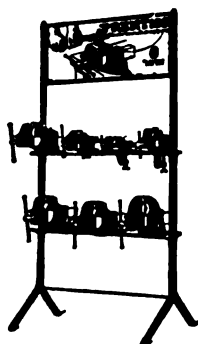


Let Us Assume the Responsibility

of proving that vises can be made as fast moving a commodity as anything in your store.

Proper display must be the first consideration so we have prepared for you a handsome sales board which keeps PRENTISS VISES always in the minds of your customers.

Send for this sales board today. It will be loaned you with each order for \$62.50 worth of vises—less the usual discount. It will move your PRENTISS VISES—and move them quickly.



Ask Your Jobber
or Write

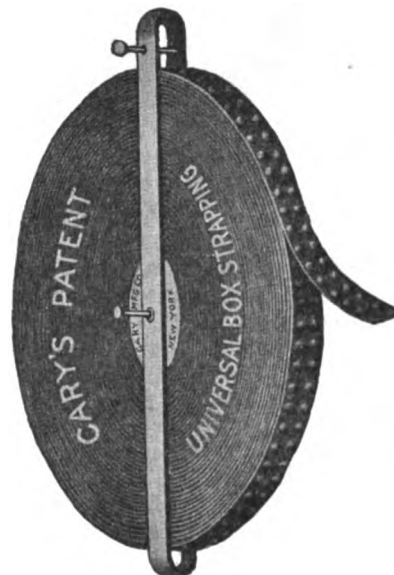
2

**PRENTISS VISE
COMPANY**

106-110 Lafayette Street
NEW YORK

"On the Bench Since 1868"

"UNIVERSAL" Box Strapping



"Known the World Over"

Cary's "Divergent" Saw Edge Joint Fasteners

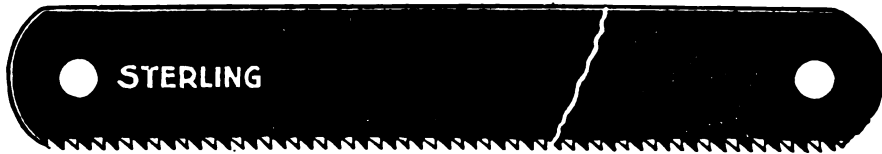


Our new Saw Edge DIVERGENT Fastener with the flat web, is far superior to any fastener manufactured. It has a CONTINUOUS CUTTING EDGE as found on our other fasteners; the flat web is an added feature, which enables the user to center the fastener without loss of time or other annoyances experienced with other fasteners. All of our fasteners are being packed in tin containers of uniform height, which shows up well on stock shelves.

CARY MFG. CO.

BROOKLYN - - - NEW YORK

“Sterling”

**Hard****TUNGSTEN STEEL****Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in **STERLING** Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting—Long Life—Satisfaction to Dealers and Consumers.

Users declare that our slogan—“They don’t Scratch, They Cut”—tells the story.
SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

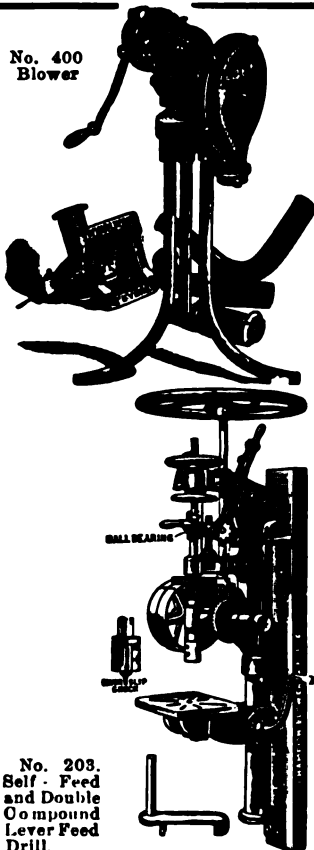
DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY

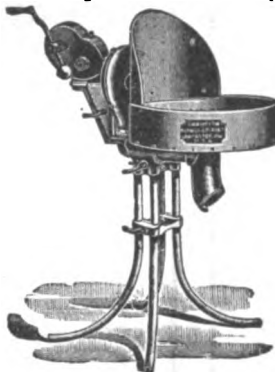
Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.

Exclusive Pacific States Representatives

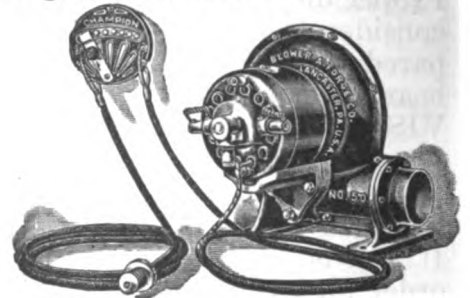
No. 400
Blower



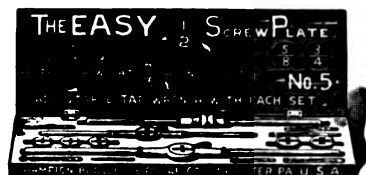
Champion Blowers, Forges, Drills and Screw Plates



No. 401. Rivet Forge



No. 50. Cham-
pion One-Fire
Variable Speed
Electric Black-
smith Blower.

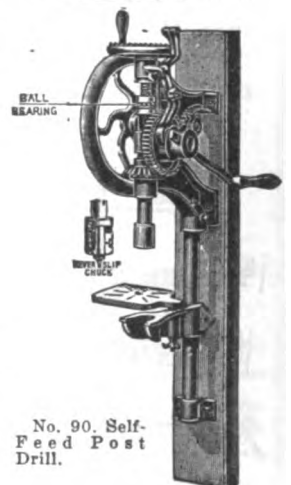


Screw Plates in Four Styles, Cutting up to 1½"

CHAMPION TOOLS, Built for Service
 CARRIED IN STOCK AND DISTRIBUTED
 BY ALL THE LEADING JOBBERS

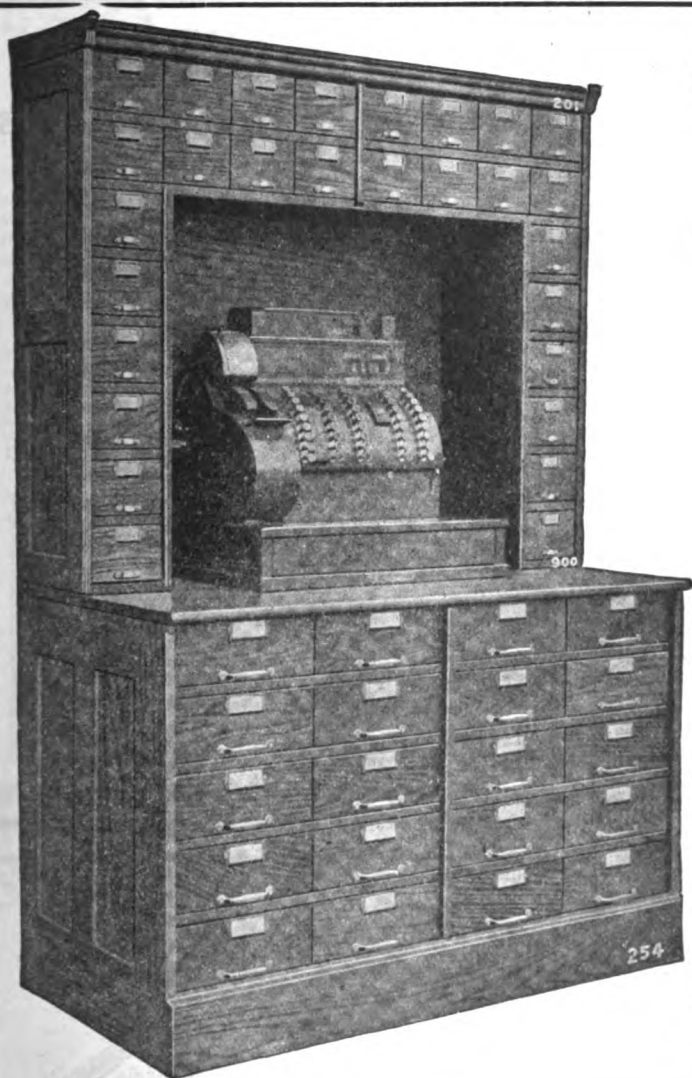
Write for Our 350 Page Catalog

CHAMPION BLOWER & FORGE CO.
 Lancaster, Pa., U. S. A.



No. 90. Self-
Feed Post
Drill.

No. 203.
Self-Feed
and Double
Compound
Lever Feed
Drill.



GET NEXT TO "HELLERS"

*Famous Sectional
Cabinets*

FOR

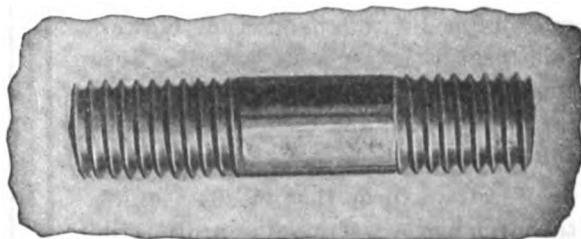
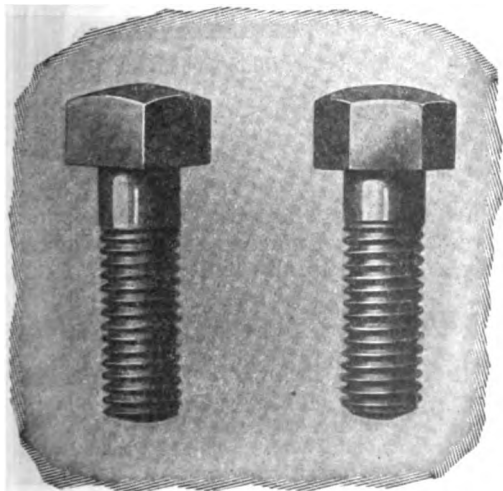
Hardware
Auto Accessories
Screws
Bolts, Etc.

PROMPT SHIPMENTS

Ask for Catalog 37-H

W. C. Heller & Co.

Montpelier, Ohio



WM. H. OTTEMILLER CO., York, Pa.
Manufacturers of Cap and Set Screws, Screw Machine Work

REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
Strimple & Cox, L. C. Smith Bldg., Seattle, Wash.
Rankin & Cox, Newhouse Bldg., Salt Lake City
Taylor, Youngs & Cox, Temple Court Building, Denver Colorado
Strimple & Cox, Corbett Bldg., Portland, Ore.

"Buffalo"

Announces
The NEW

"BUFCO" Forge

A Real Agricultural Forge at a
Remarkable Price



Equipped with a hand crank blower, this forge is in a class by itself. Just compare it with the old style crank and lever forge that the farmer has had to contend with these many years.

Here is a forge that means a quick turnover and a worth while profit, still the selling price is reasonable.

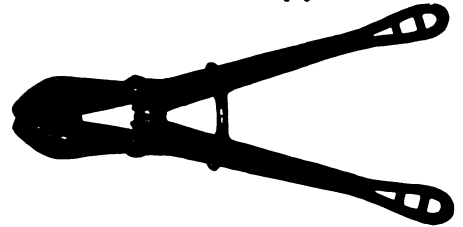
Investigate our offer.

Get the jump on this forge in your territory.

BUFFALO FORGE COMPANY
Buffalo, New York

PORTER'S New Easy Bolt Clippers

Look!
A New Clipper



12" long; cuts up to 3/16".

The low price will sell it over the counter.
No tool kit complete without it.

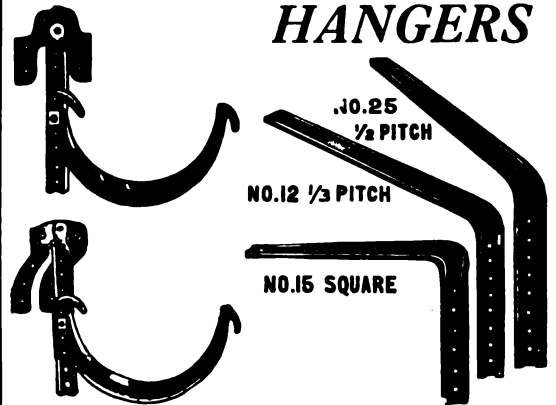
Ask your jobber for
Porter's No. 1855 Clipper

SALES OFFICES:

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. O. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Rankin & Cox, Newhouse Bldg., Salt Lake City
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

H. K. PORTER - Everett, Mass.

BERGER'S GUTTER HANGERS



The Leading Hangers and Fasteners everywhere. Immense stock and variety. Ask for samples and Catalog of our

Tinners' & Roofers' Supplies

BERGER BROS. CO., Mfrs.

Office, 229-231 Arch Street

Store, 237 Arch Street

Warerooms and Factory, 100-114 Broad Street

PHILADELPHIA

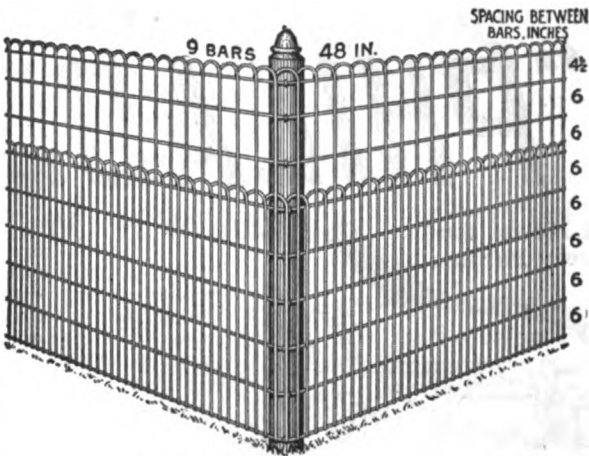
"Pittsburgh Perfect"

Electrically Welded

Lawn Fencing

"Pittsburgh Perfect" Lawn Fences are exceptionally strong, durable and beautiful. The stiff, electrically welded one-piece fabric is easily erected and keeps its shape. Made of our own Open Hearth Wire. A Perfected fencing; every rod guaranteed.

Our Lawn Fences are made in Double and Single Scroll and Plain Top Styles. Stays 2 1/2 inches or 1 1/2 inches apart. With styles 1 1/2 inches apart the designs are non-climbable. Plain top designs are popular also for parks, tennis courts, chicken runs, barn yards, corn cribs, guards around exposed machinery, etc. A distinctive, profitable line.



PITTSBURGH STEEL COMPANY

General Offices, Pittsburgh, Pa.

Pacific Coast Office

359-363 Monadnock Bldg., San Francisco, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia"
Wire Fencing:

DUNHAM, CARRIGAN & HAYDEN CO.

San Francisco, Cal.

Northern California and Nevada

WHITON HARDWARE COMPANY

Seattle, Wash.

Washington and Oregon



SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the
United States as the
BEST money and skill
can produce

WRITE FOR CATALOGUE



WARREN AXE & TOOL CO. WARREN, PA. U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

HAY-BUDDEN **Sold Forged** ANVILS



YOUR JOBBER WILL SUPPLY YOU WITH
THE OLD RELIABLE

GENUINE Hay-Budden Anvil

Hundreds of thousands in use and giving
perfect satisfaction.

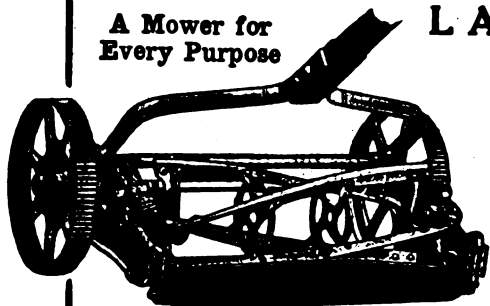
A LOOSE FACE IMPOSSIBLE
FULLY GUARANTEED

WESTERN SALES REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimble & Cox, L. C. Smith Building, Seattle, Wash.
Strimble & Cox, Corbett Building, Portland, Oregon
Rankin & Cox, Newhouse Building, Salt Lake City, Utah
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

GENUINE "PHILADELPHIA"

A Mower for
Every Purpose



Style "E"—Four Blades
Removable Box Caps

The HIGHEST GRADE Lawn Mowers have "made good" for 53 years and are still doing it for millions of thoroughly satisfied customers all over the world.

Send for Catalog and Discounts NOW

THE PHILADELPHIA LAWN MOWER CO.

31st and Chestnut Street, Philadelphia, Pa.

HAVEN & HAVEN, 508 Mission Street, San Francisco
California Selling Agents

LAWN MOWERS

MOTOR MOWERS are becoming more popular each season as great time and labor savers for Parks, Cemeteries, Golf Courses and large Estates, and like our Hand and Horse Mowers the Genuine "PHILADELPHIA" are the very finest that can be produced.

So great is the present demand we are compelled to make the "PHILADELPHIA" in

- 18 Styles of Hand
- 3 Styles of Horse
- 2 Styles of Motor Power



30" Walking Type—40" Riding Type
Combination Roller and Mower

The Bridgeport Hardware Mfg. Corp.

BRIDGEPORT, CONN.

Hercules Knife Handle Screw Driver (Patented)

No. 102



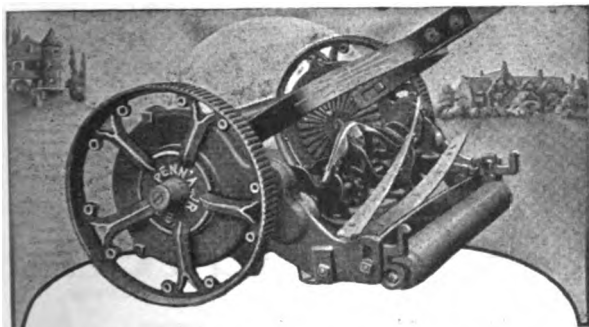
"The Tool of Practical, Scientific Construction"

A carefully made, high-grade tool for work demanding a powerful purchase and leverage. The knife handle assures that.

Sizes from 2 to 12 inches

C. W. GAUSE CO., Agents, San Francisco, Cal.

J. C. McCARTY & CO., Agents, New York City



A "PENNSYLVANIA" once sold "Stays Sold" constantly reminding the user that your store sells good stuff. "PENNSYLVANIA Quality" runs through all the Styles and "Brands" noted below.

You can advertise to your trade "PENNSYLVANIA Mowers are good mowers" an investment not an expense.

PENNSYLVANIA
Quality

LAWN MOWERS



This trademark is on the handles of:



Pennsylvania Standard, high and low wheel.
Pennsylvania Junior, Ball Bearing, high and low wheel.
Pennsylvania Golf, Ball Bearing, high and low wheel.
Pennsylvania Putting Green (Roller Type).
Pennsylvania Trio, cuts 84 inches, for Horse or tractor.
Pennsylvania Horse and Pony.
Pennsylvania Lawn Cleaner and Rake.

Continental High Wheel.
Great American Ball Bearing.
Red Cloud Ball Bearing.
Orchid Ball Bearing.
Belmont Ball Bearing.
Delta Ball Bearing.
Panama Plain Bearing.
Belmont Plain Bearing.
Electra Plain Bearing.
Pennsylvania B B Trimmer.
Pennsylvania Undercut B B Trimmer.

FACTS Worth Remembering



In ordering Window or Fly Screen Cloth from your Jobber don't forget these vital facts:

The amount of service and satisfaction your customers get out of Screen Cloth depends almost entirely upon the materials used and the methods employed in the making. The label which identifies every roll of the "Perfect" Screen Cloth is your guarantee of the best materials, accurate mesh, the proper width and a full 100 lineal feet to every roll.

That's why dealers buy all of our wire products, Screen Cloth, Hardware Cloth, Poultry Netting, Fly Traps, etc.

*Please Order Through Your
Regular Jobber*

Manufactured by

**The LUDLOW SAYLOR
WIRE CO.**

ST. LOUIS, MO.

BABCOCK SPRUCE LADDERS

You Get the Best
You Get the Safest
You Get the Strongest
You Get the Lightest
You Get the Latest

You Have Satisfaction
You Have Safety
You Have Profit
You Have Salability
And Not Guilty of Selling an
Accident

Write for Latest Reduced Price Sheet

Send your Orders for Winter Shipment. We give Spring Dating. Protect you on Prices

W. W. BABCOCK CO. - Bath, New York

NORCROSS GARDEN CULTIVATORS



*Growing in Demand
Every Day*

Sell one to a customer—and you get his next door neighbor.

Comes in (8) sizes, 5-PRONG, 3-PRONG and MID-GET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line. Handsome in appearance and built to give long Service and Satisfaction.

You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

More than 300 Jobbers carry the "NORCROSS" Line



Manufactured by
C. S. NORCROSS & SONS
Bushnell, Ill.
Distributed by
**LEADING HARDWARE
JOBBER
EVERYWHERE**

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

**Re-inforced
Non-Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it




SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.	Baker, Hamilton & Pacific Co.
Union Hardware & Metal Co.	Honeyman Hdwe. Co.
Hoffman Hdwe. Co.	Jensen, King, Bird & Co.
Harper & Reynolds Co.	The Schaw-Batcher Co.
Falling-McOalman Co.	Schwabacher Hdwe. Co.
Marshall-Wells Hdwe. Co.	Seattle Hardware Co.
Holley-Mason Hdwe. Co.	The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.	

THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.

CHATILLON CUTLERY




CHATILLON Butcher Saws

HUMAN nature is the most variable thing in this world. What suits one man will not be satisfactory to another. It is the same with butcher saws as it is with anything else. One man prefers an oval steel back, one a flat steel back. We also make them with the quick detachable blade.

We have them all, and can supply a number of different designs in sizes from 14 to 28 inches in length. Chatillon Butcher Saws are known all over the country for the good service they render.

Ask your jobber for full information

85-99 Cliff St., New York City, N. Y.



JOHN CHATILLON & SONS

New York U.S.A.

Your customers are replacing less—repairing more. That means bigger solder sales!



They're Mending Them Now —With Solder

Things that would have been discarded and replaced a year ago, are repaired now—that's the "thrif-time" spirit.

More solder is needed to mend the pots, pans, electrical appliances, tanks, and hundreds of other things that are being fixed with solder. So the decrease in sale of new merchandise can be partly made up for by *increased sale of—*



The Thrift-Time Seller

Every sale of this handy, genuine tin-and-lead, *Self-Fluxing Solder* makes a permanent customer because Kester Solder does better work and eliminates separate, mussy flux and the time formerly wasted in applying it. Try it without cost. Use it on your own work. Note how the scientifically prepared flux flows out of the pockets as the solder is melted off. Note the perfect bond, too—then you'll know why Kester Solder is in such great demand.

Remember it stocks two items in one—flux and solder; so it's easy to handle; easy to sell. Sold in one pound cartons and on one, five and ten pound spools.

CHICAGO SOLDER COMPANY
4229 Wrightwood Avenue, Chicago
Direct Factory Representatives:
The Faucette-Huston Company
Chattanooga, Tenn.
Louis J. Ziesel Company
216 Market Street, San Francisco, Cal.

Free Try-Out Coupon

CHICAGO SOLDER COMPANY, 4229 Wrightwood Ave., Chicago, Ill. H. W. 1-22.

Gentlemen: Please send me a free sample of Kester Acid-Core Wire Solder.

Name

Company

Address

City State

Our Supply House is

CANNED FOODS WEEK—March 1-8, 1922
Don't Forget



THRIFT is in THE SADDLE

The day of the easy dollar is gone. Thrift is uppermost and —

Our Guaranteed Perfection Economy Cobbler is the one article to put into the home.

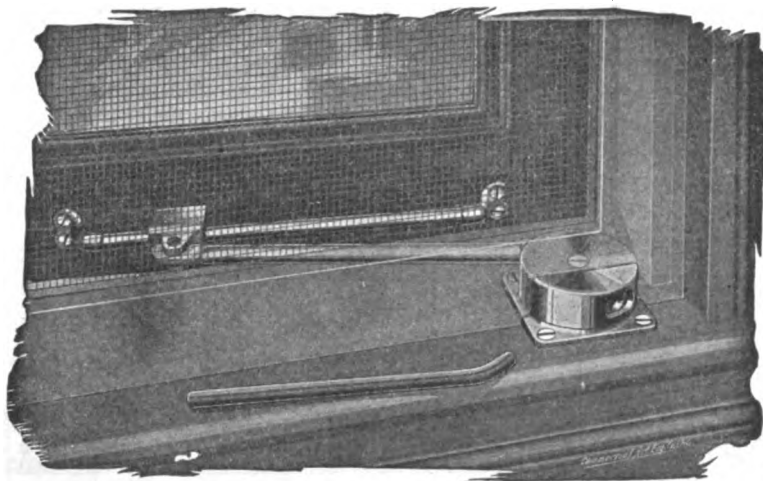
It is the Guaranteed Perfection Economy that takes the stitch in time and saves the proverbial nine.

Holds a full complement of lasts, stands, tools and findings, and enables the head of the house to make his own repairs on the family footwear.

Mr. Merchant, you should stock this Cobbler Set. It sells readily and at a good profit to you.

THE FATE-ROOT-HEATH COMPANY, Plymouth, Ohio

Western Sales Representatives, H. D. TYLER & CO., 4th Floor Higgins Bldg., Los Angeles, Cal.
512 Pacific Bldg., San Francisco, Cal. 874 Holladay Ave., Portland, Ore.



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.

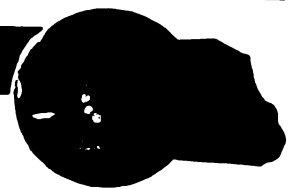
550 W. Lake Street, Chicago



WAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and drawbacks of cheaply built hangers and tracks that are made merely to sell at a low price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Write for catalog showing entire line.



Roller Bearings

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.

AN IMPROVED CARPENTER'S TOOL

NEW NO. 65



LUFKIN

"Universal"
Try and Mitre Square

A Popular Priced, Accurate, Durable, Well Designed Tool

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Moveable head securely clamped at any point.

Combines in One Tool the Try and Mitre Squares with Blade Adjustable in Length, the Marking Gage, Height and Depth Gage and Separate Rule.

ASK YOUR JOBBER'S SALESMAN

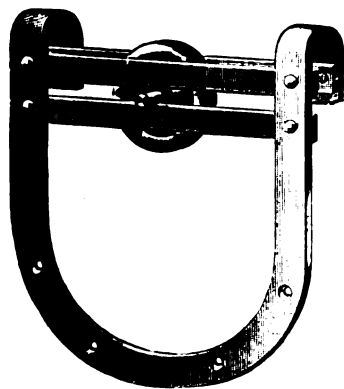
TAPES—RULES—MECHANICS' TOOLS

New York
Windsor, Ont.

THE LUFKIN RULE CO. Saginaw, Mich.

WE ARE THE ORIGINATORS AND
LARGEST MAKERS OF

U-Shaped Hangers



"Standard"

For Best Satisfaction—Get Lane's

SOLD EVERYWHERE

Get our catalog and special import prices.

LANE BROS. COMPANY

River Street, Poughkeepsie, N. Y., U. S. A.

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We Do

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TOOL CHESTS

To Help Sales...

Send in the names of 100 Carpenters, Electricians, Machinists, Tool Makers and Garage Mechanics in your town. We will mail to them a booklet describing Union Tool Chests together with a letter directing them to you.

Write for details now

Union Tool Chest Co.

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Every month we tell 1,000,000 mechanics about Union Tool Chests by National Advertising.



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MAYDOLE HAMMERS

THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.



CARRIAGE CLAMP

(QUICK SALE)



An exceedingly well made tool, having strong malleable frame and steel screw.

PERFECTION CLAMP

(THE TRADE WANTS IT)



This is a strong, durable, convenient general purpose Clamp.

Send for our new catalog showing complete line of up-to-date Clamps, and many other "HAR- GRAVE QUALITY" TOOLS, for which you would have a ready market.

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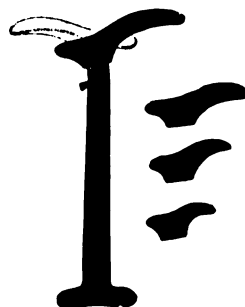
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Mr. Jobber:

STOCK GUARANTEED

Empire Lasts and Stands

Because they are made from a special metal of highest quality, enabling us to GUARANTEE and place on the market a set in weight and strength better than has ever before been sold. Remember these sets are absolutely GUARANTEED against breakage.



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Empire Guaranteed

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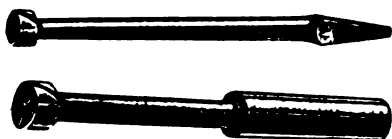
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LOUIS SACKS, Inc.
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"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**
Enquire of Your Hardware Jobbers, or Write Us Direct.

Supplied in Sets

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SPRING HINGES

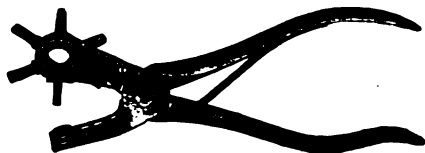
STANDARD FOR OVER 45 YEARS, and steadily improved, retaining superiority over all others. In universal demand. QUICKEST TO SELL. Easiest to apply. **BOMMER SPRING HINGE COMPANY, Manufacturers, Brooklyn, N.Y.**



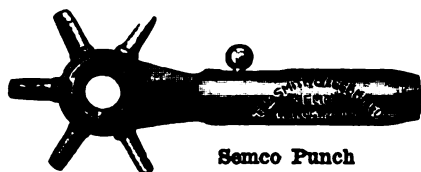
SASH CHAIN



CABLE CHAIN



6 Tube Revolving Punch



Semco Punch

THE SMITH & EGGE MFG. CO.

"Originators of Sash Chain"
BRIDGEPORT, CONN., U. S. A.

SAND'S CERTIFIED LEVELS

At New and Lower Prices



The lowered prices include SAND'S aluminum, the lightest and strongest level made—together with the various models of SAND'S Levels in Pine and Walnut.

You may as well sell just the level your customer wants. Even the dollar level bears the mark "SAND'S," so long known by expert workmen as the mark of better levels.

Write for descriptive price list. You can get a level for every purpose with SAND'S built-in accuracy.

Remember, lower prices now on the finest levels shown.

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The "Pony" Riveter

Every "PONY" Machine will set both tubular and split rivets and is the best riveter made for repairing harness.

This machine is made of malleable iron and steel and will not break if abused.

MADE BY

F. H. SMITH MANUFACTURING CO.

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Manufacturers of
Rivet and Fastner Setting Machines



THE "PONY"

The BRIDGEWATER Line

The efficiency and satisfaction of Superior Garden Plows are due to their correct design and the high standard of excellence in manufacture.

Their construction is such the draft can easily be changed to suit different kinds of soil. This is a new feature and makes these plows easy to operate. They are popular in all localities.

Be the Superior Dealer in your town. We carry a stock of these plows and Hand Cultivators on the Pacific Coast. Write at once to the

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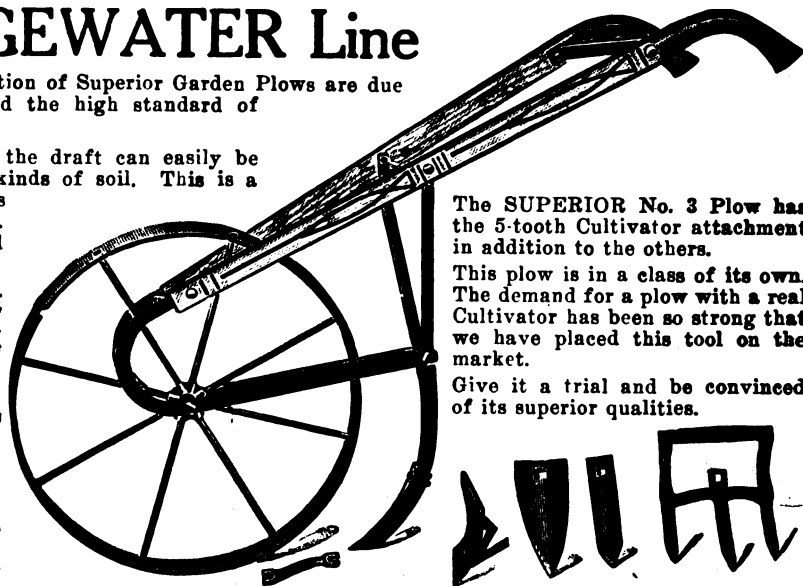
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or our

Middle West Representative

CHAS. O. JANSSEN

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The SUPERIOR No. 3 Plow has the 5-tooth Cultivator attachment in addition to the others.

This plow is in a class of its own. The demand for a plow with a real Cultivator has been so strong that we have placed this tool on the market.

Give it a trial and be convinced of its superior qualities.

THE SUPERIOR No. 3

Bridgewater Plow Corporation

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HERCULES COLD SODER THE METAL MENDER



Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

HERCULES PRODUCTS CO.

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AMERICAN MERCANTILE CO., 510 Battery Street,
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AMERICAN SEAL PAINTS and CEMENTS

"MAKE GOOD"

WITH YOU AND YOUR CUSTOMERS

STAND FOR
QUALITY and DURABILITY

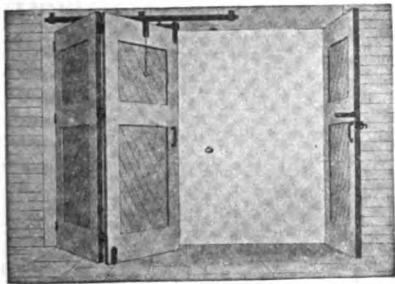


WRITE US FOR DEALER'S PROPOSITION

MANUFACTURED BY

The Wm. Connors Paint Mfg. Co.
1862 TROY, N. Y. 1921

Sharon No. 9 Garage Set



PATENTED

The only hanger that can be used inside or outside, and allows the doors to fold back against the building without having costly adjusting brackets or built out arrangements.

The box track and brackets for the No. 9 are hung flat against the wall and cost very little to erect.

Stuart & Otto, Pacific Coast Agents
220 Wilcox Bldg., Los Angeles, Calif.

Sharon Hardware Mfg. Co.
Sharon, Pennsylvania

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Link up your name
with that of the ~
**RELIABLE
Standard
BLUE FLAME**
Wickless
Oil Heated Colony Hover

IT IS comparatively easy to produce baby chicks. It is quite another matter to raise them successfully. Various devices have been used with more or less satisfaction. The best method yet discovered is found in our 1922 Model Blue Flame Hovers. In them we have attained the highest degree of perfection in chick brooding. Whether you are a city back-lotter, a poultry farmer or a fancier, you will find this system by far the safest and best.

**Successful Poultry Raising Depends
So Much Upon Successful Brooding**

Burns ordinary kerosene or coal oil with a clear, even blue flame. No soot; no fumes; no odor; no wicks to trim; no smoke. Every burner is adjusted at the factory to the maximum flame. It is impossible to overflow. Produces a well controlled heat, sufficient for any purpose. Easily adjusted; automatically regulated. Made in various sizes. Provides pure warm air and plenty of it. Saves fuel; saves labor. Saves its cost every season in preventing chick losses.

**The Dealers Find
It an Easy Seller**

Good profits and satisfied customers. Our extensive advertising campaign and close co-operation helps dealers. They appreciate it. The Blue Flame Hover is an easy seller. Better write us without delay. Book your orders in advance, thus insuring a supply. These Hovers are built of galvanized steel. Shipped completely assembled; ready to bolt the legs to canopy. Place heater where wanted, fill with oil, adjust burner to required heat, and it is ready to start. No complicated parts. It is simplicity itself.

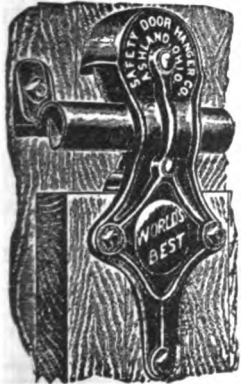
All Reliable Incubators, Brooders, Hovers, Poultry Appliances and Fixtures are backed by our positive money-back guarantee. 41 years at it. **Write for Dealer Terms & Prices**

RELIABLE INCUBATOR & BROODER, CO.
Dept. J QUINCY, ILL., U.S.A.
Reliable because right.

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YOU ARE RIGHT IN
RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT

World's Best Tubular Track Barn, Factory and Warehouse Door Hanger



EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you, we will.

THE TOPPING MFG. CO.

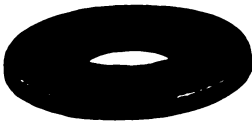
For 18 Years Safety Door Hanger Co.

ASHLAND, OHIO, U. S. A.

Represented by

W. E. Voorhees, The Call Building, San Francisco, Cal.

There Is a Difference in Washers



Just as in an other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.

**Annealed Rivet Burrs Fellow Plates
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PROMPT SHIPMENTS

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Coast Representatives,

HUGHSON & MERTON, Inc.

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Slaymaker Padlock FOR AUTOMOBILE TIRE CARRIERS



Patented
Mch. 11, 1921

No. 1098

The Universal Tire Carrier Lock

Anti-Battler

Adapted for use on ALL cars. The only lock that will completely protect tires on the new tire-carrier on the Buick, Overland, Oakland, Chevrolet, Dort, Nash, Haynes, Ford, etc.

Size across case $1\frac{1}{2}$ inches.

Inside measurement of shackle is $\frac{3}{4}$ of an inch. Adjustable to $1\frac{1}{4}$ inches, insuring a perfect fit of the lock on the tire-carrier. Diameter of shackle is $\frac{1}{4}$ of an inch.

Case—Heavy, cast brass, polished.

Shackle—Formed steel rod, black, rust-proofed.

Spring lever tumblers. In many key changes.

Two corrugated, nicked steel keys with each lock. Packed, each lock in an individual box. One dozen in a container.

Made only by

FRAM-SLAYMAKER HARDWARE CO.

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Western Sales Representatives

H. D. TYLER & CO.

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874 Holladay Ave., Portland, Ore.

Garage & Barn Door Hardware "1080"

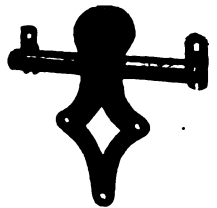
for folding, sliding doors



"1080" Garage Door Hangers and Brackets made of our own malleable iron. Trolley-swivel type; wheels run on roller bearings; swivel on balls. Exclusive Vertical Guide Rollers. Track high carbon steel with wheel troughs.

Reliable (original) Round Track

and No. 2 Hangers for sliding barn and warehouse doors, gates, etc. Strongly designed, malleable, one-piece hanger; double roller type prevents jamming or derailing. Rigid round track. Strong malleable brackets. Adaptations for every heavy duty sliding door.



SPECIFY "ALLITH-PROUTY"

for every Hanger Hardware, Hardware Specialty and Light Hardware Problem. Approved Fire Door Hardware, Rolling Ladders, Spring Hinges, Overhead Carriers, Hay Rack and Grain Bed Hardware. Catalog No. 90 will be sent by return mail.

ALLITH-PROUTY COMPANY

Danville, Illinois



ALLITH-PROUTY

"Satisfaction in Hardware"

"Critchley-Six"

Expanding Adjustable Reamer. Genuine original six or five blades are made only by

CHADWICK & TREFETHEN

Portsmouth, N. H.

Represented by **CALDWELL SALES CO.**
San Francisco, Cal.



Cut Your Gauge Glasses

The Sure and Easy Way

A slight thumb pressure does the trick—with Wilkins Gauge Glass Cutter

GEO. H. WILKINS COMPANY, 189 N. Market St., Chicago

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Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

Sash Cord

Shade Cord

Clothes Lines

Masons' Lines

Solid Braided Rope

Chalk Lines

Send for catalogue and samples

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JOHN T. ROWNTREE, INC., Rep.

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Store and Factory Trucks,
Wheelbarrows, Scrapers,
Hand Carts,
Casters

LANSING COMPANY, SAN FRANCISCO

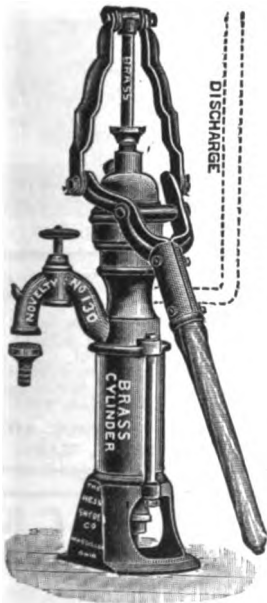


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"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

GET IN A SUPPLY OF NOVELTY FORCE PUMPS

And treat your customers to the best.



(No. 130)

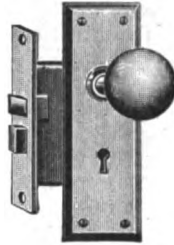
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We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS**. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

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Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

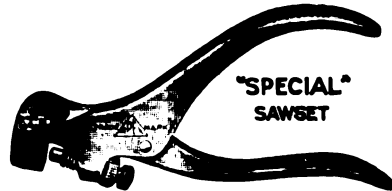
LOCKWOOD MANUFACTURING CO.

Manufacturers of

BUILDERS' HARDWARE

SOUTH NORWALK, CONN., U. S. A.

F. G. HIGGIN, Pacific Coast Representative
1938 Marin Avenue, Berkeley, California, U. S. A.



The World's Standards

"SPECIAL" and "No. 1" Sawsets for hand saws not over 16 gauge.

No. 3 Sawset for Cross-cut and Circular saws 14-20 gauge.

No. 4 Sawset for "Champion," "M" and double toothed saws 14 to 20 gauge.

No. 5 Sawset for timber and board saws 6 to 14 gauge.

Nail Puller—the longest lived and easiest operated made.

Bench Stops, Hand Punches, Lead Seal Presses, Box Openers and Liquid Soap Dispensers

CHAS. MORRILL

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WOOD SCREWS
MACHINE SCREWS
SET SCREWS
RIVETS
STOVE BOLTS
CAP SCREWS
BOLTS
NUTS

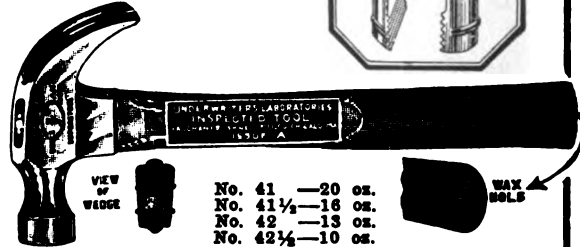
REED & PRINCE MFG. CO.
MAIN OFFICE AND PLANT, WORCESTER, MASS., U. S. A.
BRANCH, 121 NORTH JEFFERSON STREET, CHICAGO, ILL.



No More Loose Handles

The VAUGHAN'S Expansion Wedge

is a notable improvement in Hammer construction. You can always keep the Handle tight!



VIEW OF WEDGE

No. 41	—20	OS.
No. 41½	—16	OS.
No. 42	—13	OS.
No. 42½	—10	OS.

WAX SOLE

All hammers with the VAUGHAN'S EXPANSION WEDGE are sold under our **UNCLE SAM BRAND**. Uncle Sam Hammers are the only Hammers that have the Underwriters' Laboratories Label as an Inspected Tool. Write for Booklet No. 10 which describes in detail how the Underwriters tested and approved Uncle Sam Hammers.

VAUGHAN & BUSHNELL MFG. CO.

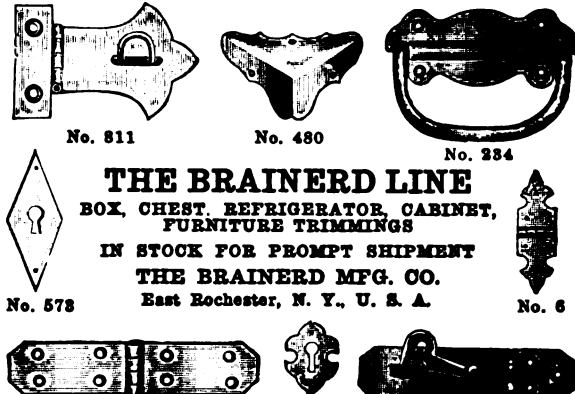
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Chicago, U. S. A.


OHLEN-BISHOP
CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

Tools and Trowels
—Made by—
THE OHLEN-BISHOP CO.
The Master Saw Makers
Lawrenceburg, Ind. Columbus, Ohio, U. S. A.
Western Trade Supplied Thru Branches at
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No. 811 No. 480 No. 284
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BOX, CHEST, REFRIGERATOR, CABINET, FURNITURE TRIMMINGS
IN STOCK FOR PROMPT SHIPMENT
THE BRAINERD MFG. CO.
East Rochester, N. Y., U. S. A.




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Have proven Live Sellers wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.
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Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.
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The Only Permanent and Reliable Means for Live Stock Identification. For Hogs, Sheep, Cattle and Horses
GOOD DISCOUNTS—GOOD SELLER—REPEATS
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Three-Letter Marker

TRADE **MARCY** MARK

Screw Driver Assortment No. 270



IN PATENTED DISPLAY
PACKAGE

Mr. Dealer—

Here is the latest, most attractive and practical combination Container and Display Stand yet devised.

It contains twelve of our standard grade No. 27 Drivers assorted four each of 4, 5 and 6 inch, full polished blades, with dark red Viscolac finish handles.

The assortment comes to you as a closed package, which in thirty seconds can be set up as per illustration, and you get a new, clean display stand with each dozen drivers.

A pleasing combination of bright steel, rich maroon and orange, quick to catch the eye, which will materially boost your screw driver sales.

ASK YOUR JOBBER

MARCY TOOL WORKS, INC.
PUTNAM, CONN.

Pacific Coast Agents, **SPRAKE SALES CO., Inc.**
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1121 Gasco Bldg. 506 Charles Bldg.
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Ask Your Jobber for Caldwell Sash Balances



33 years of service
PROVES their superiority. They counter-balance sashes perfectly. **Cheapest** method for modernizing old windows.

CALDWELL MFG. CO., Rochester, N. Y.

ARM AND HAMMER anvil anatomy!

BODY: Wrought iron makes them the toughest and last the longest.

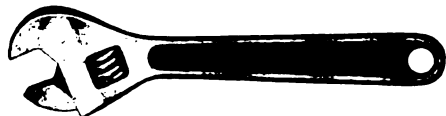
FACE: Highest grade crucible tool steel plate, welded on solid.

FOOT: Good liberal spread of base gives solid rest, stability.

PROPORTIONS: Design of horn, heel, face and body, give balance.

COLUMBUS ANVIL & FORGING CO.
COLUMBUS, OHIO, U. S. A.

THE ARROW WRENCH DROP FORGED HEAT TREATED



A QUALITY TOOL

An exacting standard is maintained in the manufacture of the Arrow Wrench.

When an order is placed for these tools, there is an assurance of receiving a uniformly high quality.

ARROW TOOL COMPANY, Inc., Buffalo, N. Y.

Drifting Pick for Mines

NORTHERN HANDLE CO.
Manufacturers of
"POINTER BRAND"
Guaranteed Best Quality
HANDLES

Axe, pick, hammer, hatchet, Cant Hooks, Peavey and
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Price List upon Request

NORTHERN HANDLE CO.
Bowling Green, Mo., U. S. A.

Regular Single Bit Axe

Wichita's Hammer *Blacksmith's Hammer*

EVERYBODY WANTS LIGHT!

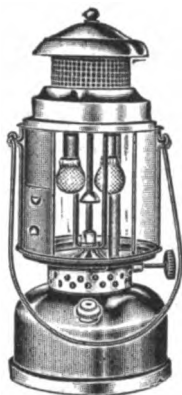
Give it to them and get the profits! 400 candlepower of man-made sunshine.

"NULITE" Lamps and Lanterns

Light at the scratch of a match. Equal to 20 coal oil lamps or lanterns in brightness. Handsomely finished. Lantern can't blow out. Burn 8 hours for 1 cent. Quick, sure sellers for the coming dark days.

Write for our sales help. We pay for first ad in your local newspaper and supply extra electros free.

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Western Sales Representative
OMER COX, 604 Mission St.,
San Francisco, Calif.

**American Portable Scales**

Hardened
Bearings.
Tool Steel
Pivots.
Accurately
Sealed.
Fully
Guaranteed.



Made of very best material and workmanship throughout, neatly finished, strong and perfectly accurate.

No better scale on the market, and the low price will interest you. We make the complete line of sizes; also weightless scales.

Write for Catalog and Jobbers Prices

AMERICAN SCALE CO. - Station B, Kansas City, Mo.

O. LINDEMANN & CO.

35 and 37 Wooster St., New York Established 1863



Manufacturers of JAPANNED, BRASS and
TINNED WIRE

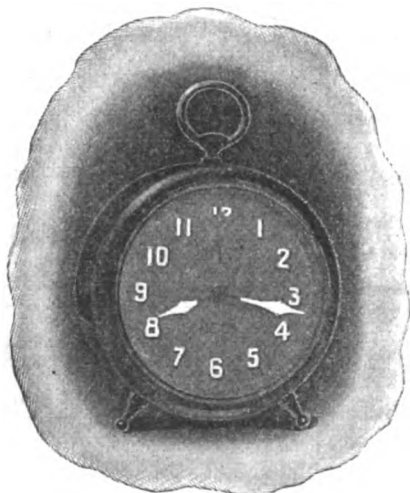
Bird Cages and Cage Sundries

A. L. Conger, 703 Market Street, San Francisco, Cal.
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T. D. McLean, L. C. Smith Building, Seattle, Wash.,
Representative for Washington, Oregon, Idaho,
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The New Haven Brownie

TELLS THE TIME DAY AND NIGHT



FULL RADIIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2 1/4 inches.
Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California

A Word About**Stove Repairs**

Established over 20 years in this section has enabled us to carry a stock of STOVE REPAIRS unequaled in this great Northwest.

We have gone beyond this—

Our ever increasing demand for STOVE REPAIRS has made it necessary for us to build and operate an adequate manufacturing plant, resulting in SUPERIOR CASTINGS, INCREASED EFFICIENCY and BETTER SERVICE.

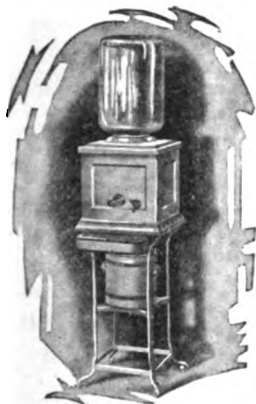
We solicit orders thru Dealers and cater to the Jobbing Trade.



SPOKANE STOVE & FURNACE
REPAIR WORKS

Incorporated

MAX RUBENS M. M. RUBENS J. I. RUBENS
SPOKANE, WASHINGTON



The New ROTAX "De Lux" Model

is a masterpiece in cooler design and construction; a rare combination of beauty and maximum efficiency. It is the choice of men who have the taste for INDIVIDUALITY and true quality.

WHY not be the first Dealer in your territory to feature this NEW cooler?

You'll find it profitable and a fast seller.

Write for Catalog

ROTAX COMPANY, Inc.

384 East 133rd St., New York



Arcade
Jack
Set

PRECIOUS STONES ARE THESE TO THE CHILD

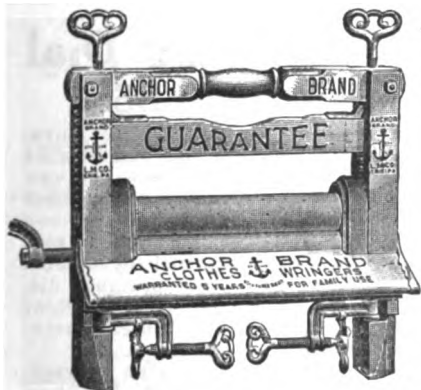
Every real, live girl has a longing for a set like this. In apron pockets or tightly rolled handkerchiefs these treasured possessions are usually carried.

But we have contrived to put this set of ten Jackstones and a lively Rubber Ball into a dainty bag delightful to small maiden eyes.

Spring is the season, Mr. Dealer. Do not delay your order.

Six dozen in a heavy paper box, five gross in a case.

ARCADE MANUFACTURING COMPANY
FREEPORT ILLINOIS



You Know the Story

of the College Student who was canvassing the City for the local **HARDWARE DEALER** during the summer vacation with a Clothes Wringer under each arm!

After two days of hard tramping up one street and down another, he threw his sample Wringers on the hardware man's pet corn and **RESIGNED**, saying:

"WRINGERS ARE JUST LIKE NOSES
EVERYBODY'S GOT ONE!"

If this isn't true in your neighborhood—it's up to you

LOVELL MANUFACTURING CO.

Largest Manufacturers of Clothes Wringers in the World

Erie, Pa. **L. M. Co.**
Erie, Pa.



FOR OVER FIFTY YEARS THE NAME **E. A. BERG** HAS STOOD FOR

Highest Quality on Tools and Razors

We are the Western States Representatives for this **HIGH GRADE LINE**. We can now make prompt shipment of Pliers, Plane Irons, Chisels and Razors.

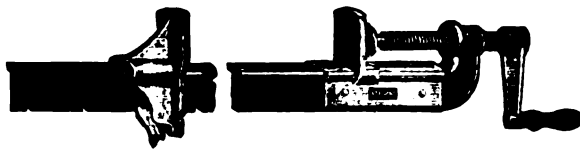
We are also sole American Representatives for the famous (KRON SAGER) SWEDISH HACK SAW BLADES, the **HIGHEST QUALITY BLADES MADE, AT PRICES NO HIGHER THAN ORDINARY BLADES.**

Write for Prices



BENSON IMPORTING CO., 620 South Hill Street, Los Angeles, California

Stearns The Original *Stearns* Steel Bar Carpenter's Clamp



Style No. 1

The above Style No. 1 Steel Bar Carpenter's Clamp is the first and original having the notched bar on the lower side, and we have maintained for years—and do today—as against our competitors' opinion, that the notches afford Greater Holding Power to the sliding jaw than if they were on the upper edge. As a verification of the above fact our competitors are now following what we have maintained for years in the manufacture of these goods.

We Originate—Our Competitors Imitate

E. C. STEARNS & CO.

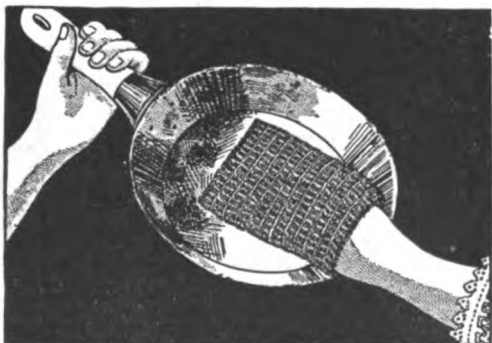
224 Oneida Street

Syracuse, New York

MAGNETIC CLOTH

CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known.



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for
10 Cents



Send us your
jobber's name
if he can't
supply you.

Manufactured by
JOHN W. GOTTSCALK MFG. CO.
Lehigh Ave. and Mascher St. Philadelphia, Pa.
McDONALD & LINFORTH
Pacific Coast Reps., 739 Call Bldg., San Francisco

TRINER Slanting Dial FAMILY SCALES



CAPACITY
24 LBS.
BY OZ.
PAT. U.S.A.
MAY 1, '06
ALSO
ABROAD

The silver burnished dial sets at an angle and can be read without stooping.

Platform is supported by double steel uprights, distributing weight and insuring accuracy.

Made throughout of the best cold rolled steel, light and strong.

Finished in heavy black enamel, beautifully decorated.

- No. 24, Steel Platform
- No. 25, Tile Platform
- No. T-25, Polished Tin Scoop,
With Seel Forks
- No. T-26, Steel Platform and
Polished Tin Scoop

Can be kept in any convenient place, as it occupies very little room, its dimensions being 7 in. high, 6 in. wide, 7 3/4 in. deep. Dial 6 in. in diameter.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.
West Twenty-first Street, CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Bialto Building, San Francisco, Cal.
Los Angeles Portland, Ore. Seattle, Wash.

NORTHLAND SKIS — Prices Greatly Reduced

Our entire line of nationally advertised skis have been reduced approximately 33 1-3 % below 1921 prices. Stock up now at these rock bottom prices. Remember all Northland Skis bear the Northland trade-mark.

Our complete catalog of Skis, Toboggans, Snowshoes and Accessories on request.

NORTHLAND SKI MFG. CO., 26 Merriam Park, St. Paul, Minn.
Largest Manufacturers of Skis in the World

Tannery
at
Michigan
City,
Ind.

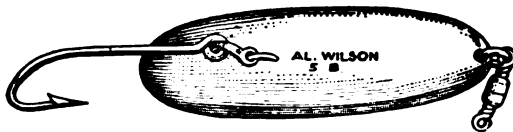


"Red-E-For-Use"

RAZOR STROPS

Prices Guaranteed against decline to date of shipment. We have reduced our line to the very best numbers in each price. We manufacture them in large lots for stock. We can deliver the goods promptly. Write for selected standardized list and short line Quality samples.

GIBFORD MFG. CO. (not Inc.)
No. 4 Payne Av., Adrian, Mich., U. S. A.



THE ONLY
GENUINE

AL WILSON

**SPINNERS
BASS SPOONS
CONNECTING
LINKS**

With the Safety
Catch

Famous from Pacific to Atlantic for workmanship and material.

Order through your jobber Write us for catalog
AL WILSON CO., Williams Building, San Francisco

Enameled in Colors

Something New

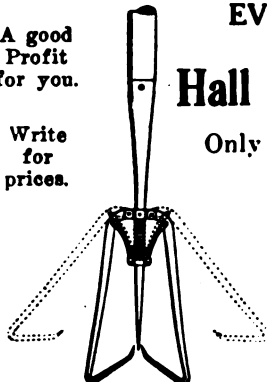
The Fashionable
BLACK ENAMEL TUMBLERS

Among these

THE BELMONT TUMBLER CO. - Bellaire, Ohio

A good
Profit
for you.

Write
for
prices.



EVERY FISHERMAN
NEEDS

Hall Automatic Gaff

Only Practical Gaff Made.

Weight, 20 oz.;
Length 17 in.

**Hall Automatic Fish Spear
and Gaff Co.**

IONE, WASH.

AT \$5.00 RETAIL

The Most Wonderful Air Rifle
Ever Invented

Different from All Others

ORDER NOW from your jobber or write us direct for full information regarding the only ORIGINAL PUMP GUN FOR MEN AND BOYS, always in great demand. Sample on request. Attractive discounts.

Benjamin Air Rifle & Mfg. Co.

Broadway & Washington
ST. LOUIS, . . MISSOURI

Pacific Coast Representatives
McDONALD & LINFORTH
Call Bldg., San Francisco

The Benjamin

**A REAL PUMP AIR RIFLE
ONE STROKE OF THE PUMP AND YOU CAN SHOOT**

POWERFUL and ACCURATE. Works on the same principle as Air Drills and Air Hammers. Shooting power always under your control. Each stroke of the gun increases the shooting power. One to four strokes all that is ordinarily required. Never loses its shooting force. Absolutely safe, holding the compressed air for some time. You do not drop in shot until ready to shoot at your object. Nothing to wear out but the valves which ought to last several years, when they can easily be replaced by anyone at a very small cost. Stock of turned walnut, and separates from barrel. Gun is then only 23 inches long.

At a Popular Price

HONES

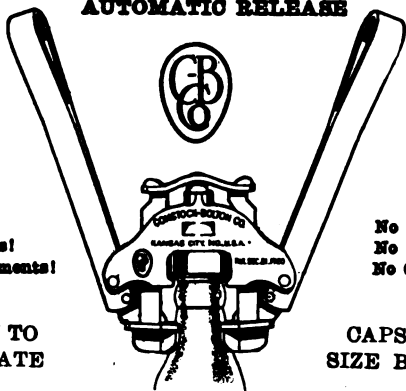
AMERICAN HONE CO.
OLEAN, N.Y.
LARGEST LINE OF RAZOR HONES
IN THE WORLD

"C-B-CO" Bottle Capper

AUTOMATIC RELEASE

No Keys!
No Springs!
No Adjustments!

EASY TO
OPERATE



No Blocks!
No Stands!
No Castings!

CAPS ANY
SIZE BOTTLE

COMPLETE IN ITSELF

A home necessity in bottling home made chili sauce, catsup, fruit juices, mayonnaise, horseradish, cider, cooking oils, beverages, or any liquid or semi-liquid that requires an air-tight seal.

"ASK YOUR JOBBER"

Mfg. by COMSTOCK-BOLTON CO., Kansas City, Mo.

"CAPS THEM ALL"



Milbradt Ladders



Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

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PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 25 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 doz.)\$54.00
Jobber's Assortment (12 doz.) 21.60
Open Stock, all colors, per gross 21.60

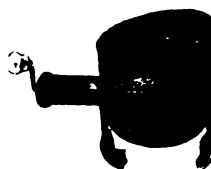
2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

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Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.

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Standard of the World
Since 1880

Sectional View Showing Construction Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.

Bender Street

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GOLD MEDAL

COTS • TABLES • CHAIRS • ETC.

FOLDING FURNITURE

Light—Strong—Comfortable—Compact.

Gold Medal Camp Furniture Mfg. Co., Racine, Wis.



BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For **QUALITY MOP WRINGERS**, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.

Pacific Coast and Inter-Mountain Representatives

THAYER & BOWER

845 Monadnock Bldg., San Francisco, 320 Story Bldg., Los Angeles
Seattle and Denver

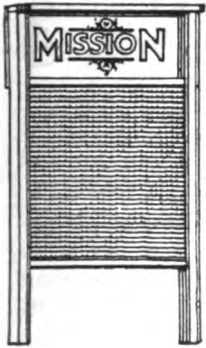


With the—

Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Hamilton Avenue, Allentown, Pa.



HOWARD WOODENWARE

Made of Select Sitka
Spruce
Ironing Boards
Pastry Boards
Clothes Driers
Step Ladders
**A COMPLETE LINE OF
Washboards**

The Rubbing Surface Plates in the HOWARD Washboards are all of the best materials. The frames are of Sitka Spruce, Strong, Durable and Bright Appearing. The quality of the HOWARD LINE has been established for years.

If you can't obtain these goods from your jobber, write us and we will be pleased to see that you are supplied.

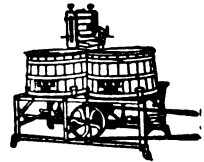
HOWARD MANUFACTURING CO.
8th Ave. W. and Ewing St.
Seattle, Wash.

Representatives

Los Angeles—H. D. Tyler & Company, Higgins Bldg.
San Francisco—L. J. Woodson, 112 Market Street
Portland—Strimple & Cox, Corbett Building



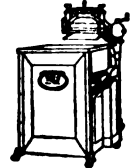
Single Tub
"Alco"
Power Drive



Twin Tub
Alco Gas
Engine Drive



A B C Electric
Ironer



A B C Super
Electric

Priced to Sell Fast!

Every home that has a gas engine is a prospect for these low-priced A B C "Alco" Washers. Peg or disc dollies, 1 1/4-inch tubs. Sturdily built. Swinging wringers; single or twin tub models. 14th year on market. Exceptionally liberal discounts. A B C Line also includes electric washers and ironers. Active sales help to dealers. Write

ALTORFER BROS. CO., Peoria, Ill.
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A B C

Electric Laundress

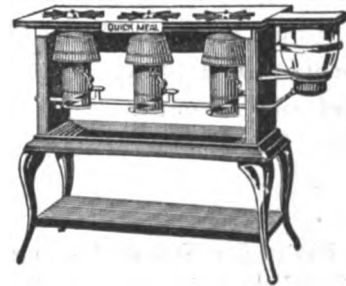
WASHES
"Alco"
Power

WRINGS
or

IRONS
Washers
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Cupola Burner Oil Stove



Short Chimney Oil Stove

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We now have a Large Stock and Assortment of Oil Stoves

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QUICK MEAL STOVE CO., DIV.
OF AMERICAN STOVE COMPANY

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Pacific Coast Agent
715 Indiana St., near 19th St.,
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We also carry a large
line of
COAL RANGES

We also carry a large
line of
GAS RANGES

New Ladd's Discount Book No. 3

A new and enlarged edition of this standard work, comprising the most comprehensive collection of discounts ever printed, as well as many other valuable computations for commercial purposes, is now ready, after months of preparation by the compiler and editor, William J. Ladd.

Is one of the greatest time and labor-saving productions of the age. The net of any amount at any discount can be obtained in a second. The calculations have all been carefully checked. No proving is necessary. It is invaluable for pricing and checking invoices, figuring inventory, making prices, figuring profit, etc. Note the equivalent discounts. Are they worth anything to you?

It contains more than 300,000 Computations including New Discounts and Combinations which have come into use within the last few years. Nearly 600 pages, all double indexed.

60, 10, 10, 7½ & 2½.

Same as 55, 20, 10, 7½ & 2½. 40, 22½, 10, 10, 7½ & 2½.
50, 20, 10, 10, 7½ & 2½. 40, 20, 10, 10, 7½ & 2½.
40, 20, 10, 10, 7½ & 2½. 40, 20, 10, 10, 7½ & 2½.

1|00.29 22	11|03.21 43	21|06.13 64	31|09.05 84	41|11.98 05	51|14.90 26	61|17.82 47	71|20.74 67	81|23.66 88	91|26.59 09
2|00.58 44	12|03.50 65	22|06.42 86	32|09.35 06	42|12.27 27	52|15.19 48	62|18.11 69	72|21.03 89	82|23.96 10	92|26.88 31
3|00.87 66	13|03.79 87	23|06.72 08	33|09.64 28	43|12.56 49	53|15.48 70	63|18.40 91	73|21.33 11	83|24.25 32	93|27.17 53
4|01.16 88	14|04.09 09	24|07.01 30	34|09.93 51	44|12.85 71	54|15.77 92	64|18.70 13	74|21.62 34	84|24.54 54	94|27.46 75
5|01.46 10	15|04.38 31	25|07.30 52	35|10.22 73	45|13.14 93	55|16.07 14	65|18.99 35	75|21.91 55	85|24.83 76	95|27.75 97
6|01.75 32	16|04.67 53	26|07.59 74	36|10.51 95	46|13.44 15	56|16.36 36	66|19.28 57	76|22.22 77	86|25.12 98	96|28.05 19
7|02.04 55	17|04.96 75	27|07.88 96	37|10.81 17	47|13.73 38	57|16.65 56	67|19.57 79	77|22.51 97	87|25.41 19	97|28.34 41
8|02.33 77	18|05.25 97	28|08.18 18	38|11.10 39	48|14.02 60	58|16.94 80	68|19.87 01	78|22.80 19	88|25.70 41	98|28.63 63
9|02.62 99	19|05.55 19	29|08.47 40	39|11.39 61	49|14.31 82	59|17.24 02	69|20.16 23	79|23.08 41	89|26.00 63	99|28.92 85
10|02.92 21	20|05.84 41	30|08.76 62	40|11.68 83	50|14.61 04	60|17.53 24	70|20.45 45	80|23.37 66	90|26.31 85	00|29.22 07

60, 10, 10, 7½ & 5.

Same as 55, 20, 10, 7½ & 5. 40, 20, 10, 10, 7½ & 5. 27½, 20, 10, 10, 7½ & 5.
50, 20, 10, 10, 7½ & 5. 40, 20, 10, 10, 7½ & 5. 27½, 20, 10, 10, 7½ & 5.
40, 20, 10, 10, 7½ & 5. 40, 20, 10, 10, 7½ & 5. 27½, 20, 10, 10, 7½ & 5.

1|00.28 47	11|03.13 19	21|05.97 90	31|08.82 62	41|11.67 33	51|14.52 05	61|17.36 76	71|20.21 48	81|23.06 19	91|25.90 91
2 00.56 94	12 03.41 66	22 06.26 37	32 09.11 09	42 11.95 80	52 14.80 52	62 17.65 23	72 20.49 95	82 23.34 66	92 26.19 38

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OTHER USEFUL TABLES

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BOATMEN'S BANK BUILDING, ST. LOUIS, MO.

Real jazz for your cash register

ALL work and no playing on the cash register makes Jack a discouraged dealer. A "jazzy" cash register is the life of any store. Give Peters Ammunition a chance to do the shuffle-shuffle rag off your shelves and then watch the old cash register begin to hum. Peters Ammunition is better — and this superiority isn't bashful at all.

It follows the shooter all around — and just naturally makes him a Peters Ammunition enthusiast for life. Drop us a line and let's argue a bit about this idea of selling better ammunition.

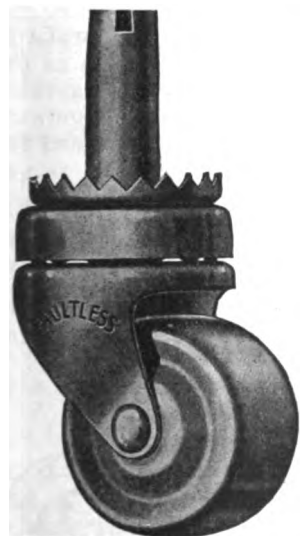
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Cincinnati New York San Francisco



PETERS AMMUNITION

Announcing THE NEWEST Faultless Caster (Ball Bearing)

"Moves the
FAULTLESS
Way"



Of the same high standard that characterizes the entire FAULTLESS line. A beautiful caster, neat appearing—built with lines that conform to the custom of furniture made today—manufactured to a precision, no rough corners or unsightly scratches, symmetrical. These are a few of the extraordinary features that are standard in this new

FAULTLESS BALL BEARING CASTER

Made in all sizes and finishes, with maple, lignum-vitae, steel, cast-iron, fibre or felt wheel. Send for sample best adapted for your purpose.

Faultless Caster Company

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Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

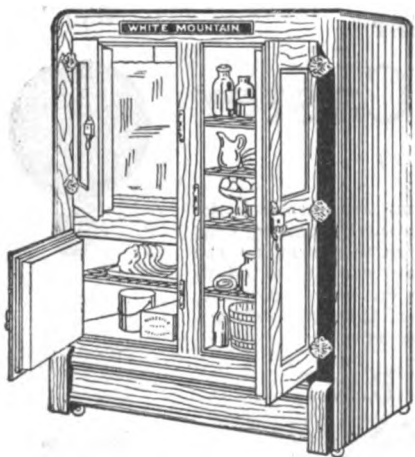
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Boston

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White Mountain Refrigerators



"The Chest With the Chill in It"

There is absolute satisfaction as well as profit in handling a refrigerator so universally known as the famous "WHITE MOUNTAIN"—A Refrigerator used "in over a million homes"—A Refrigerator bearing a name recognized as a quality standard for generations.

"WHITE MOUNTAIN" refrigerators have patented features and points of excellence which no other refrigerator possesses.

A line of refrigerators complete in every practical style, size and finish with a range of prices to meet every trade requirement.

Our beautiful 1922 WHITE MOUNTAIN catalog has just come off the press and will be mailed upon request.

Maine Manufacturing Company - Nashua, New Hampshire

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PACIFIC COAST DISTRIBUTORS:

San Francisco...Dunham, Carrigan & Hayden Co. PortlandHoneyman Hardware Co.
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Yakima Hardware Co., Yakima, Wash.





**The Wagon Lantern
with the Short Globe
*Easy to Clean***

WAGON Lantern Globes must be cleaned more often than others because the flying, oily dust of travel quickly soils the glass.

The short globe of the Dietz "Roadster" Wagon Lantern has wide openings into which a large hand may be thrust, making cleaning a very easy matter, either at home or on the road.

The "Roadster" also has all other improved features of the best "Cold Blast" Dietz Lanterns.

Now is the time to sell Wagon Lanterns. Feature the Dietz "Roadster." It's a good seller.

R. E. DIETZ COMPANY, New York
Founded 1840

Largest Makers of Lanterns in the World
Your Jobber Stocks DIETZ Lanterns

**ORDER FROM YOUR
NEAREST JOBBER**

The
OLD RELIABLE
Lines of

**American
Enameled
Ware**

—
Marble
(Blue and White)

Swedish
(Mottled Veined)

White and White

—
Sold by all the leading house
furnishing
and hardware houses

—
30 years of unfailing service
and satisfaction

—
**THE
AMERICAN STAMPING &
ENAMELING CO.**

MASSILLON, OHIO

3 Plants at Bellaire, Ohio, and Massillon, Ohio
covering 15 acres of floor space

MYERS PRODUCTS

SELL FOR

**30 to 40 % Less
Than a Year Ago**



**HAND PUMPS
POWER PUMPS
SPRAY PUMPS
HAY TOOLS
DOOR HANGERS
ETC., ETC.**



"Always in the Lead"

Catalog and Prices on Request



The F. E. Myers & Bro. Co.

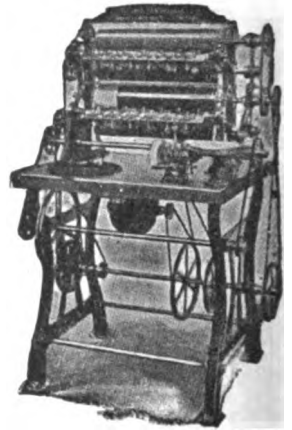
ASHLAND, OHIO

ASHLAND PUMP AND HAY TOOL WORKS

**"I'd Made \$50,000.00
a Year!"**

was the way a customer put it to us. "If I could find the right stores where the people pass, I'd make \$50,000.00 a year! I find that there are millions of blades, knives, scissors, shears, barbers' clips, horse clippers clips, chisels, etc., to sharpen. It is only a case of getting in a good window where the people pass, that is all."

This customer is right. He has made good and bought several machines. If you have a good window, you can get your share. Catalogue for the asking. The Hatfield is a winner in bad times—then people will save. 7 sizes—7 prices. A complete machine.



THE HYFIELD MFG. CO.

292 CHURCH ST. - - NEW YORK CITY

SHUR-TITE BOTTLE CAP

For perfect sealing — and re-sealing — of home beverages, ketch-ups, sauces, etc., without the use of a capper.



Used Repeatedly
Never Leaks
Instantly Applied
Seals Positively



RETAILS
THREE
FOR
10c
COMPLETE



Attractive discounts to the trade.

ORDER
SAMPLE
GROSS
TODAY

MANUFACTURED BY
PORTER PRODUCTS CORPORATION
Brewerton - - - - - New York



TRADE
StovOil
MARK

**Makes Stoves Look Like New
KILLS RUST; PREVENTS RUST-
ING; CLEANS AND POLISHES.**

Write for Wholesale Prices
SUPERIOR LABORATORIES
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Grand Rapids, Mich.
GENERAL SALES CORPORATION
Pacific Coast Representatives
718 Mission St., 737 Terminal St.,
San Francisco Los Angeles
Seattle, Wash.

For more efficient illumination Hygrade bowl-enameled Lamps

Hygrade C lamps, bowl-enameled, are used in mills, factories, and workshops to produce an evenly distributed illumination in place of the usual spots of intense light surrounded by semi-darkness.

They make work easy because they soften the shadows, give freedom from glare, diffuse the light evenly, and do away with the unduly bright light sources which cause eye strain and fatigue.

Economical too, because they are used with inexpensive open dome reflectors and do not require metal caps, shields and similar devices.

HYGRADE LAMP CO

GENERAL OFFICE
AND FACTORY



SALEM MASS

OMER COX
Western
Representative
Atlas Building
San Francisco, Cal.



All sizes of Hygrade
Gas-Filled Lamps
are furnished
Bowl-enameled



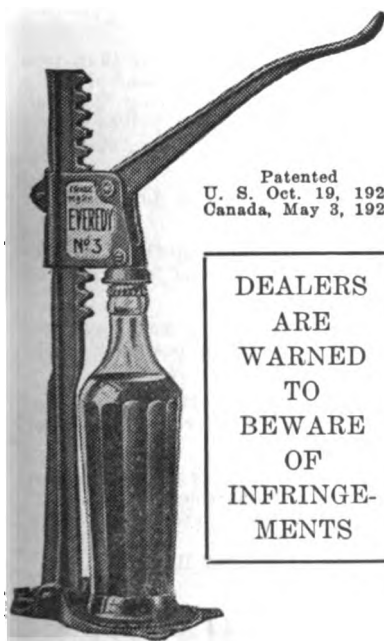
The Hygrade Lamp Company makes a complete line of 183 types and styles of large style tungsten lamps

The

TRADE **EVEREDY** MARK

Bottle Capper No. 3 for Home Use

Warranted Unbreakable
Made entirely of Malleable Iron and Steel



Patented
U. S. Oct. 19, 1920
Canada, May 3, 1921

DEALERS
ARE
WARNED
TO
BEWARE
OF
INFRINGEMENTS

There is no set limit to the amount of Capping that can be done with an Everedy.

The speed and skill with which it is operated numbers the amount of bottles that can be capped.

And all bottles are sealed absolutely air-tight.

The pressed steel capping head with reinforcing flange assures this.

Packed in individual cartons, half dozen to shipping carton, weighing 23 lbs. See your Jobber.

Manufactured by

The Everedy Bottle Capper Co.

Frederick, Maryland

Furnished with rubber-cushioned base, as shown, or with 10" hardwood base.



MADE IN OHIO, U. S. A.

ALUMINUM

"Real Solid"

The "REAL SOLID" LINE has been for 20 years, the Strong, well known, dependable Aluminum line of Kitchen Utensils.

Our Policy is and has been to give the dealer goods of such quality that assures him not only his PROFIT, but the housewife's continued patronage.

"REAL SOLID" WARE

This is a Heavy Drawn line STAMPED from heavy tempered Sheets, which is far superior in many ways, especially in Rigidity and Durability.



TRIMMINGS—Tinned Iron, using Double Coated Tinned Iron—The best on the market.

PROTECTED HANDLES—All Coffee and Tea Pots with handles, both curved and straight—bottom of handle is protected with Metal Trimmings, so that it will be impossible for flames to creep up over bottom and burn off handle.

OUTSIDE FINISH—The Same HIGH CLASS polish as heretofore.

INSIDE FINISH—Scratch Finish Superior because it does not show finger prints from handling or dirt, which may accumulate while on dealers' Shelves.

We have added 25 New Items, all practical. This makes the "REAL SOLID" Line the most complete on the market

Write Today and get our New Catalog just off the Press.

The Buckeye Aluminum Company
WOOSTER, OHIO



A "Down to the Minute" Camp Outfit that Makes Camp Life Enjoyable

—As a running board box it carries a complete Camp Cooking Outfit, a two burner gasoline cook stove and a metal service box, in which to carry a complete dining service.

—The box is convertible in less than two minutes into a Camp Cook and Dining Table, having a top measuring 26½x33 inches and with two spacious shelves underneath for holding utensils, stove, etc.

—With the "Campers Friend" you stand up and cook with ease and sit down and eat in comfort.

—It eliminates the open camp fire for cooking purposes with all its disagreeable features.


—There's no more stooping and squatting in awkward and tiresome positions while cooking and eating.

—The most compact, practical and useful camp convenience ever offered the motorist who tours and camps.


—Dealers can make their camp equipment and sporting goods departments more profitable by stocking this "up-to-date" outfit.

Write for Prices and Illustrated Folder.

JOHN E. HARDY
PORTLAND, OREGON



From 40 to 1000 Watts



Licensed under General Electric Company's Patents

DUALITE
The Only Lamp with the Double Filament

Tell Your Customers That a 200 Watt Whitelite Gives From 225 to 230 C.P.


This is the Bureau of Standards rating for 200 Watt lamps, whereas the average 200 watt lamp sold on a price basis only, gives 165 C. P.

Now that the majority of thrifty people throughout the country are practicing sensible economy, this 35 per cent to 40 per cent greater candle power of Whitelite is a convincing sales argument. It shows them how they can save money on every lamp they buy, even though they pay a little more for Whitelite.


WHITELITE ELECTRIC CO.
368-370 Broome Street, New York City

The Superior Gas Filled Lamp with One Filament

WHITELITE



Now in 40, 60, 75, 100 and 200 Watts



The Dualite is fully protected by U. S. Patents, and is made and controlled exclusively by us.

Lots of People Have Been Captivated on Sight by the Double Filament Dualite.


To lots of others it will be a genuine revelation. Get after them!

Dualite is the same high quality as Whitelite, but having two filaments it gives exactly double the service. When one filament burns out, use the other filament and double the service.


A simple demonstration of Dualite by the dealer always proves a powerful sales argument. Try it.

Live Dealers—Write us for the WHITELITE and DUALITE PROPOSITION


ROCK-A-BYE
NURSERY ACCESSORIES




SWING NO. 1.




SWING NO. 2.




JUMPER NO. 17.




ROADSTER NO. 10.




ROCKER NO. 24.




WALKER NO. 18.



COMBINATION BED AND AUTO CRIB NO. 32.



COMBINATION CHAIR NO. 14. AUTO SEAT.



COMBINATION CHAIR NO. 14. HIGH CHAIR

PERFECTION MANUFACTURING CO. ST. LOUIS MISSOURI.
LEFFINGWELL AVE. AND MONTGOMERY STREET.



George M. Clark & Company
Division American Stove Company
Chicago

...The ...

"Big Revival of Business"

Is Sure to Come to the Dealer

who decides he can get business and then selects the line of goods that will bring people to his store.

Clark Jewel Oil Stoves offer an excellent solution for something to stimulate business. A full line of samples on your sales floor will immediately attract the attention of your customers.

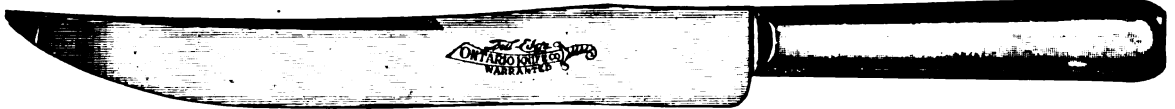
These new long chimney oil stoves are of very strong construction. They are finished in a beautiful blue enamel, with black trimmings. The long chimneys are finished in black porcelain enamel which will not burn off or discolor. They are easy to operate—the burners are most convenient to light. The intense blue flames are free and there are no parts of the burner that will burn out and cause trouble.

Clark Jewel Long Chimney Oil Stoves will bring business to your store.

The Ontario Knife Company, Franklinville, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

TRADE **MARCY** MARK**Finger Grip Punch Assortment No. 470**
IN SEALED DISPLAY PACKAGE

20 assorted Vanadium steel punches of patented design
Mr. Dealer—You can recommend these goods to
your next-door neighbor and continue to
enjoy his friendship. ASK YOUR JOBBER

MARCY TOOL WORKS, Inc., Putnam, Conn.

Pacific Coast Agents, **SPRAKE SALES CO., Inc.**
216 Higgins Bldg. 202 Postal Telegraph
Los Angeles San Francisco
1121 Gasco Bldg. 506 Charles Bldg.
Portland Denver



ANDREW CARRIGAN CO.

Pacific Coast Representative

San Francisco

Los Angeles

Seattle

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS

BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Albuquerque, New Mexico.....J. Korber & Co.
Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Denver, Colorado.....Moore Hardware & Iron Co.
El Paso, Texas.....Momsen-Dunnegan-Eyan Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana.....The Valley Mercantile Co.
Los Angeles, Calif.—

W. T. McFie Supply Company
Percival Iron Company

Waterhouse & Lester Company

Ogden, Utah.....Geo. A. Lowe Company

Phoenix, Arizona—

Palace Hardware & Arms Co.
Arizona Hardware & Supply Co.

Portland, Oregon—

Northwestern Hardware & Steel Co.

J. E. Haseltine Company

Pocatello, Idaho..Salt Lake Hardware Company

San Francisco, Calif.—

Holt Bros.

Scovel Iron Store Company

Spotswood-Helfer Company

Taylor & Spotswood Company

Waterhouse & Lester Company

Salt Lake City, Utah...Salt Lake Hardware Co.

Seattle, Washington.....Gray Brothers

Stockton, Calif.....Hickenbotham Brothers

Tacoma, Washington.....West Coast Steel Co.

Tucson, Ariz.....Albert Steinfeld & Co.

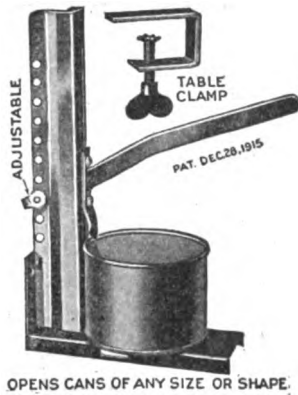
MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOILET, ILL., POUGHKEEPSIE, NEW YORK



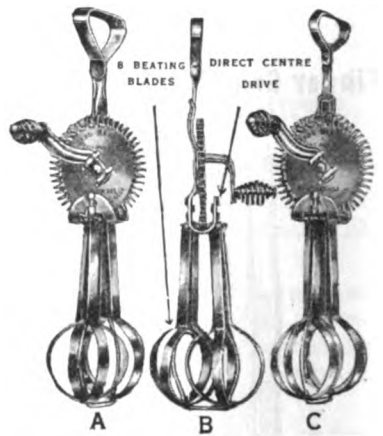
Ladd
Mixer-Churns

Egg-Beater Philosophy

The great American who said, "The man who makes a BETTER mouse-trap will find a well-beaten path even through the forest to his door" (a great truth), meant EGG-BEATERS also. LADD ALL-STEEL BEATERS are in EVERY STORE PAYING ATTENTION TO QUALITY. These BETTER BEATERS are the magnet; all these stores are the paths to us.

The well-beaten paths outward from these stores LEAD TO DISCRIMINATING HOMES EVERYWHERE. Dealers should keep these paths busy by CONTINUALLY STOCKING LADD ALL-STEEL BEATERS, the proverbial "BETTER mouse-trap." Substitutes grow grass upon these paths.

LADD ALL-STEEL BEATERS—3 sizes for all requirements.
LADD MIXER CHURNS—1 qt., 2 qts. Removable Beaters.
SATURN REELS—2 finishes, 40 ft. cord.
SATURN CAN OPENER—Safety, Stationary.
CAN OPENERS—5 usual varieties.
RAZOR PARING KNIFE. NUT CRACKERS.



Saturn Clothes-
Line Reels

JOBBERS
the world
over and US

UNITED ROYALTIES CORPORATION, 1133 Bway, New York

Representatives: Omer Cox, Atlas Building, 604 Mission St., San Francisco, Calif.; Sands & Cox, San Fernando Building, Los Angeles, Calif.; Strimple & Cox, L. C. Smith Building, Seattle, Wash.; Rankin & Cox, Newhouse Building, Salt Lake City, Utah; Taylor, Youngs & Cox, Temple Court Building, Denver, Colo.; Strimple & Cox, Corbett Building, Portland, Ore.



If your Jobber
cannot supply
you, order direct
from us

AVIS SANITARY FLY TRAPS

**SELL
THEMSELVES**

Live jobbers have already realized substantial gains from handling this trap. Just put them to work. That is all the argument you need. In no time they will be swarming full of flies. Avis traps bring you

**A CLEANER CITY
BETTER HEALTH
BIGGER PROFITS**

Silently, but surely, these traps are proving their worth.

Manufactured by

Avis Hardware Co.
POMONA, CALIF.



Time Tells

You may be shown competing products which look good. And you may be told that "they are just as good as the Witt Cans"—but time will tell.

Imitation is complimentary to us, of course, but can YOU afford to take a chance?

Time has had time to tell a story of proven merit for Witt Corrugated Ash Cans and Garbage Pails. Dealers and consumers KNOW that they are good.

The Witt Yellow Label product is made of heavy sheet steel, corrugated for extra rigidity and strength, protected by heavy iron bands and finished by the hot dip Galvanizing process which effectively closes all seams, eliminating the inferior solder.

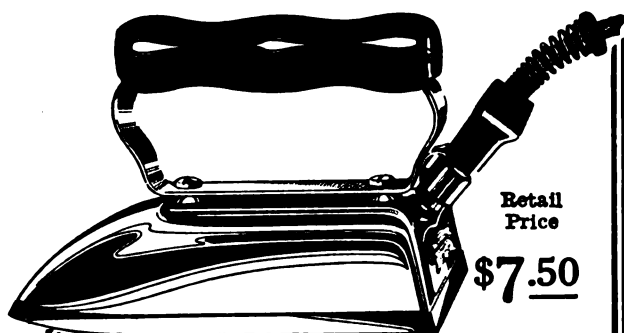
Your Jobber Can Supply You

FOR SALE ON THE PACIFIC COAST BY

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Well Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Seller Bros. & Co.	San Francisco
Whitton Hardware Co.	Seattle, Wash.
J. Bornstein & Sons, Inc.	Seattle, Wash.
Schwabacher Hardware Company	Seattle, Wash.
Seattle Hardware Company	Seattle, Wash.
Thomson-Diggs Co.	Sacramento
M. Sellar & Co.	Portland, Seattle, Spokane
Honeyman Hardware Co.	Portland

The Witt Cornice Company
CINCINNATI, OHIO

Also makers of the lighter weight Brighton line of Cans and Pails. Write for quotations.



Sunbeam
The Quality Hand Iron

Leaders for 1922 Selling

Sunbeam In design, workmanship, finish and results far ahead of any other. A few on your counter will attract the favorable attention of every one visiting your store. We build into the Sunbeam the quality to give practically everlasting service. It is a wonderful seller for dealers who cash in by handling the latest and best. Of enduring value and unusual beauty.

Domestic A sure seller for your electric iron trade. Strictly high grade and guaranteed equal in quality and service to other irons costing considerably more. A good, honest iron with a wonderful reputation everywhere it has been sold for nine years. Greatest value for those who want dependable ironing service for the lowest possible price.

Exclusive quality window material, folders, movie slides, etc., for dealers Ask for them

Chicago Flexible Shaft Company

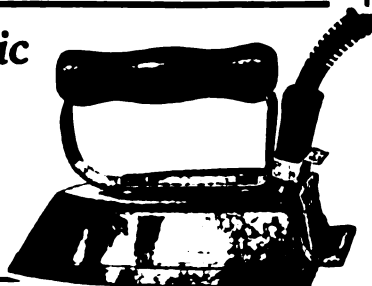
5604 Roosevelt Road, Chicago, Ill.

31 Years Making Quality Products

Domestic
Electric
Iron

Retail Price

\$5.75

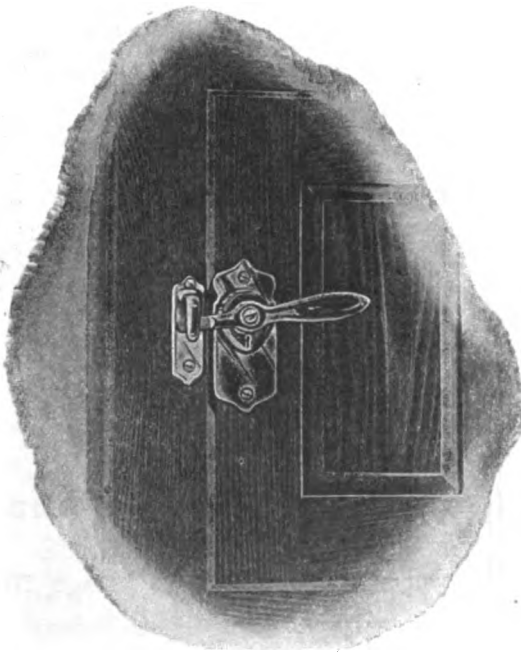


This Jams the Door Snug to the Door Jambs

It's the Baldwin Refrigerator Lock "Baldwin" Patent and Design

It's the best Refrigerator Fastener made—squeezes the door tight to the refrigerator, and in combination with the rubber insertion which we put around "Baldwin doors," makes an absolutely tight joint.

Photograph shows the plain polished Nickel style, used on our "Snow White" Opalite Glass and "Sanitas" Porcelain lined and some other styles.



Made in Roman Gold finish, ornamental design for the more moderate priced goods.

This Lock is different and better than other makers use. It's a practical feature of excellent merit and helps save the ice.

*Jam Your
Order
in Now*



Baldwin Refrigerator Company

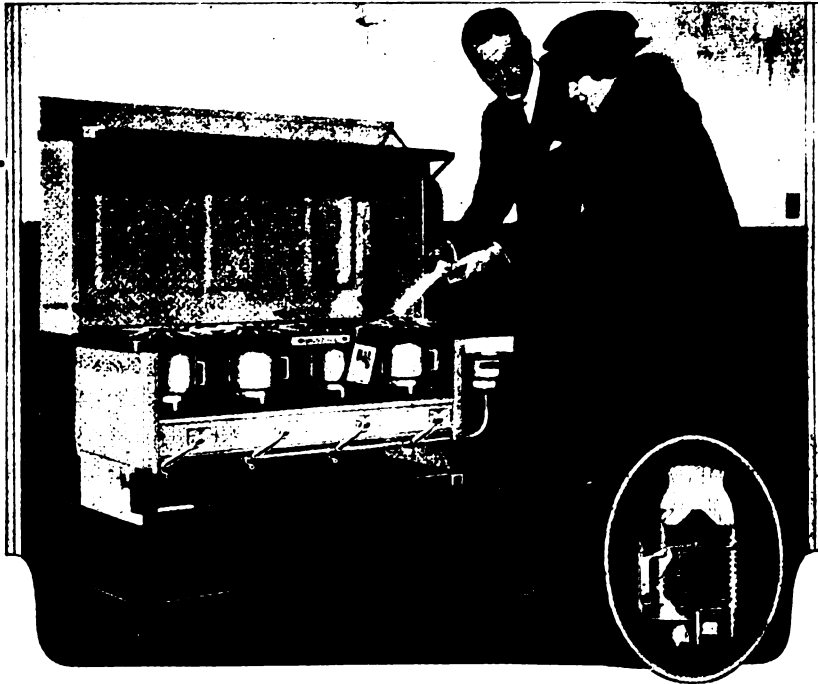
Burlington, Vermont

Stock Carried by Heyman-Weil Co., San Francisco, California

C. H. SMITH

Western Representative

817 South St. Andrews Place,
Los Angeles, Calif.



NESCO PERFECT

OIL COOK STOVE



The big Nesco Advertising Campaign has started. The Post and Good Housekeeping are carrying full page advertisements. The Nesco Message reaches eight million people every month.

Get the most out of this campaign — ask for plans and tie-up material for your local advertising.

Dealers are Capitalizing on this Nesco Trade Aid

"This is the famous non-burnable Nesco Rockweave Wick. See how strands of pure asbestos fibre are wound around brass wires, then woven into a practically indestructible fabric.

"This wick and the Nesco Perfect Burner are two exclusive features of the Nesco Perfect Oil Cook Stove."

A tag and sample wick are attached to the Nesco Perfect displayed on the floor. The tag, reproducing national advertisements, forms a tie-up with the big National Advertising Campaign. The wick attracts attention. Shoppers stop to feel it, then ask questions. A brief, vivid description on the tag tells the story. Your salesmen quickly become familiar with the strong sales features of the Nesco Perfect.

Like in the Nesco Perfect Oil Cook Stove, high standard quality is found in Nesco Royal Ware, the Nesco Perfect Water Heater and Nesco Perfect Room Heater. They all yield satisfactory profits—quick turnover. Apply to your jobber or write direct for more information.

Nesco News, our helpful trade aid magazine, will keep you informed of the latest sales plans. Send postcard to Advertising Dept., Sec. W, Milwaukee, Wis., for a six months complimentary subscription.

NATIONAL ENAMELING & STAMPING CO., Inc.

St. Louis
Baltimore

Granite City, Ill.
Chicago

New York
New Orleans

Milwaukee
Philadelphia

Sell the Washer That Created a World's Record

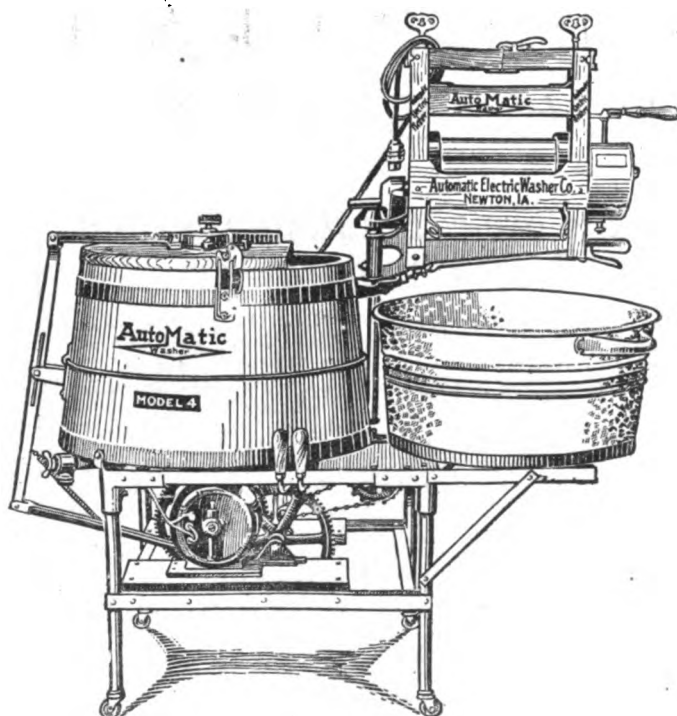
That Machine Was

AutoMatic
Washer

When one **Retailer** can sell exactly 1100 Electric Washers in a **single month** (March, 1921), and in **one State alone**, do not such figures afford abundant evidence of those qualities which make for Easy Operation, Economical Service and Lasting Satisfaction?

The machine which made possible this enviable merchandising record was the Model 4 AUTOMATIC Electric Washer illustrated below.

The AUTOMATIC Washer has been known and used in this western territory for years. Thousands of them are rendering their owners economical and satisfactory service week after week—year after year.



Sell the AUTOMATIC and you'll learn that its users are loud in their praise of its many refinements, which means **EASIER SALES.**

The AUTOMATIC Washer represents more years of experience in "Dolly" Washer construction than any similar machine—it is the oldest machine of its kind on the market.

☞ ☞

Washington Dealers
write

SCHRAM and WARE, Inc.
216 Third Ave. South
Seattle, Wash.

ALL OTHER INQUIRIES SHOULD BE SENT THE

AUTOMATIC ELECTRIC WASHER CO.

700 Third Street, Newton, Iowa

Hardware World

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Volume XVII

JANUARY :: 1922

68517A

Number 1

"Make 1922 The Greatest"

RETAIL merchants, as well as jobbers and manufacturers, may well adopt the slogan of the Save the Surface Campaign to "Make 1922 the Greatest."

There is a psychological value in a slogan, especially if it spurs one to greater effort toward realizing his ambitions. There is no doubt but that a desire to attain, to aspire to something bigger and better, has its value.

With inventories out of the way, and the merchants' stocks at the lowest point they have been for years, with evidences of renewed activities on every hand, with a satisfactory settlement arrived at by the disarmament conference, with the tariff apparently settled for the present year, and with our national problems either settled or in a fair way for solution, bankers, manufacturers and business men generally know what to depend upon.

There is every prospect for a favorable season and good crops, and undoubtedly wise merchants will prepare for a good spring trade.

Increased building operations are apparent in all sections; the present price of cotton, with prospects of increased prices for all agricultural products, all tend toward a return to normal conditions.

Wage adjustments have been made in most lines, which will cause increased activity in practically every line of industry. There seems no cloud on the horizon or anything to prevent merchants from anticipating their normal requirements and ordering accordingly.

The increasing volume in business by the various chain store organizations throughout the United States, as well as by the mail order houses, indicate a resumption of buying. A merchant cannot make a profit on goods he does not have in stock.

All of these things lead us to believe that merchants are safe in planning for a good season's business and buying accordingly.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatmen's Bank Building
Broadway and Olive, St. Louis
388 Taylor St.
Portland, Ore.

421 First Nat. Bank Bldg.
Chicago
424 Higgins Bldg.
Los Angeles

70 Fifth Ave.
New York
507 Pioneer Bldg.
Seattle

204 Scott Bldg.
Salt Lake

Phelan Bldg.
San Francisco
220 Pacific Bldg.
Vancouver, B. C., Can.

105 S. Houston St.
Dallas, Texas

Spiritual Values in Industry

(By Roger W. Babson)

THE old method of teaching economics was that everything comes from "land and labor." Many courses are now being taught in our colleges today along those lines. Statistics, however, clearly show that this is a fallacy.

It is very important for clients to see that their sons and daughters realize that the old system of economics is false because it omits the most important factor of all, namely, the spiritual values. As Towson says, "Materials, labor, plants, markets, all these things can be adjusted, but the soul of man, which determines his purposes and his motives, can only be converted through religion."

Printing was discovered in China several thousand years ago, but it began to be developed only three or four centuries ago in Europe for the spreading of the teachings of the Bible. It was the desire to propagate the teachings of Jesus which developed printing.

Religion has been the spiritual force which has developed not only our nation politically, but commercially and industrially as well. Economic history teaches one thing very plainly: The industrial problem will never be solved by employers' associations, or labor associations, or consumers' associations, but only as all get together as brothers filled with the spirit of God. These problems can never be settled by force or by legislation.

Ratings in Industry

Our troubles today are very largely due to the fact that we have been trying to run industry by the will of congress instead of the will of God. The trouble with bankers today is that they are looking too much to Dun's ratings and Bradstreet's ratings and too little to God's ratings of men. Someone asked me recently the differences between ethics and religion. I replied, "Ethics

is the track of the railroad system; religion is the motive power."

When industry started in this country, we built a foundation for a two-story building. We have been adding additional stories to this building until we have an eight or ten-story building with the same spiritual foundation. The great task before industry today is to quit adding more stories to the structure and to strengthen the spiritual foundation underlying that structure, without which there can be no structure at all.

This is not mere theory; it is very evident in all lines of work. Take industry, for instance. What is the most important asset—the physical property or the management? Any banker will tell you that it is the management. What is the most important asset to a corporation from a business point of view—a great mass of buildings, or a God-fearing board of directors?

I am speaking as a statistician, not as a preacher. Our political freedom, our personal safety, our educational system, our work to relieve suffering, our industry and commerce—everything that is worth while to civilization—we owe to those spiritual qualities which teach man to serve.

The Indian did not care to construct a log canoe because he knew it would be stolen from him. He did not catch more game than he and his family could consume in a day because it would be carried away by others. But as soon as integrity was taught by the missionaries, the Indians began to construct their canoes, which might perhaps be suggested as the beginning of our merchant marine. The Indians then began to preserve their game and that was the forerunner of the packing-house industry. Business enterprise is possible only when moral integrity obtains. Business enterprise and civilization itself are the products of spiritual teachings.

The difference between barbarism and civilization is a difference in the spiritual element. Even when civilization gets to a certain point, as we have it now, it can remain steadfast only as we pour religion into it. Civilization makes no progress until spirituality makes a jump, and then civilization moves to catch up. That is what the labor situation is waiting to do. When there is an increase of spirituality among all groups, then there will be another great development in the labor movement, but not until then. We can develop only as we cooperate with the spirit of God.

THE WORLD OWES YOU NOTHING

In the present-day structure of industrial society, we must work. We have no right to be consumers unless we are also producers.

Three hundred years ago, in Colonial Virginia, old Captain John Smith promulgated the doctrine that the man who did not work should not eat. Such philosophy made the early colonists successful conquerors of a new continent. We need an application of just such a gospel as this at the opening of the third decade of the twentieth century.

We must be worth our salt. We must glorify the dignity of human labor. If we do not toil with either brain or brawn, we have no right to food, clothes and shelter.

Some have the notion that the world owes them a living. That idea is wrong. The world does not owe us anything.

On the contrary we owe the world something. We were born and reared at tremendous costs. We are under obligations to repay such costs.

We were endowed with life, not to loaf but to till the soil, develop nature's resources, build cities, erect manufacturing plants, and replenish what we consume. If we fail to do this, we have been untrue to the Power which gave us being.

Ideas are like rivets; they should be driven home and clinched while hot.

NO SUCH THING AS ADVERTISING "CAMPAIGN"

"There is no such thing as an advertising campaign; either you advertise or you don't advertise," says Harford Powell of Collier's Weekly.

"Campaigns mean advertising by fits and starts. They do not produce a finished or final effect.

"You might as well speak of a breathing campaign. Start a breathing campaign now and then, let your lungs rest. There will soon be more of you at rest than your lungs.

"Begin an eating campaign and stop eating. Public utility men are doing more advertising than they have ever done before and they are trying to give the public the facts concerning their business through news stories.

"They are making a serious and intelligent bid for public interest and public good will. They are making conversions by their publicity, but you should not expect them to last.

"We have all been scraping our chins every morning for years. Would the effect last otherwise? Publicity is like that. It is a matter of repetition. Of converting a man once and convincing him again. Say it. Repeat it. Then repeat it again. The human mind wabbles. Keep it wabbling your way."

The attitude of some folks in regard to what they will and won't do, brings to mind a little parable by Roger Babson that is worth reprinting. He says:

"There was a chap named Smithers who thought he could rise in the world of business by doing just what he was paid to do, and not one mite more. Smithers was a consistent chap and this idea of 'getting-before-you-give' had become a habit with him.

"One Sunday Smithers went down cellar to feed the furnace. He decided to dicker with it just as he dickered with the boss, so he opened the door, got a shovel of coal, and said to the furnace: 'Now you give me some heat, then I'll give you this coal.'

"And he froze to death."

RISING TIDE OF PROSPERITY THROUGHOUT THE SOUTH

Throughout the South there are unmistakable evidences of prosperity which advancing prices for cotton will unquestionably accelerate.

Textile mills that have been closed for months are reopening and engaging new operators; others that have been operating at part capacity are approaching a full time basis of operation, and although present prices do not promise big profits, optimism prevails among the operators because of the encouraging outlook.

Sales of southern pine lumber, which have maintained an almost fixed level since buying was resumed in some volume in the early spring months, have shown a decided increase. From all sections come reports of increased business. Hardwood lumber producers feel that conditions are steadily improving.

Reports from the steel and iron producing and manufacturing centers indicate that buying is being resumed slowly but steadily, and as a result production activities have been greatly increased, exceeding in many instances 50 per cent of what they were a few months ago. Low rates of steamship lines are boosting the metal trade of the Birmingham district, particularly in shipments of water and gas pipes to the Pacific coast.

Municipal, county and state work of every kind is proceeding on an extensive scale. In practically every section new roads are being built, representing expenditures of millions of dollars. In Texas alone there are approximately 2500 miles of highway, for which state and federal funds are available, now under active construction at a cost exceeding \$30,000,000.

Likewise, many costly municipal buildings are being erected, and county projects are being rushed to completion.

Hospitals, sanitoriums and other similar structures are being erected in many localities. This work is being done by municipalities, counties and individual hospitals. Many of these structures will be models of their kind, finely equipped and of elaborate architecture.

Church buildings, costing from \$10,000 to \$1,000,000 each, are being erected in great numbers.

Association and fraternal organizations are expending huge sums in the erection of meeting rooms and lodge buildings. Many of these structures are of elaborate exterior finish and the interior furnishings are notably expensive.

Residence construction is being pushed steadily forward at an accelerated rate. In many cities residence construction activities are unparalleled. Most of the residences are medium priced and would serve to indicate the widespread effect of present improved conditions throughout the section.

Also in the industrial lines there are signs of increased activity. Many new plants are

being established for the manufacture of new products and thereby giving work to many persons who otherwise might be unemployed. Established plants are finding that the demand for their products is steadily increasing, although indications are that most of the present buying is simply for replenishing depleted stock, since practically all orders are for immediate shipments. On the face of this it is a very encouraging situation because in the near future, with the resumption of buying in any volume whatever, by the general public, those firms with short stocks, no matter what they are, will of necessity come into the market and thereby increase production activities.

Apparently the spirit of optimism is being born anew. This change is talked of by southern people and retold in other sections of the country by tourists that have had a chance to see the conditions as they are.

Activity in New Orleans is widespread and new factories, warehouses and removals to new quarters show healthy trade conditions, with a gain of millions of dollars of investment.

CAN YOU FOLLOW UP?

A young captain was once recommended for promotion to Napoleon because, by unusual bravery and judgment, he had won a battle a few days before.

"Great," said Napoleon, "but what did he do the next day?"

Good idea, that. In every field the reward usually comes to the consistent performer—not to the once-in-a-while man.

The past year or so, lots of men have won big business and may have felt, with some degree of reason, that they were business Napoleons.

But in these days to come—these next days—we'll find out their real worth.

A battle for business is now on that will make some of Napoleon's battles look like a school-girl's argument.

It will be won by those who deserve to win.

—A. B. McCallister.

"Men cannot act with effect unless they act in concert; they cannot act in concert unless they act with confidence; they cannot act with confidence unless they are bound together by common opinions, common affections and common interests."—Burke.

THE MINORITY WINS

The majority rules, but the minority wins. Would you rather be numbered with the many who are not very successful or not successful at all, than with the few who impress their names on the world and on the times?

In school it is the minority who are honor students. In business it is the minority who are owners and managers—the majority who work for average wages.

You will never raise above your fellows as long as you remain a majority man, for the majority men neither think as hard nor work as hard as is necessary to rise.

Physical strength is not required any more to be a leader among men—otherwise Jack Dempsey probably would be President of the United States. Mental strength is necessary, and the men of mental strength are and always will be in the minority.

You can sit back and recall the names of hundreds of important men and women, but for every such name you recall you can recall a score of names of people who are not important.

Walk along a street in any city and you will meet a thousand people who amount to little; perhaps ten who amount to much. Rank yourself with those ten. Work as hard, think as hard, try as hard as they have tried and you can do it. They are in the minority it is true, but the minority they are in is a very fine one to join. If you can number yourself among it you will have little need to worry about the future.

Perhaps you may not stand with the first ten or the first hundred, even in your own profession or trade. But aim to stand with them and you may end by standing somewhere in the first thousand, and that will make you a conspicuous member of a conspicuous minority and assure you that your life has been more productive and useful than that of the average human being.

Curves make women angelic—but they also make angels of speeders.

IMPORTANT TO EVERY MERCHANT WHO FURNISHES MATERIAL FOR BUILDING

A most important article appearing in this issue is that of "The Building Industry as It Should Be Conducted."

Attorney George E. Rodman is the author of this article and it is the result of many years' experience and much careful thought as to the best methods of protecting every business man who furnishes any material entering into the construction of a building.

It may be that the laws of some states are already sufficient to protect merchants in the instances cited by Mr. Rodman, but if so, it is something out of the ordinary that this should be true.

Mr. Rodman's suggestion as to the methods by which payments should be made to contractors to protect the material men and the sub-contractors through a clearing house system as he terms it, appears to be one of the most practical and best methods that we have seen suggested.

It doesn't make any difference whether a man furnishes lumber, hardware, plumbing goods or what not, everyone will admit that merchants should have better protection than has heretofore been accorded him by the usual lien laws.

We shall be glad to have comments and suggestions from any of our readers upon this article.

There's good horse sense in this remark by a big financial writer:

"When everybody gets over thinking that he can enjoy low prices at the expense of others and high wages or high prices for himself, the situation will begin to improve. The economic law will not be deceived or trifled with."

Many a girl who is pensive before marriage becomes expensive afterwards.

American Valuation Commands the Study of all Americans

SO much has been said regarding the proposed American valuation clause in the new tariff that the very wealth of material on the subject somewhat beclouds and complicates the issue.

True friends of American valuation are advocating it as:

1. A producer of revenue;
2. A measure of justice to American manufacturers;
3. A logical, sound, fair basis for assessing and collecting duties.

The special session of congress which adjourned early in December had struggled over the new tariff for months, and had to leave it for the present session to complete. The so-called Fordney tariff, approved by the House of Representatives, included a provision for the assessment on import duties on a basis of the American valuation of goods imported, rather than on their foreign value as at present collected.

In his message to the new congress, President Harding referred to the revenue and tariff bills in their present form as mere stop gaps, temporary measures until congress arrives at a permanent settlement of our financial and trade problem. Tariffs for the United States serve two purposes: Revenue and protection.

The American valuation provision promises fairness, justice, charity and simplicity for all concerned. The present method tries to determine the duty of imports in accordance with their supposed value in the foreign countries that produce them.

In his article Mr. Reynolds very clearly shows that undue burden and responsibility is placed on the American consular officers abroad. They are not able to handle the business that devolves on their offices, nor can they diplomatically carry out the provisions of a foreign valuation tariff with the strictness and accuracy that are demanded. Present distorted values, inflated currency and unstable exchange sorely aggravate the problem.

For American manufacturers, American business, American merchants and American citizens, American valuation should mean encouraging American industry, clearing the market of inferior foreign products unfairly in competition, and stabilizing trade conditions in general. Practically all the producing industries in the United States are combined in the support of the American valuation plan.

Opposition From Several Sources

1. Importers and exporters desire to continue exploiting foreign products on which they

can make a tremendous margin because of the unsettled state of exchange.

2. International bankers encourage foreign importations into this country as an unhealthy means of paying the debt of the world to the United States. If this policy were followed to a logical conclusion, American manufacturers and producers would be dead and buried by the time foreign nations had paid with goods all they owe the United States.

3. Members of so-called "agricultural bloc" are satisfied with the temporary high duties placed on foreign agricultural products. They would "let good enough alone" by lying quite still behind the present high tariff wall that protects American farmers. They oppose thinking the whole problem through and adopting a scientific, accurate and revenue-bringing tariff.

4. The government political organization now entrusted with collecting duties, whose claim it is that the American valuation plan would be impracticable of administration. They, too, would "let good enough alone" and avoid leaving the easy rut.

On the very face, all these opponents argue from self interest and attempt to cloud the issue with sophistries about "foreign exchange" and "international money." It certainly seems to a reasonable man that it would be far easier and a simpler administrative problem to collect duties in one money denomination, on a uniform basis of value, than it is to try to assess and collect in terms of the money and valuation governing every separate country whose products come to the United States.

All Angles Should Be Brought Out

This is a matter that should command the earnest thought and interest of every American citizen, for the tariff law to be adopted within the next year will stand for years to come.

We invite a free discussion of the matter in the columns of the *HARDWARE WORLD*, believing it to be particularly vital and important to any industry and trade characteristically American in thought and judgment of values.

In the present issue, we are privileged to publish thoughts from several points of view. Mr. Reynolds is special investigator for the Treasury Department. Walter Camp is secretary of the American Valuation League. W. H. Wilburn, western cutlery man, has also contributed an article, treating this subject as it affects the western retail merchants.

We shall welcome any other views on this subject and offer our columns as an open forum for its free discussion in the interests of American welfare and national prosperity.

American Valuation and Stability

(By James B. Reynolds, Director Valuation Investigation Division, United States Treasury Department)

FOR five years I was Assistant Secretary of the Treasury, in charge of the customs, and I spent a great deal of good government money chasing foreign values of goods and never caught up with them.

There is nothing uncanny, there is nothing mysterious and nothing at all of a tremendously unusual or out-of-the-way nature about American valuation, and the first proposition is, let us see what is the condition at the present time.

Today when imports are brought into this country they are assessed on the basis of the value in foreign countries. The invoice is presented and on that the importer puts his value. How difficult it is to find out, or to know absolutely, what is the foreign value of goods, I leave it to any gentleman in the business world to know.

These invoices—to give them all the credit they are entitled to—in the average case are worth a little less, perhaps, than the paper on which they are printed. Now, I say, that after a long experience in handling invoices, and I mean by that that the certification that the consul has to make, amounts to nothing.

The invoices go through on the day before a ship sails; they go into a consular office in any part of the world where there is a large business between that country and the United States, and you have a perfect string of people filing in with invoices to get the invoice off on the next boat with the merchandise, and it is a matter of a clerk automatically affixing a stamp and signing the consul's name. And all that it does is to certify that that invoice is on the right colored paper, is made out in the right legal form, and nothing else.

The invoice values cannot be found abroad by the consul. He hasn't the time, he hasn't the force, and it is doubtful if he would have the disposition after he tried once or twice and found what was the inevitable result and what life would mean to him in the place in which he was acting as what would be termed at once an American spy.

Conscientious Agents Unwelcome

There is one other matter. We have confidential agents abroad at the present time, and they are supposed to check up values. They have to be a part really of the diplomatic service, and just as soon as a confidential agent becomes a little bit too efficient, just as soon as a confidential agent of the treasury becomes so active that he finds that values that are put on invoices are not correct, there is a great likelihood that that gentleman will become persona non grata to the powers that be in that government and it will not be long before the United States government will have it suggested to

them that he had better be either returned to this country or transferred to another scene of activity.

So long as customs duties are ad valorem—duties are levied on the value abroad and on the value of the goods in the foreign markets—so long will there be another element in the case, and that is the interference by diplomatic officers at Washington. Some of the large manufacturers of foreign countries have a great influence in their government, and if too active an investigation is made into their values, if they are put to too much trouble to verify what they have put on the invoices, then they make appeal to their government and their government in turn makes appeal to Washington.

There is a proposition that is put up now against that. It seems to me it is a very simple one. Instead of putting the duties, assessing the ad valorem duties which, as you know, are duties assessed on the value of goods, on the foreign value, the proposition is to put these duties on the value of the goods in the United States.

Domestic Value Easy to Determine

The value of the goods in the United States is not an unknown quantity. It can be found. All the books, all the papers of both the manufacturers, of jobbers, of sellers of every kind, are at the disposal of the government. Prices are known in this country.

We are dealing with an absolutely known and certain proposition and the whole idea is simply that where there is an ad valorem rate of duty on goods we do not try to assess this on the foreign value, which is largely guess work, but upon the American value of the goods that is known in the United States, and it is capable of being found out.

Some of the arguments that have been made against American valuation are on the proposition that this means that a tremendous rate of duty, the same rate of duty will be applied to a much larger valuation, and therefore the rate of duty will be higher and prices will be higher.

Lower Duty on Higher Value

The system that is proposed is nothing of the kind. What is intended to go on is that the duty would be placed on the foreign goods, would be reduced and translated in the terms of American valuation.

Take a concrete example. If it is decided that they owed 60 per cent duty on foreign value, as the right thing for the American manufacturer, then on the American value there is placed a duty of 40 per cent. and that gives to the American manufacturer the same amount of duty, the same protection from duty, and it

is a rate of duty that can be fixed according to the real prices in the United States.

What we are trying to do is to find the American selling price—that is, the selling price in the United States—of the American article and the foreign article, and then the senate intends to put on a rate of duty that will equalize these two prices so that the foreign goods and the American goods will come into the American market on equal terms; to fix a rate of duty that would equalize industrial conditions so that the American factory and the goods brought over from the other side will come on absolutely equal terms before the people who have the choice as to which of the goods—foreign or domestic—they will buy.

Protective Tariff Propaganda

There are elements in the case in regard to a protective tariff that have not existed before. One of them is on the part of the people who want to build up a merchant marine and who think the only way to build up a successful merchant marine is to have a whole lot of goods from the other side coming in here so that ships can roam successfully on the sea. It is a very expensive price to pay for a merchant marine.

There is, also, a tremendous amount of propaganda, and let me say very effective propaganda, that has gone through the country from international bankers, who say that we must be very careful not to build up any kind of a tariff which will cause the countries who owe us money not to be able to pay us that money unless we allow them to pay it in goods. It would be a very expensive payment for the United States if that were done.

Who are going to buy those imports if they are permitted to come into this country in a quantity and at a price which will close down American mills and factories and thereby demoralize the purchasing power of the entire nation?

That is an idea for you to keep in mind. Something must be done in order that foreign nations may pay to us the debt incurred during the war.

Theorists and Traders Oppose

Here is a letter which came to me this morning, which is a statement made by the National Council of Importers and Traders, Inc., which is doing perhaps the most yeoman service of all against the American valuation system. That came, together with a very glowing statement in regard to American valuation, from a gentleman who to my knowledge admits that he knows everything on every subject—no less a person than Prof. Irving Fisher. Probably I need not even mention the name after the description. Mr. Irving Fisher, safe in the cloister of Yale University, gives forth a glowing account of what would happen to business people—of which he knows nothing—and of whom he has very little acquaintance—if an American valuation system should be put into law.

The National Council of American Importers and Traders, an organization of American merchants and manufacturers (headed by the largest importing house in the United States) “who have come together without regard to political affiliations to do what they can for the maintenance of industrial prosperity at home and commercial supremacy abroad” (wherever that at home is) “is conducting a nation-wide, non-partisan campaign to educate the men and women of the country to the fallacies and dangers of American valuation plan of the Fordney tariff. This campaign will continue until positive assurances are received that the plan has finally been discarded by its sponsors.

“We are firmly convinced that American valuation is economically unsound and industrially dangerous. It is being pushed by very powerful groups of manufacturers and unless sufficient pressure is brought to bear on congress it will undoubtedly be adopted.”

This three-page letter is going out to thousands of retail stores, to thousands of people interested in business, people who have business relations with department stores and otherwise, and I understand two or three of these letters are going out every week, so you see what a fight the American valuation plan has.

No Administrative Difficulties

There is just one more thing I wish to say in regard to the American valuation plan. In my judgment it is absolutely possible of administration, and also feasible of administration. There is nothing in it that cannot be carried on after a little practice just as well as the present law. But like any business concern, everybody hesitates a little bit in adopting an entirely new plan and they much prefer keeping along in the same line of work than to learn their job from an entirely different angle, and to change their type of work entirely.

The idea that it is impossible to find out what the American value of a piece of goods is, when you are supposed to find out the foreign value, seems to me preposterous.

The whole American valuation system in a word is this: An article is brought over here from the other side. It has an ad valorem duty of 30 per cent. That 30 per cent is levied on the price at which an American article is sold that is either identical with the foreign article or is fairly comparable with it, either in construction or in salability or in purpose or some quality of that kind. If there is no article in the United States that is comparable, is identical, or fairly comparable with it, then that article has a duty assessed according to the selling price of that article in the United States.

There seems to me to be nothing formidable, there is nothing uncanny about any such system as that, and for people to state that it is possible for men who are examining merchandise brought in from abroad, that it is possible for them to know the foreign values of these

articles in all the different countries of the world and not to be able to find out what those goods sell for in the United States seems to me to be a statement that only needs to be put forward to carry all the refutation that is necessary.

Money Value Relative

There is one thing you must keep in mind, too, gentlemen. The only way to take care of depreciated currency at the present time—and I trust you and I will live long enough to see the time when foreign currency is normal, but I wouldn't want to make any very heavy wager that we will—the only way to take care of depreciated currency and to make the manufacturer safe and able to carry on his business under depreciated currency, is to put aside the need for the manufacturer to wonder what currency it will be that the duty will be assessed on the goods with which he has to compete and wonder one day what it is going to be the next, but have it fixed on the one stable thing in the financial world, and that is United States money. That is something that does not change and will not change.

The only way to have stable duties that will say what they mean and mean what they say, in the tariff law, is to have a duty that when it depends on the value of the goods it depends upon its American value and not on the value that it has in a foreign country that changes from day to day and from hour to hour. And the one remedy that I can see—and I don't know that anybody has brought forward any other to make the American manufacturer safe from the perils and problems and the dangers of depreciated currency abroad—is a tariff fixed on the American valuation system.

IT ISN'T THE WORLD—IT'S YOU

You say the world looks gloomy;

The skies are grim and grey,
The night has lost its quiet—

You fear the coming day?
The world is what you make it,

The sky is grey or blue
Just as your soul may paint it;
It isn't the world—it's you!

Clear up the clouded vision,
Clean out the foggy mind;

The clouds are always passing,
And each is silver-lined;

The world is what you make it—
Then make it bright and true,

And when you say it's gloomy,
It isn't the world—it's you!

A wishbone is of no real value without a backbone.

The Russian relief program is going the limit—"Soup to the nuts."

WHY MERCHANTS SHOULD BUY AND SELL AMERICAN-MADE CUTLERY

(By W. H. Wilburn, Western Sales Representative)

Many retailers have asked me why they should buy goods made in the United States when they can purchase foreign goods cheaper. There is one answer to this.

If our own merchants do not buy our workingmen's products, our workingmen will have no work, and thus no money to purchase food and clothing, to pay rent for their homes, or taxes, if they own their own homes. If the workingman cannot buy food, where will the farmer sell his product? He cannot export it all.

If the farmer cannot sell his products, he will be unable to buy his necessities. The farmer and the workingman may for a while charge their purchases, but then the retailer is holding the sack, and he can only hold it so long, when he will go broke, and his clerks are out of positions with nothing to purchase with.

Buying goods made in the United States starts an endless chain in the prosperity of this country, for the factories pay for labor which in turn pays for food to the farmer. When labor and the farmers are prosperous, the country is prosperous, and thus the retailer.

In cutlery manufacture, labor receives directly from 75 per cent to 85 per cent of production cost. During July, 1921, pocket knives, shears and scissors valued at over \$164,039 were imported into this country and our workingmen would have received over \$123,000 of this amount if we had produced that amount. This \$123,000 was lost entirely to the United States, for over one-half of our cutlery workingmen are out of employment.

During building trades strikes, how does the retail hardware merchant fare? The workingman does not have money to buy hardware, and every merchant feels the effect badly. When the United States workingman is out of work every merchant feels the effect. Foreign workmen do not assist American retailers.

Remember that the American quality ranks the highest. American labor is paid according to the American scale of living, and the American workingman is willing to pay American price for American made goods. When he buys American goods he assists his American associates to keep busy.

The American retailer depends entirely on the American public for their prosperity, and the workingman is a very large proportion of the American public.

WELL QUALIFIED TO JUDGE

Editor HARDWARE WORLD:

The writer has just been perusing your December issue, and I cannot resist the impulse to write congratulating you upon the excellence of it.

Yours very truly,

(Signed) T. JAMES FERNLEY, Sec.-Treas.,
The National Hardware Association of the U. S.

RETAIL MERCHANT AT THE CROSS ROADS

According to President Chas. Henry Mackintosh of the Associated Advertising Clubs of the World, merchants may look forward to 25 years of operation on a declining market.

Mr. Mackintosh has studied the economic history of the United States fully, and he sees the entire record divided into 25 or 30 year periods.

From the close of the Civil War until 1896, the country operated on a declining market. From 1896 until 1920 we have been doing business on a rising market. Now methods must change, business men and merchants must learn a new system.

On the other hand, we have today more vigorously with us than ever before the chain store or syndicate store. In the tobacco, drug and grocery trades and more or less the clothing trade, have developed great national institutions producing a single standardized line, owning and operating branch stores with a standardized stock, a minimum of service, on a cash basis.

All individual authority and personality is removed. Necessarily such branch stores must be operated according to set mechanical methods and instructions.

There is no lee-way for special stock, for accommodations, for catering to the individual customer. They must conform to the set regulation.

The hardware trade is one of the most difficult, highest in importance and skill of the branches of retail merchandising. The movement for chain stores and uniformity has come last and least to the retail hardware merchant.

Many symptoms point to the fact that the entire trade, particularly the retail merchant, is standing at the cross-roads today. His principles, his operations, his conduct during the coming year will largely guide a great many manufacturers and distributing agencies in their choice of trade channels; whether to abide by the retail merchant or sell through other channels or by other means of merchandising.

The retail merchants may be distinguished from the syndicate, branch, cash-with-order or mail order house in three respects.

First, he owns his own business and operates it for the benefit of his community, according to the rules and dictates of his own conscience and method of doing business.

Second, he carries a stock according to the need of his community, especially selected for those needs. He does not compel his customers to buy what he has, but rather he intends to carry and provide for them what his customers want.

Third, he offers personal service and accommodation and by his friendship and acquaintance with his customers and his member-

ship in the community he is in a position to serve and accommodate generally, through co-operation with his customers, as no great corporation through its mechanical branches or other service departments may do.

These three distinctions fairly differentiate the retail merchant. Capitalize on these three points. That's where they can't compete.

During the coming year we trust that thousands of our readers among the retail trade will think seriously along these lines, to strengthen their position as merchants in their community:

1. Stock well selected and representative. Merchants cannot do business without a stock. This should be the greatest asset. Let your motto be: "Not what you can get but what you want."

2. Personality, membership in the community, actively as a citizen and one with public interest at heart. Show where your money and heart are.

3. Service and accommodation. Emphasize the privileges and facilities you offer in addition to your goods. The privileges of selection, of exchange, of limited credit, of advice and personal attention.

If merchants follow the market closely, buy carefully, boost the turnover, eliminate dead items—all the while capitalizing on stock, personality, service—1922 will bring advancing trade with its falling market.

ANOTHER EXAMPLE OF FLORIDA ENTERPRISE

The Tampa Morning Tribune of Tampa, Florida, November 6, contained a forty-page section devoted exclusively to the interests of the Tampa Hardware Co., who do an exclusive wholesale business at Tampa, Florida.

The advertising of this well known institution was not done with a view of soliciting the consumer trade, because they are a strictly wholesale house, but it was done to supplement the efforts of the retail hardware dealers of Florida and the adjoining states.

Aside from this it will have a marked psychological effect upon the buying public and the Tampa Hardware Co. are broad enough to see will react favorably upon them through their retail dealers.

In addition to a marked copy being sent to all retail dealers they had a copy sent to all banks in Florida, all hotels and restaurants in their state and all members of the National Hardware and Jobbers Associations.

It was indeed an achievement edition and we believe is without parallel as indicating an example of their enterprise and progressiveness.

Look upon your duties, not as so many obligations, but as opportunities.

Value of a Men's Club and Lodge Sale

Here Is an Idea Which You Can Turn to Good Advantage

WHY wouldn't it be a good idea for the hardware merchant to have a month's sale each year during which you would make an especial appeal to the lodge men of the city and to the members of the various business men's clubs?

Every hardware merchant naturally wants to secure the attention of as many men as possible. He wants sales which will be interesting to a large percentage of all the men in the city or community.

Now this men's club and lodge sale hasn't been worked to death. It is in only a very few places that a hardware merchant has seized onto the proposition. So this idea would be pretty sure to be popular and successful.

Call up the secretaries of the local lodges and local men's clubs and ascertain just what is the combined membership in these organizations. You'll be astonished at the figure, as was a middle western merchant in a city of 85,000, who found there were 14,500 members of men's clubs and lodges in his city.

Of course the membership overlaps. A man who is a Mason may also be an Elk or Moose. A man who is a member of the Kiwanis Club may also belong to the Optimists and to the Chamber of Commerce. And so on.

But it will usually be found that the progressive, active, alert, enterprising men—the men who hold the best jobs and are getting the most money and are doing the most for the city—generally belong to some one or more of the city's lodges and business men's clubs.

So it is evident that in having a sale which will appeal particularly to the members of these organizations, the hardware merchant will be putting on an event which will attract the interest of the very best type of trade—the sort of trade that he is particularly anxious to get.

Attract Attention and Increase Volume

Naturally the merchant wants to put on a sale which will offend no one and will interest all. He also wants a sale which will get the people into his store and make them praise his enterprise and feel that he is the livest wire in the local hardware business.

This being true it would probably be a good proposition to make the sale a month in duration and to offer 10 per cent reduction on all goods sold during the sale and to also have each week of the month devoted to some specific lodge.

During each week of the sale you could announce special events for the lodges or clubs to which that particular week has been dedicated. The schedule might be somewhat as follows:

First Week.—Masonic organizations of the city and of the surrounding territory.

Second Week.—Knights of Columbus and all Catholic organizations of men in the city and territory.

Third Week.—Elks, Moose, Eagles, Odd Fellows and all other secret and fraternal organizations with local memberships and not previously included.

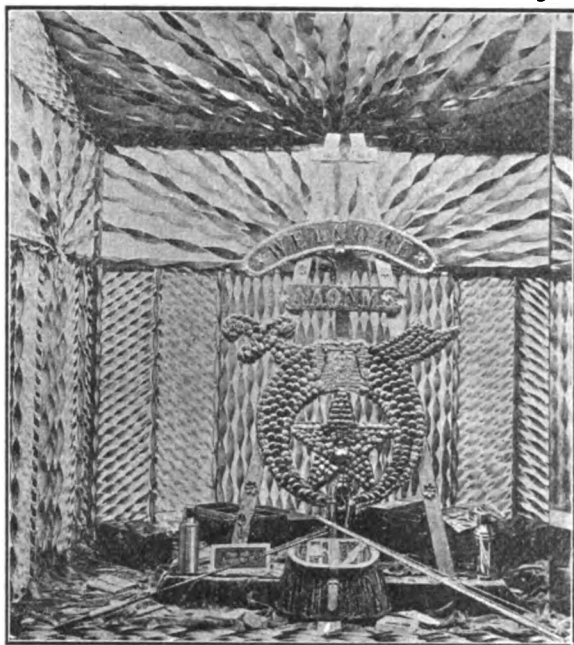
Fourth Week.—Business men's clubs week. Rotary, Kiwanis, Optimists, Chamber of Commerce, Lions, 100 Percent, etc.

Newspaper and general announcements should be varied so as to make a good impression on the men of the city and make them talk. The different organizations should be invited by letter. Window displays might include portraits of association officers, trophies, insignia or appropriate medals. You might arrange official receptions, installation or other ceremony at the store. In this way the store's sales would receive a tremendous amount of word-of-mouth



This display was staged by a western merchant on the occasion of a Shriners Convention, and while the window does have a crowded appearance with most too many goods displayed, the window itself was more attractive than the photograph indicates, and materially increased sales were traced from it.

68517A



Working out the emblem of the Lodge, as the Shriners herewith, is not difficult, and sure to arouse much interest.

advertising which would be invaluable in making the sale a big success.

Some Plans to Follow

During the first week, which would be devoted to the Masonic lodges according to the schedule given above, the store might display a large number of photos of Masonic officers and Masonic meetings and outings in its show windows together with Masonic pins and emblems, Shrine fezzes, and so on.

Also you might get up a printed calendar on a small card on which all the local Masonic events for the winter would be listed and on the back of this card the store might print a little item to the effect that six of the employees belong to local Masonic lodges. The names of these employees might also be given and the names of the lodges to which they belong. This card might then be distributed to all the Masons who called at the store during Masonic week.

The same sort of a procedure might then be adopted in exploiting the store during Knights of Columbus week. It would be an easy matter to get a lot of appropriate pictures and a similar calendar would be a big help in making the event a success.

The same sort of a plan might also be pursued with the events for the third week. And during the fourth week the store might distribute a little calendar giving the meeting days of all the local business men's clubs and other interesting information about them.

Surely there is no reason why this sort of a sale shouldn't be a great success. The expense would be small, while the work involved would not be very great.

Why not try this out in your store now?

VALUABLE WHAT-AND-WHEN-TO-ADVERTISE CALENDAR

What to advertise is a problem with many stores. They may overlook some line that is just right for the time. A competitor may think of it, push it and get the lead on the store that fails to come in except as a tail-ender.

One general store, McCormick-Saeltzer Co., has a loose leaf book that is a dictionary of lines to push. This has a leaf for every month in the year. Those leaves are of heavy paper and india tint so that they are easily seen; and are tabbed to use as indexes. This book could not be purchased for a considerable amount of money, were the hardware man who owns it to be thus deprived of its advantages. It is the result of two years experience.

Take the index leaf itself. On this of course appears the name of the month, say March. Then are listed below all of the lines and items which the store has found to be fitting for that month's advertising. In the middle of February the young man in charge of the advertising turns ahead to the March leaf. In that way he is in position to select, with the aid of the proprietor and one of the men who buys, such lines as ought to be prepared for campaigning.

When March rolls around the campaign is ready even down to the window trim schedule. Manufacturers' literature is assembled; mailing lists are edited; newspaper allotments are made; shifts in stock are planned; salesmen are informed as to what is to be done. All is ready for the carrying out of the program.

Next to the index leaf which lists the items to be pushed in that month is another set of leaves. On these are entered respectively the newspaper advertising done; the kinds of goods advertised; the kinds of goods shown in the windows; the mailing campaigns used—and then the sales as compared to expense of the lines thus promoted.

In this way the proprietor knows not only what he has done, but what these plans have gotten for him in the way of sales. He is in position, therefore, to avoid any plan that has not produced.

If he has found that a campaign had certain faults a notation on the record shows that—and he doesn't make the same mistake twice. Aside from the profit in the plan, and its making things easier for the advertising man, it adds satisfaction for the boss.

When a hardware advertisement is seen in a larger city newspaper the items advertised are entered in the book for that month, provided they have not already been entered. The original list for each month is the result of a conference between the advertising man and the proprietor, salesman and buyer. He got their ideas of goods to push as a starter for the book. Then he filled in with what he got from outside sources.

56 Home Demonstrations in 2 Weeks

How the W. E. Culver Hardware Offered a Washer Free for the Privilege of Helping Topeka Housewives With Their Laundry

Editor's Note.—Students of psychology tell us that among the senses, sight and sound cannot be compared, for strength and force, with the sense of touch. The customer that will be interested by seeing or hearing an article will be convinced by feeling it.

For example, take the washing machine. The housewife may see it and realize that it is beautiful—she may hear it and knows it sound fine. Once she touches it and feels it doing her work and realizes that she is in comparative leisure on wash day, then is the time she has that feeling of longing and makes strenuous efforts to make the machine hers. It has literally been brought home to her.

Acting on this good but often overlooked reasoning, the W. E. Culver Hardware of Topeka set out to sell home demonstrations rather than washing machines. They knew that once they could get the machine into a machine-less home, the sale was all but made.

In this article, Advertising Manager Sol Gilberg tells the trade how the home demonstration idea was driven home to the tune of 56 home demonstrations in two weeks, so that washing machines have been shipped into Topeka by the carload, consigned to the W. E. Culver Hardware.

(By Sol Gilberg, Advertising Manager)

SELLING more electric washers during the month of October than in any other month of the year is the accomplishment of The W. E. Culver Hardware, at Topeka, Kansas. This record is due to a novel method of securing demonstrations of the washer in homes not already having one.

It is a recognized fact in selling electric washing machines that the more home demonstrations made the more washers sold. If a great many women could only see an electric washer operate in her home and do her own washing, selling electric washers would become much easier. To secure the interest of such women The W. E. Culver Hardware experimented with a new plan for demonstrating in homes that had not seen electric washers operate before. To do this, an electric washer was given away free.

Just how a washer could be given away free and yet bring results was the question answered by The W. E. Culver Hardware. The machine was thoroughly exploited through advertisements in the daily papers announcing the fact that an electric washer would be given away free. In order to secure a chance to get the washer free the following conditions were required:

Any housewife interested in purchasing an electric washer of any make could call the store either by telephone or in person and arrange for a home demonstration. With every home demonstration went a serial number. At the conclusion of the two weeks' drive these numbers were all placed in a sealed box. Representatives from local newspapers opened the sealed box and drew. The first number drawn won the machine.

Free Demonstration Provided Chance

Every woman likes to get a chance on a free drawing. A great many on that account became interested in the electric washer advertised and requested for demonstrations at home. A very small per cent of these requests were insincere.

Have We Demonstrated For You?

Our Car-load Is Half Sold—Better Hurry

Call Now for Demonstration

EASY Vacuum Electric WASHER

Call Now for Demonstration

An Electric Washer Made to Give Years of Service

FREE!

The W. E. Culver Hardware

Phone 333

829 Kansas Ave.

One More Week!

A sample of the advertising which the W. E. Culver Hardware found most valuable. The personal appeal indicated in the heading was particularly apropos.

The majority wanted an opportunity to test an electric washer in their own home doing their own washing. Every salesman of the firm was thoroughly instructed not only how to demonstrate the machine, but also how to sell the prospect. Each prospect was assured that if her number was drawn and she had already purchased a machine, the purchase price would be refunded.

The above scheme worked to very good advantage. The prospects that were not closed during the demonstrations will be closed this coming spring. In almost every case there was a need for an electric washer, but on account of financial difficulties one had not been purchased. Accordingly with a little pressure a great many were sold on the payment plan.

Smaller the Town, Bigger the Triumph

DES MOINES, New Mexico, is a young town of the western frontier, which numbers slightly over 500 people within its corporate limits and whose trade territory reaches out and supplies an area embracing perhaps 2000 people.

In Des Moines are two hardware-lumber companies, another store dealing in shelf and heavy hardware, and several grocery and drug stores with general merchandise inclinations. Not a tempting or brilliant prospect for any hardware business, you will say.

This in brief is the situation of the Gate City Lumber Co., of which Charles H. Wohrer is the enterprising and spirited manager and proprietor. Des Moines and the Gate City Lumber Co. were established in 1907, and so closely interdependent have been the growth of the one and the growth of the other that local historians have forgotten which was established first.

We know that many of our good subscribers and readers are meeting approximately the same situation that Mr. Wohrer and the Gate City Lumber Co. have conquered so successfully at Des Moines. So we are proud and fortunate in publishing this month an article from Mr. Wohrer's own pen in which he gives his comments and suggestions to merchants as gained from his own experience.

"Zip Tips" is the title of the two column store news which Mr. Wohrer regularly maintains in his local paper, which is thoroughly typical of his entire system. In fact, the success of the Gate City Lumber Co. can be summed up in these two words.

Years ago Mr. Wohrer wandered out to New Mexico an invalid, settling in Des Moines, then little more than a sheep shipping station. He began as bookkeeper for the Gate City Lumber Co. and it was not long before his interest, his unbounded energy and enthusiasm had put him at the head of the business, and put the business in the fore front of the community, which position Mr. Wohrer and the business have respectively occupied ever since.

Sets the Pace for the Region

The company has done an average monthly volume of business of \$3,650 for the last 14 years, and Mr. Wohrer lives today very proudly as the greatest living booster for Des Moines and the ultimate happiness and satisfaction of the hardware and lumber business there.

His fellow merchants of the inter-mountain states recognized his ability and the strength of his leadership by making him president of the Mountain States Hardware and Implement Association for the year 1920, in which office he served eminently. He has also been a leader in the public and social life of his community.

ZIP TIPS

Dynamite—fuse and caps. Supply always in stock.

L. D. Harris took out a 24-foot Tower and an 8-foot Model B Windmill Monday.

Carl Dose, manager at the Rule Motor Company, has placed a ZIP Hot Blast Stove in his residence.

A ZIP Stove has been placed in the Quality Store. Customers will be warmly and genially welcomed this winter.

NOTICE! NOTICE! Our 1922 machinery prices are out and before you buy any machinery you will want to see us.

R. L. Foster, genial Bob, took out lumber to build a garage for his new Ford. A little money will build a garage if you buy your lumber from the ZIP YARD.

That new washing machine you have promised the stove in the saving of fuel.

Our sales and collections are running along fairly well. We can't complain. We are sorry of the low prices of farm produce, but they may come back. Now is the time to pull your belt a little tighter. Whistle a little louder and trade at the ZIP STORE. We will give you the advantage of low prices and good goods.

Parents should caution their children to not play in our lumber yard for two reasons. First, they are liable to pull a pile of lumber over on themselves, breaking a limb or otherwise badly hurting themselves. Second, the danger of setting fire in the lumber piles while smoking cigarettes or playing with matches is very great. We will endeavor to entertain children as much as possible but please do not play in the yard.

GATE CITY LUMBER COMPANY

THE ZIP STORE

In many sections where the **HARDWARE WORLD** circulates, lumber companies handle a general line of building material and hardware and are large factors in the trade.

Typical of his spirit and his faith is the fact that while he was presiding over the convention at Denver last February, a wire came to him saying that his new \$10,000 plant at Des Moines had burned to the ground. Did it phase him? Not in the least. As a matter of fact, the convention did not know of the occurrence until the meeting had adjourned and the news was published in the newspapers. That is the kind of a business man and associate Mr. Wohrer is. This spirit has opened the way and reared high the arch of the Gate City Lumber Co.

CATNIP AND KITTENS

If you desire to attract the attention of the public to new or special merchandise, put it in a window into which is also placed one or more kittens. Hang a catnip ball so the cats can reach it by jumping for it, and place another on the floor. The antics of the cats while playing with the catnip, together with a card labeled "Krazy Kats" will attract your crowd. An enclosure should be built around the cats, with merchandise on outside. Catnip balls can usually be obtained at your druggists.

Home nowadays is where the family auto happens to be parked.

Our "Go and Get It" System

(By Chas. H. Wohrer, Proprietor Gate City Lumber Co., Des Moines, New Mexico)

PERSONALLY, I do not feel that times are as bilious as lots of folks think. It depends on merchandising now rather than selling, which has been the case in years past.

I think it is high time for merchants to prune all unnecessary expense, do away with odd help, get into overalls and push the business as never before. The past three or four years have spoiled many a business man with ease and he hates to give it up. He thinks he ought to have an office chair and plenty of help. My personal observation from a trip to the Atlantic coast and back will bear me out in this statement.

Times like that are past. Merchandising must be simplified down to one idea, and that is to go get the business, keep the goods well assorted, not too much of any one thing and not be too proud to get your hands soiled.

Small Town Free for All

Our lines that we handle cover quite a scope: Lumber, coal, farm tools, paints, harness, hardware, fencing, windmill and pump supplies, auto supplies. I have been convinced that in small towns there is very little use of association rules in regarding your competitors as thyself, but go after the business and do your best to get it.

In these little western towns the drug store reserves the right to sell anything they can get into the house. Grocery stores sell everything from wash boilers to clothes pins. The little general store idea that exists gives them the right to sell anything from a needle to a threshing machine. Consequently, I am throwing the bars down and selling everything that our trade demands.

From now on, I believe in small towns that a hardware store will be forced to do the same thing. The writer picked up a drug journal a few days ago and saw an advertisement which stated, "Mr. Druggist, remember that you are a free lance and that your sales are not confined to any one line."

Consequently, I came back to my store feeling that, "Mr. Hardware Man, your sales

should not be confined to any one line." I am striving to confine our buying to those lines which are sold by the hardware jobbers and lines such as will be along builders' lines and that gives us a wide field.

Wants Same Chance as the Other Fellow

We probably would change our tactics and our minds if we lived in a city of five thousand or more, but we want the privilege to do as much as the little grocery store across the street that sells shoe nails, wash tubs and boilers, ice cream freezers and other lines of kindred type.

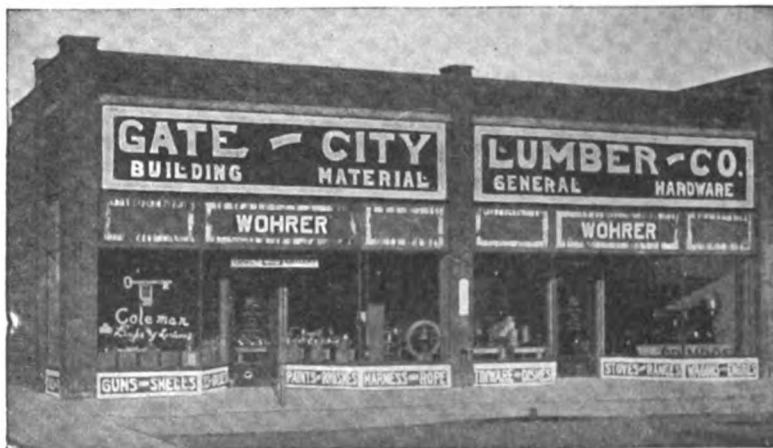
Watch the back door, for lots of goods can go out the back door faster than you can bring them into the front. Waste of time from manager to floor sweeper can break many a new business when trying to be conducted on a narrow margin.

Work hard. Watch closely. keep the goods and do your best, is about the sum of the rules that guide us in our store.

How often have merchants in towns of 2000. 5000 or 10,000 population said that if they were only located in a larger city they would use different methods to increase their sales. Opportunities in smaller towns and cities are really proportionally greater, inasmuch as the competition is not as great.



CHAS. H. WOHRER



The New Home of the Gate City Lumber Co., at Des Moines, New Mexico

Santa Barbara Merchants an Important Factor

SEVERAL times in the past we have had the privilege of publishing accounts and pictures of the store arrangement, window display and new quarters of the Ott Hardware Co., Santa Barbara.

Recently the company opened a household department and reconstructed their hardware department by including an adjoining building and remodeling the store front. The views which we are proud to publish this month speak



By combining with the space adjoining the Ott Hardware Company now has two single and a double show windows on a busy Santa Barbara Street, making the store as attractive on the outside as it is within.

In each case the enterprise of those conducting this institution and their leadership among merchants has well merited all the attention that could be paid them in this way, setting an example and precedent for their associates in the hardware business the country over.

for themselves in the careful planning and general progressive enterprise displayed.

Santa Barbara is one of the most exacting communities in the country for a hardware merchant to serve. Here some of the wealthiest families of the United States have their winter



Flowers were displayed everywhere at the recent reopening of the Ott Hardware Co. Here's the rearranged hardware department. These flowers humbly symbolize the verbal bouquets which the officials have received ever since, congratulating them on their

REARRANGEMENTS.

PHOTOGRAPHS SPEAK MORE THAN MERE WORDS



This effective fall household window shows the street display possibilities. Not a window full of goods, but careful selections from the stock attractively and forcibly arranged. Corn stalks, ferns and pumpkin lanterns make an attractive background and contrast. A lattice work ceiling easily and attractively disposes of that window problem.

as well as their summer homes. At the same time there is a substantial population of moderate means.

So every store's stock must include distinctive, highest quality goods, and at the same time goods that will appeal to the average purchaser of humbler circumstances.

We believe the Ott Hardware Co. fully fulfills their two-fold obligation to their community along these lines.

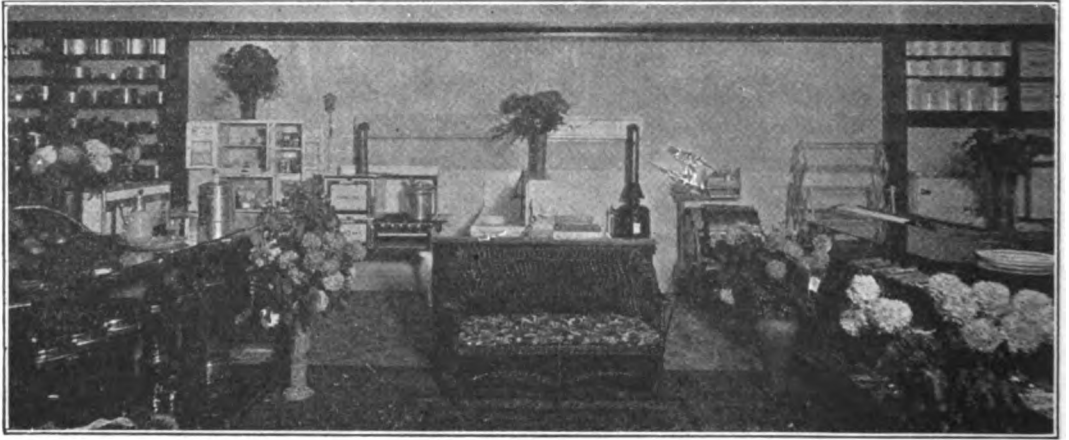
Besides being good merchants and good citi-

zens, President C. A. Ott and Manager T. M. George have always been most loyal and open-hearted in extending to their fellow merchants the benefit of their experience. They are faithful members of their state association and have been in full accord with any movement among hardware men for the benefit of the trade in general. As a matter of fact, the publication of these various views of the store is ample illustration of the helpful spirit of the Ott Hardware Co. throughout.



CLOSE-UP OF THE NEW HOUSEHOLD DEPARTMENT

Electric specialties forcibly displayed in a jeweler's showcase in the foreground. In the extreme background is a room where utensils and appliances may be displayed in their own future home atmosphere.



Women shoppers want and deserve comfort and attractive surroundings for their shopping. This open space with its oriental rug and easy wicker chairs will appeal to the tired woman shopper as she sits and looks about her, surrounded on all sides with temptations for her own department of the home.

In addition to the tool department of which we show a view this month, and the new household goods department, which is fully and justly described by the pictures on these pages, the company has a large plumbing department, including tinning and heating appliances and contracting of all sorts.

The plumbing display rooms of the company are appointed, equipped and maintained after the same manner and standard as the other departments.

Sporting goods were added to the company's stock a few years ago, and this department has

also grown until it ranks among the most important in the business. Situated in a community where sporting goods are in demand, the company has taken full advantage of their opportunities and are getting their share of this trade, just as are many other progressive merchants of the same type all over the West.

It may be the force of example, or it may be simply another instance of "competition being the life of trade," but Santa Barbara is particularly wealthy in the number and rich in the quality of her hardware merchants.



THE MIDST OF THE NEW OTT HOUSEHOLD DEPARTMENT

Full lines of aluminum, enamel and cooking glass ware are so placed that the housewife can see for herself. In the distance fireless cookers, stoves, refrigerators and kitchen furniture. Neatness, arrangement, light, air and flowers predominate.

Training Your Salespeople

Even Though You Have But One or Two Salespeople, You Can Increase Their Sales Value to Yourself by Practicing Some of These Suggestions That Other Merchants Find Worth While

GOOD salespeople are made, not born. As a rule you cannot hire them without paying large salaries, for the other fellow is going to make the good and profitable employes such inducements that it is next to impossible to get them to consider a change in position. Therefore, the only recourse left is to educate your own salespeople.

The next big question is, what is the best way to get the best results? Weekly store meetings are one of the best sources of education, and attendance at these need not be made compulsory, for the employes, as a rule, would rather miss something else than miss these meetings. These meetings are usually conducted along the lines of schooling in salesmanship and a general suggestion and question box. New and seasonable goods are dissected and thoroughly gone over, so that all are familiar with the selling points.

A Pleasant Surprise in Store for You

Those who have not tried this plan would be surprised to know how many profitable suggestions are brought out during these meetings. It is a time when no one is disturbed, and every question and suggestion can be discussed for the benefit of all. It is also the time when matters for correction or improvement can be gone over more gracefully and without the touch of criticism.

As a result of these meetings the older salespeople will improve, new ones will develop into seasoned salespeople much quicker, and many times the boss will learn a few things.

Among the suggestions usually offered may be mentioned: Improvement of different departments, stocking or closing out various lines, display arrangements, selling talks, etc.

Some merchants may say that they employ only three or four people and it would not pay to hold the meetings, as there would not be enough people to make it worth while. But it will pay big returns, even if there are only two. The increased business in dollars and cents may not be as large as that of the man who employs more people, but the percentage will be just as satisfactory.

Thorough Knowledge of Merchandise Is Essential to Good Salesmanship

But with all this we do not get the best out of our people if we do not give them responsibility and confidence. Too many men are running or trying to run a one-man establishment. We are trying to do all the little details, instead of devoting our time to the more important features of the business.

Let us place ourselves in "the other fellow's shoes." Under what conditions would we work the hardest? Would it bring out the best there was in us if we were just simply considered a piece of machinery and told every move to make?

On the other hand, what if our employer came to us and said: "Here, John, I am going to turn this or that department over to you; I am going to leave it to you to properly display the goods, to keep this stock, and see how much you can increase the sales"; or, "I am going to turn this or that portion of the business over to you; now use your own judgment and see what you can do with it." If we are of the right kind, we will certainly do our very best under the latter conditions.

Many Lack Knowledge of Own Business

If at the end of the month we do not know how much the different departments have done, or what each clerk's sales are, how are we to encourage or criticise? We cannot stand up and say: "John, you have done fine work this month; your department looms up with so much more business, and our sales are so much larger than the same month a year ago"; or, "Sam, what is the trouble? Your department and personal sales are so much smaller in the same comparative period."

We should be in a position to give our salespeople weekly or monthly statements of their department and personal sales. It makes all the difference imaginable if your employes know that you know what you are talking about. They do not want to fall down, and they strive to break their previous records.

Need Not Be Cold Blooded Business

Business in many respects is said to be a cold blooded proposition, and we are in it not for our health but for what we can make out of it. Nevertheless, it pays to be liberal with employes. It should not be necessary for them to ask for an increase in salary if they deserve it. We should at all times know exactly what each employe is worth. If they are worth more, it should be given to them voluntarily. A five dollar voluntary increase is worth more than a fifteen dollar increase that has to be asked for.

Many of the larger stores have adopted a profit-sharing basis with their employes. It may be done by giving a certain percentage of the profits or by salary and commission arrangement.

One Concern Follows This Plan

When engaging a new man, they say to him: "We do not set your salary; you do that your-

self. Your salary depends upon your ability. We want to pay you all we can. We would rather pay \$200 a month than \$100. You, of course, realize that the more goods you sell the more you are worth. We allow a certain percentage for selling expenses. If you sell a certain amount of goods you are worth a certain amount of money to us. We will start you with this salary and expect you to sell so much goods, and on the excess sales we will pay you a certain percentage at the end of the year."

It is scarcely necessary to say these salespeople are always very anxious to see their monthly sales and department reports. They realize that they are working for themselves as well as for the house.

Many employers make a big mistake in filling responsible positions. When such a vacancy occurs the question arises as to who is entitled to the place; and in going over the list the oldest employe usually gets it. This is often wrong.

Ability Should Be Recognized

If the older man does not show ability, he should be sidetracked for the man that does. When the employes know that advancement depends upon ability, rather than on the length of time they have been employed, they certainly will have a greater incentive for working hard and conscientiously.

In many cases the reason why we do not have a better sales force is because we have not interested ourselves in the personal efforts of our people. They should be our friends, not our hired help. Let us take them out for a picnic on a holiday. Let us give them an occasional afternoon off for a ball game. When vacation time comes, pay their salary in advance; it might come in handy. All this may seem trifling and insignificant, but if practiced it is a small investment that will pay big returns.

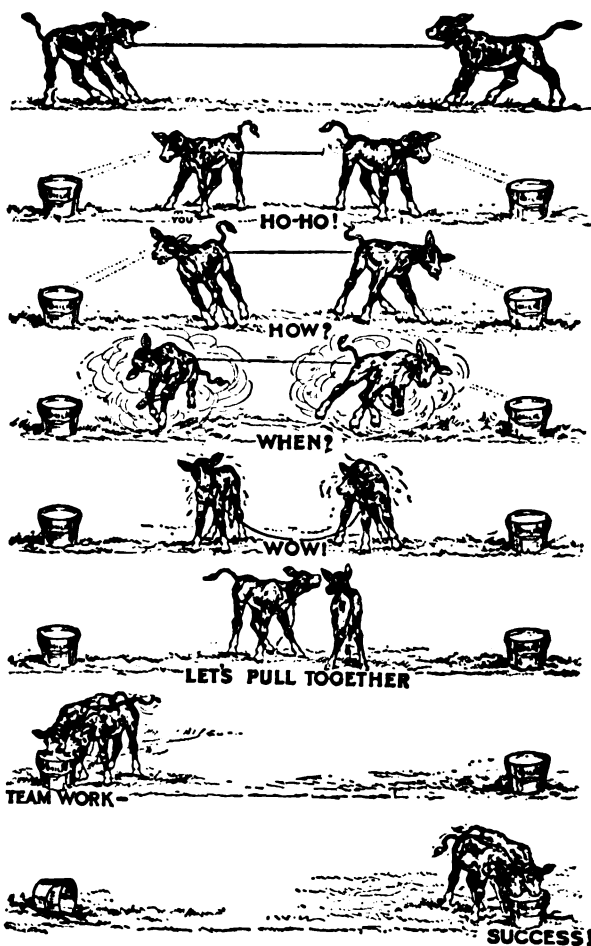
SALES INCREASE 4.8 TIMES WITH ATTRACTIVE WINDOW DISPLAY

That attractively trimmed windows are effective sales agents was proved by a test made recently with 19 retail merchants.

For an entire week a record was kept of the sales of a semi-staple product which they were regularly selling. Then the windows of all the 19 retailers were attractively dressed to display this particular product, and the displays maintained during the following week.

During this second week the aggregate sales of these 19 merchants amounted to 4.8 times the sales which they made during the preceding week.

Don't throw the package and change on the counter or drop them carelessly in the customer's hand. Take time to hand them to the customer courteously.



This story without words, if it needs any comment, is just as true among the employes of a store, large or small, as it is among the merchants of a community, or the merchants of a state. The idea of cooperation, of pulling together, will accomplish greater results for each in the long run.

WHAT EVERY MERCHANT SHOULD KNOW EVERY DAY

An expert accountant boils it all down, thus: The merchant must know daily: Cash sales—charge sales—money received on account—outstanding accounts—money paid out—total sales, cash and charge—total business done by each clerk—number of sales made by each clerk—number of sales made by the store—total money received from all sources—who is responsible, in case of error—that he has a check on all deliveries—that the system employed protects merchant, customers and clerks.

Every up-to-date store has "news" for the public and you can incorporate the news of your store in your advertisements and put your personality into your announcements in such a way as to make them sought after and read.

Remember that the customer is the store's guest and the people will flock to the store where the clerks are polite.



YOUR LIABILITY FOR GOODS YOU DID NOT ORDER

(Copyright by Elton J. Buckley)

The question raised by the following letter is new so far as these articles are concerned. My recollection is that I have never written on the subject of how far a man can be compelled to take and pay for merchandise which he didn't order:

Olathe, Kans.

November 8 last year there was a shipment of two dozen coaster sleds shipped us. There was no order given for these sleds, or any sleds, and we wrote the company, stating that we did not want them. They wrote the transportation company to hold them some four or five days and that if we did not receive them to return them.

In the meantime our manager was out of town and these sleds were delivered to the store, and in the hurry of business after his return nothing was done about them until early in the spring, when the company demanded payment for the sleds, saying that we had not returned them at once, and therefore would have to pay for them.

We refused to pay for any of them, feeling that the mistake originated with them and if it had not, nothing would have been done, but as they say that we did not return them at once we agreed to take half of the sleds, pay for them, and return the other half. In this manner they would have sold a dozen sleds that they would not have sold otherwise.

This we considered a very fair proposition. They refused to settle on this basis and have threatened to sue for the amount of the sleds.

We would appreciate it very much if you would give us your legal aspect of this case. W. C. K.

You would probably be surprised at the number of cases in which sellers of merchandise try this plan of shipping unordered stuff to a customer, hoping it will be used. A jobber's salesman, a very good salesman he was too, told me once that with certain customers he always told his house, in shipping orders, to "slip in" so much of this and so much of that. Sometimes the customer kept it, sometimes he did not; then it went back to the house, but he told me it paid well enough to warrant him in keeping it up for several years.

In all sorts of ways goods which have not been ordered are shipped to buyers in the hope that the buyer will keep them. I am not claiming that this is a general practice, but it is done often enough to warrant me in saying a word about the legal status of such a situation.

The following is well settled as a fundamental principle of law:

A buyer is not bound to accept goods unless they are ordered, and of the proper quality and quantity, and unless the delivery is made in accordance with the

contract. He is not bound to accept without an opportunity to inspect the goods.

Where delivery is made of goods under a valid contract and conforming to the contract, at the place and in the manner agreed on, the buyer's failure or refusal to accept does not relieve him from liability for the price.

To constitute an acceptance of goods something more than words is necessary. There must be some act on the part of the buyer indicating an intention to receive the goods and to retain and exercise dominion over them. An acceptance may be indicated by the exercise of acts of ownership, as by branding cattle, mortgaging the property, requesting the seller to retain possession of it for the buyer, retaining the goods and using them, dealing in the goods, as by way of reselling them.

An acceptance of the goods will be implied if the buyer fails within a reasonable time to reject them or to return them to the seller.

Even where goods are not ordered, but are voluntarily sent to one, his receipt of them and exercise of ownership over them may constitute an acceptance and preclude him from denying his liability for the price.

In other words, suppose John Jackson & Co., jobbers, ship you five cases of goods you didn't order. Or one case. Or one dozen. Naturally, when those goods are delivered there is not the slightest obligation resting on you to pay for them. You did not contract for them, and that ends it. But by carelessness you may make yourself liable for them just as if you had ordered them.

For instance, in a case that came to me not long ago goods were shipped to the client that were not ordered and accepted by him before he knew what they were. After he found out he decided at once to send them back, but in some way the thing got neglected and by and by the goods got upon a shelf and a small part were sold. At that juncture the owner of the business found out about it and wanted to send them back, but it was entirely too late for that. By taking the goods in and exercising ownership over them, he had made himself liable.

The duty of this correspondent was to refuse the goods when they were brought to his store from the station, or if that slipped by him, to at once notify the seller that they were there at his risk. He did not do that, but let them stay in his store for several months. Does this alone make him liable for them? That is a very close question. It comes pretty close to it if it does not. He does not seem to have sold any, or to have exercised any other act of ownership over them, and I believe therefore that the fact that he notified the company once might be held sufficient. Still it is a close question and it doesn't pay to run such risks.

Nationally Recognized Model Store

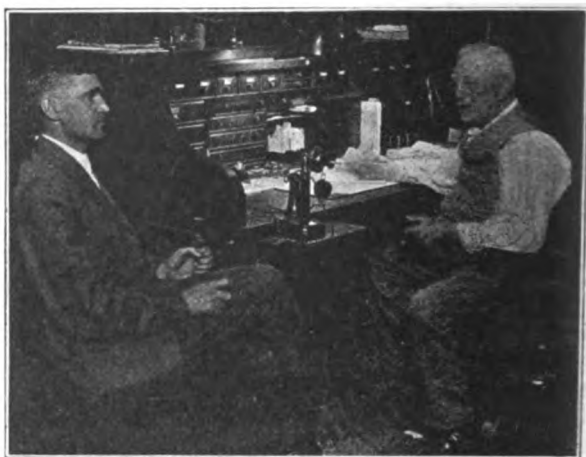
NATIONAL recognition of a very distinctive sort was accorded the Linder Hardware Co. Tulare, when the Saturday Evening Post contained an article describing in detail the successful operation of this business.

Although this article referred to "Kinder's" in describing the methods, operation and arrangement of the store, nevertheless, those familiar with the trade were quick to recognize the earmarks of the Linder Hardware Co., and there were frequent references to the enterprises of Manager Karl S. Geiselhart of the hardware and implement department.

"Modernizing the Country Store," was the title and theme of the article. An anonymous writer gives his vision of the ordinary rural store with its wares crowded into small space, piled high on the counters so that confusion, dirt and inefficiency are everywhere, and how these ideas were completely revolutionized by the methods employed by the Linder Hardware Co.

Tulare, in the south San Joaquin Valley, is in the midst of a dairy and poultry community, and the business of the Linder Hardware Co. includes hardware, implements, grocery, delicatessen and bakery departments. The business was organized in 1886 and has grown until it occupies four separate buildings today. The main sales headquarters occupies a central block in Tulare, and was constructed after a fire wiped out the stock and the home of the company five years ago. Other buildings grouped nearby house the heavy machinery salesroom, the implement department, and the warehouse where surplus stock is stored.

Aside from the photographs, let us explain that three main entrances lead into a large,



E. Linder, president and founder of the company, at his desk in conference with the secretary, G. T. Paxton, head of the accounting department.

light, airy general salesroom with a 20 foot ceiling, surrounded by an unoccupied balcony, provided for future expansion of the company. Its 15 foot main aisle divides the main sales departments and leads to the office at the rear.

Between the two principal entrances at the front is situated a rest room, equipped with telephones, desks and comfortable seats. The entire center of the floor is given over to pyramid tables, display counters and shelf racks with household and miscellaneous articles and those hundreds of odds and ends which are a difficult but necessary part of the stock of the rural merchant. Here and there about the main floor are fenced-in platforms, where the department managers, telephone operator and an information clerk have their stations.



Exterior of the commanding home erected by the Linder Hardware Co. in 1917, when their former building was wiped out by fire. This is the sort of institution that commands the respect and interest and patronage not only of the citizenry of a community but every traveler who passes through the town or city. Aside from their hardware and grocery departments, the Linder Hardware Co. represent the International Harvester Co., at Tulare, and this view shows a number of tractors recently arrived for the needs of the farmers in the community.

Special Fixtures Designed

Display fixtures have been made an all important feature, under Mr. Geiselhart's direction. Drawers, bins, racks and shelves were specially designed and built—not luxuriously tailor made, but substantially and cleverly. It is a pleasure to see merchandise in view as it is throughout—logically arranged, sorted and sampled. All tools and articles in the hardware stock on the wall shelves are sampled on sliding panel doors, the stock being behind the adjacent panel. When the panel is moved to get at the stock, the customer may still see the samples while the clerk is getting the stock that is called for.

The tops of the glass counters are clear of support and each piece of glass can be replaced from the outside. The show-cases are raised three or four inches from the floor so that the clerk can stand right up against the counter and be close to the customer. All shelves are of glass and adjustable with a slant from front to rear so that articles displayed are brought at right angles to the vision of the customers. All pocket knives are sampled six to a display board, which fits on the top of the box containing the stock. The clerk may show any number of knives to the customer and there is no chance for the purchaser slipping one or two out of sight. All these knives are kept under the glass counter when not actually called for—still very decidedly in sight.

Orderly Display Arranged Throughout

In constructing all bins and racks the past experience of the company has been taken into account. All nail bins hold 150 pounds, so that a full new keg can be emptied in before the



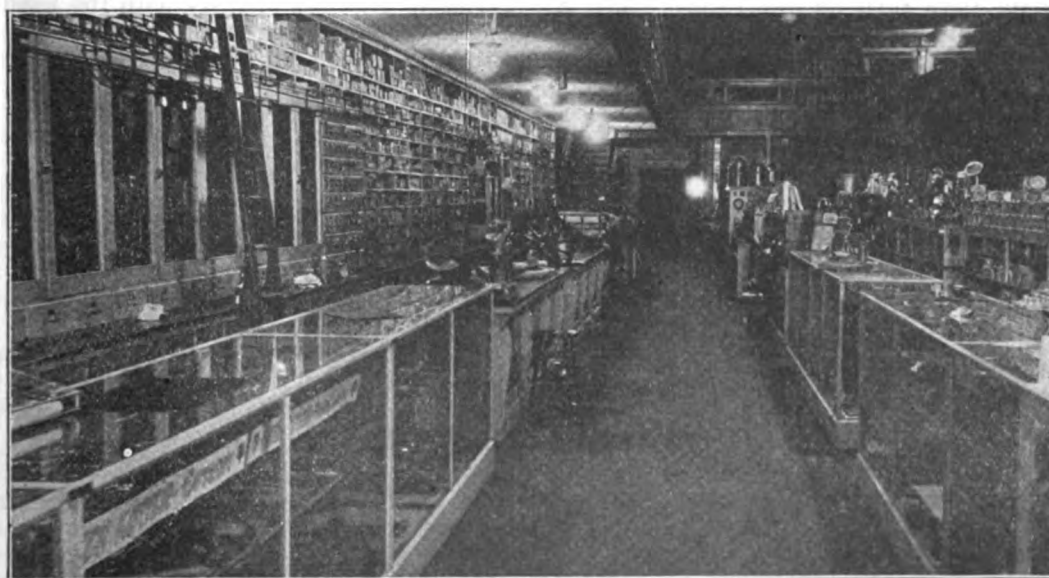
KARL S. GEISELHART

Manager, Hardware and Implement Department,
Linder Hardware Co.

A great measure of initiative in modernizing the Linder Hardware Co. is due to the close study and constant application of Manager Geiselhart. In his past experience he has acquired and formulated methods for the management, arrangement and operation of hardware and implement departments. For ten years he has been executive in charge for the Linder Company. He designed special fixtures and is responsible for much of the arrangement in the modern new store.

old stock is exhausted. They are raised from the floor sufficiently to allow the scale scoop to be placed on the floor in front of the 2½-inch riser gate. The nails run out quickly and easily.

The entire floor of the store is covered with roofing paper, making a sanitary, noiseless and inexpensive covering.



HARDWARE DEPARTMENT OF THE LINDER HARDWARE CO.

Here an unusually heavy stock is systematically arranged so that articles display themselves and every item is readily at hand when called for. Wide aisles, glass counters, sample boards and special cabinets and drawers help. On the right is a glimpse of the household goods department after the same manner.



THE LINDER STORE FAMILY ASSEMBLED

Top row, from left to right—Luke Gavotta, Vice President G. W. Linder, Roy Cranfield, F. J. Roeh, James Baker, Secretary G. T. Paxton, F. E. Shively, George Allen, A. M. Rose, Raymond Bisconer, Harry Thornton, Joe Lovell, O. H. Winton, J. W. Adams, C. E. Adams, Harry Eaton, G. E. Hoyt, J. W. Patterson, C. M. Sisson, J. A. Whitson, W. P. Carlile, J. J. Fine, Roy Horner, George Botts, C. W. Ginn, G. W. Zarman, J. C. Vierra, K. S. Geiselhart.
Second row, from left to right—Peter Separak, Clause Brown, Edgar Brown, E. R. Davis, Mrs. Mabel Clark, Minta Patterson, Mrs. Lillie Stiff, Mrs. Alice Amburn, Mrs. Verna Brandon, Mildred Eaton, President R. Linder, David Linder (his grandson), Raymond Linder (his grandson), Rachel Crossley, Mrs. Margaret Ward, Mrs. Anna Stearns, Mrs. S. E. Sweeney, Mrs. Tom Zahyetz, Tom Zahyetz, DeWitte Adams.

A small army of 50 or 75 is on the store's staff, but despite the up-to-date methods and great number of employes, the same genial spirit and acquaintance with the community prevails as in any rural store.

R. Linder is president and treasurer, and it was he who founded the business 32 years ago. His son, G. W. Linder, is vice president, while G. T. Paxton is secretary.

HABIT OF THRIFT, INHERITED BY ANIMALS, MUST BE TAUGHT CHILDREN

Myron T. Herrick, American ambassador to France, who for many years has preached the gospel of thrift, says:

"The habit of thrift is not born in us. A dog will bury a bone for tomorrow and a squirrel will store food for the winter, but a child has to be taught to put something by for the time of need. It is easier to live and spend in the present than save for the future. Yet in the long run the great majority of us will learn that a contented life and an old age free from anxiety depend on economy and saving during the early years, which pass all too quickly."

HANDLING SEEDS DRAWS TRADE

Editor HARDWARE WORLD:

We find the handling of garden seeds profitable and sell a lot of seeds. We only handle package seeds, however, because many customers wish to pick out and reach for what they want and we handle them at very little extra expense.

This gets some people into our store who might not otherwise come in, especially the ladies, but that is no josh—it does help.

Yours truly,

H. C. BALDRIDGE.

Many a man thinks he is patient when, in reality, he is indifferent.

The fellow who works by the clock never earns the price of a watch.

WILLIAM SCHAW CALLED BY DEATH

William Schaw, president of the Schaw-Batcher Co. of Sacramento and one of the pioneer hardware men of the West, passed away December 11, after a long illness that had caused his retirement from commercial life more than a year ago.

As a young man, Mr. Schaw left his native home in Scotland for Australia, where he lived for a time before coming to the United States. In 1872 he moved to Sacramento and soon became manager for the Huntington-Hopkins Co., one of the pioneer western hardware firms.

In 1890 with J. A. Batcher and A. Ingram, he formed the firm of Schaw, Ingram & Batcher Co., a forerunner of the present concern. As a monument to his energy and enterprise, the Schaw-Batcher Co. is one of the large wholesale hardware firms of the West, with many customers of continuous record for a half century.

Beside his close identity with the hardware business, Mr. Schaw was a great sportsman, particularly fond of hunting and a leader in political and civic affairs in this community.

Mr. Schaw was among those strong, stalwart pioneers who entered the business world with power, enthusiasm and thrift in their youth, there to gravitate to the top and set a proud example for the new generations in the trade. For 50 years he has continuously devoted his thought and energy to the trade at Sacramento, very nearly the entire time as an executive and leader.

Friends, associates, acquaintances, admirers everywhere join in the greatest tribute that can be paid to the memory of a man, that of reverent affection and abiding respect.

Improve your mind and your output will improve.

Nothing in the divine order is cast as rubbish to the void. We strive, win, or lose, and, losing, find ourselves richer for the discipline of defeat. It is no sin to fail; the sin is not trying.

The Forum



The **HARDWARE WORLD** is glad to extend the use of its pages to any of our readers for the discussion of any topics of interest. They need not necessarily be confined to matters of trade or business, but anything that is of interest to the country or community at large, relative to governmental policies or tendencies, may be discussed in our pages.

We do ask, however, that our readers bear in mind that the **HARDWARE WORLD** has no "politics" in the usual meaning of that word, and is not concerned in the welfare or propaganda of any political party as such; that in dealing with such questions we prefer to treat them on broad general lines.

While frank discussion is desired, yet we of course cannot hold ourselves responsible for the individual view of any of our readers.



MORE MEN LIKE BLANTON NEEDED IN CONGRESS

Editor **HARDWARE WORLD**:

I was greatly interested in the article by Mr. McCarthy of the Salt Lake Hardware Co., in calling attention to the efforts of congressman Blanton of Texas to place before the country the conditions which exist not only in the government printing office, Washington, but in the various governmental departments under the rules that were promulgated by Samuel Gompers through his son, when he was connected with the U. S. Labor Bureau.

I fully agree with Mr. McCarthy that instead of Congressman Blanton being condemned for endeavoring to place before the public a knowledge of the conditions, he is to be highly commended.

The daily papers really gave no information as to the reasons for his censure a few weeks ago, but now that we are able to get some information on this point, it would be most interesting for any of your readers who desire to have the facts, to write to Representative Thos. L. Blanton, Congressional House Building, and obtain from him a copy of the Congressional Records, giving the facts.

It will be remembered that Mr. Blanton was censured for putting into the records, sworn testimony and evidence which was given by the employees of the government printing office as to the conditions actually existing; and while some words of this evidence is not used in polite society, these words being abbreviated when published, it is all the more reason why the public should be informed as to the actual conditions.

The words for which he was censured were not those of Blanton.

He is to be commended for his patriotic action.

Mr. Blanton was elected by the democratic party but he is one of the few men in congress who endeavors to put country above party, he has not hesitated to condemn the actions of the previous administration, and to point out the union labor domination that existed in all departments of the government.

As a matter of fact, his record during congress will show that he has been honest and sincere in endeavoring to economize in public

expenditures and protect people against the worst forms of tyranny and domination and to inform the public of the actual conditions.

He called attention to the fact that for a number of years for anyone to hold a position in any of the government offices it was necessary to belong to the union and to contribute a certain per cent of his or her salary each month to the support of the union in order to provide for strikes that might be called in various parts of the country.

One cannot do justice in a letter or in an article to this matter, but it would be an eye-opener to your readers if they really knew the existing conditions which Mr. Blanton is endeavoring to remedy.

He deserves the support and cooperation of every business man regardless of party.

Yours truly,
Nashville, Tenn. J. A. JOHNSON.

ANOTHER CHAMPIONS CONGRESSMAN BLANTON'S CAUSE

Editor **HARDWARE WORLD**:

The Hon. Thomas L. Blanton, representative from Texas, has for years waged a most courageous war in the House of Representatives against the red and criminal type of labor unionism which has tried to dominate the country and has often been in alliance with anarchists and with the country's open external enemies, as well as against extravagance and grabs of all sorts.

In doing this he has, of course, aroused the bitter enmity of the criminal type of labor unionists and of those who are dominated by them, as well as of those who have endeavored to put through financial grabs that were not for the best interests of the country.

In the House of Representatives on the 22nd of October, Mr. Blanton made a report of conditions in the printing office. The printers' union has succeeded in obtaining virtual control of the United States Printing Office, so that any citizen who sought employment there had either to wear the collar of union slavery and pay tribute out of his wages to union slave drivers and collectors or be forced out of his position.

Mr. Blanton courageously waged war against this and succeeded in having matters very largely bettered under the present administration. The red union members still tried to force out of their position those who refused to pay tribute to the union. Pursuant to this end they indulged in the vilest abuse of non-union men and one of these non-union men incorporated in the affidavit which he gave to Mr. Blanton the vile, foul abuse that was heaped on him by one of the union men because he exercised the rights of a free citizen and did not wear a union collar.

In his report to the House of conditions in the printing office, Representative Blanton included this affidavit which clearly showed the culpability of the union man whom one would think that everyone who

had the country's welfare at heart would be anxious to get out of the service. The vile words of this union man which were quoted were abbreviated to make them less shocking. This affidavit was printed in the Congressional Record as part of the report of conditions in the printing office.

People Should Know Conditions

Mr. Blanton's own words in the report were, of course, in every way proper and unobjectionable, except from the point of view of those who were virtually enemies of the country and tried to get something for themselves at its expense, namely the red criminal type of labor unionists and their tools.

With the respectable, patriotic type of labor, Mr. Blanton is on the friendliest terms. The objectionable words were solely those used by the labor unionist in his efforts to drive out of the printing office a self-respecting citizen because he did not wear a union collar and contribute to a union graft fund. Mr. Blanton's report was nine pages long and of these the affidavit in question was a very small part.

On October 25, Floor Leader Frank W. Mondell, who comes from the labor union ridden state of Wyoming, moved to strike out of the record, not the affidavit, whose words he made the cause of his objection, but the whole report.

Now, it is not the affidavit especially, but the report itself to which the criminal, grafting type of labor unionist objects. Nothing was said about censure for Mr. Blanton and no zeal was shown to have the valuable painstaking work in the report rescued for the public benefit, but the thing was done in the way that labor union grafters would have selected if they had had their choice.

Mr. Blanton proposed and endeavored to have the report itself saved and only any objectionable words stricken out, but Mr. Mondell insisted upon the whole report going, which was a triumph for labor unionism and a loss for the country.

The following day Mr. Mondell moved to expel Mr. Blanton from the House, relying apparently on a partisan majority to do the bidding of its floor leader, but in this he failed.

Now it is especially significant that the only democrat who voted to expel Mr. Blanton was the Tammany member, W. Bourke Cockran, who, under the auspices of the notorious anarchists, Alexander Berkman, was selected as one of the counsel to try to defeat the ends of justice in the case of the notorious traitor, anarchist, atheist, red labor unionist, dynamiter and wholesale murderer, Thomas J. Mooney.

Among other things, Mooney had an especial grudge against religion and was notoriously and openly trying to destroy all religion, as he was trying to destroy all government, yet W. Bourke Cockran pleaded for Mooney in court on the ground that he was a Catholic persecuted on account of his religion—a piece of disgusting and semi-blasphemous hypocrisy that was too transparent to influence the jury other than adversely.

At the time it caused quite a little comment among the jurors at the expense of Mr. Cockran. Certainly Mr. Blanton is fortunate in some of the enemies he has made.

Now it is especially noteworthy that Mr. Mondell's address to the House gave the utterly erroneous impression that the vile language objected to was Mr. Blanton's own language in his report and that therefore the report should be stricken from the records. It is also noteworthy that neither Mr. Mondell nor Mr. Cockran took steps to have excluded from the public service the union man who was the real author of the vile language, but instead concentrated their efforts on the exclusion of a tried and true public servant who had quoted for the very purpose of having such villainess abated and made impossible. Comment is superfluous!

A Real Champion of the People

The records show a long, continuous, arduous service by Mr. Blanton in, among other things, watching appro-

priations and keeping them from being tucked away in odd corners of bills where they would not have proper scrutiny and consideration. The pages of the Congressional Record are full of points of order successfully raised by Mr. Blanton against such appropriations.

Now these points of order can only be successfully raised against items which have no business to be where they are and the very success of these very numerous points of order attests the correctness of Mr. Blanton's position and his service to the public in checking waste and extravagance. But of course those members who are thus checked have not a kindly feeling towards the man who upsets their plans.

Mr. Blanton is a consistent champion of the public's interests. He was for eight years a circuit judge in Texas and is an elder of the Presbyterian church and a 32nd degree Scottish Rite Mason and a Knight Templar. Though a democrat, he has won the hearty support of a number of the republican party, who put principle before party, on account of his unselfish fight for public welfare.

Those who have seen Mr. Blanton's report that was objected to by Messrs. Cockran and Mondell have praised it as a painstaking and patriotic document that was most timely and commendable. Some people, including clergymen, have thought that it was necessary that the affidavit containing the objectionable words should have been incorporated in order that the vile treatment of men in the public service who do not wear the union collar might be fully realized.

Others have thought that the vile words used by the union persecutor should have been omitted, though this would have soiled the force of the quotations and people could not as readily have seen how vile a certain type of criminal unionism is. There is room here for an honest difference of opinion among patriotic citizens, but to try to attach to the Honorable Thomas L. Blanton a stigma, as if he had of his own choice used vile and depraved language, is utterly unjust and, to put it mildly, reflects no credit on those who do it.

Yours truly,

Philadelphia.

FRANCIS RALSTON WELSH.

THE GOVERNMENT IN BUSINESS

A close observer and accurate reporter said recently: "Our government is no exception to the rule that nations require two men and two dollars to accomplish the same result that private industry will obtain with one."

In spite of this often-proved fact, however, there is a constantly active and far from inconsequential body in this republic clamoring for an extension of government activity in business that would put private initiative and enterprise completely out of the running.

With the sad affairs of the United States Shipping Board—to name but one characteristic instance—now fresh in the minds of our taxpayers, we do not lack lusty advocates of a policy that would place our railroads, our coal mines, our oil fields, our almost everything else under the same sort of inefficient and wildly extravagant control. Truly there are none so blind as those who will not see.

When a man feels he is right, he can surmount the most incredible difficulties.

A business man's principal asset is his loyal, trained working force. It is the men behind the guns who save the community.



R. W. LEVENHAGEN TO DIRECT GLIDDEN SALES

Adrian D. Joyce, president of The Greater Glidden Organization, announces that R. W. Levenhagen, vice president, has recently assumed direct charge of the sales policies and sales activities of the Glidden organization, which now includes the two new products, Ripolin and Anaconda white lead.

Mr. Levenhagen is one of the best qualified men in the industry to perform the duties of such an important position in the Greater Glidden Company. Having for many years directed sales work for The Sherwin-Williams Company, The Detroit White Lead Works and the Martin Senour Company, he is well qualified to take these new responsibilities in addition to the duties he assumed when appointed vice president of the company.

Few paint men are better or more favorably known in the trade. Among Mr. Levenhagen's personal friends are many of the country's largest jobbers and distributors of paint and varnish, as well as dealers in many sections of the country, who will be interested in knowing that in the future his personal attention will be given to the development of sales plans and policies for the various Glidden companies.

The recent additions of Ripolin and Anaconda white lead and the aggressive sales and advertising campaigns recently launched for these new products as well as the new plan of Jap-a-lac promotion, indicate that the Glidden Company is a firm believer in the slogan, "The way to get business is to go after it." Mr. Levenhagen states that the company's business has shown very decided improvement during the last few months and that plans are now under way to make 1922 the biggest and best year in the history of the business.

Paint dealers all over the country are beginning to feel the impetus in business that invariably follows increased home construction. Fall and winter business is now assumed a much more favorable aspect.

Shupe & Sons are successors to Shupe Bros. at Marion, Iowa.

Marion E. Boster has purchased the stock of J. E. Chambers at Wells, Kan.

The Odessa Hardware Company of Odessa, Wash., report a very splendid year's business and are anticipating a good trade in 1922.

H. T. POTTER—SHOVEL ENGINEER



This reduced photo of Col. Potter was taken in the "dark of the moon," on an occasion where he made a national reputation as an after dinner speaker.

In this age of specialization and expert knowledge, every man aspires to some unexplored corner of human information. H. T. Potter, sales manager of the Wyoming Shovel Works, is in this sense only remarkable in the novelty of his field and his mastery of it. A shovel engineer is an expert not only in shovel making but at shovel using—plain shoveling—and that's Mr. Potter.

To the minstrels, "All Coons look alike to me," and Shakespeare remarks that "a rose by other name would smell as sweet."

But to the shovel manufacturer like Mr. Potter there is as much difference between shovels as there is between night and day. For the shoveler, contractor, railroad man or other extensive user of shovels the curve of the week's work will vary directly as the kind of shovel used, and as the amount of dirt lifted in each load, even with the way the shovel is held by the shoveler.

All these fine points are brought out after many years of study by just such men as Mr. Potter and his associates. As a matter of fact, the most important time labor studies ever made were with the Wyoming shovel, and the much discussed Taylor system of work, both authoritative and famous, took the Wyoming as its instrument.

Illustrative of the attempt of the shovel manufacturers to "make the punishment fit the crime" in the matter of shovels, the newest numbers in the Wyoming shovel catalog run around 7100. All types and sizes have been numbered consecutively since the company was founded in 1873. Thus the layman can gain some idea of the different models and kinds of shovels that have been tried. At the present time the company actually carries 158 different kinds and sizes of shovels, and an ordinary jobber's stock includes about 100 different numbers.

Mr. Potter is full of his subject—brim full—in a keen way, characteristic of the man who makes his work an art, and puts his personality into it. After his seven years' connection with the Wyoming Shovel Works, during which time Red Edge shovels have become nationally famous, Mr. Potter is as well prepared and "loaded" with facts regarding his work as any man in the country.

Although a great volume of shovels go to contractors and large corporation buyers, we are interested and gratified to know that two-fifths of the company's shovel production goes through the jobber and retail trade to the small user. Mr. Potter has just completed a tour of the United States, visiting the sales branches and connections of the Wyoming Shovel Works, visiting also the western jobbers where the company's sales have been handled for the last 14 years by Charles L. Lewis, with headquarters at 268 Market Street, San Francisco.

SPEAKS FROM KNOWLEDGE AND EXPERIENCE

Editor HARDWARE WORLD:

We want to congratulate you on how you continue to improve your publication; we do not see how you do it. It is most helpful to the entire trade. The writer has been in business for 47 years and your publication is a marvelous one.

As a suggestion to merchants, we believe that more people fail to make a profit because they do not know the cost of doing business than any other reason that we know of. And you do well to stress and emphasize that as you do.

With our best wishes, believe us,

Sincerely,

Owensboro, Ky.

GUENTHER HARDWARE CO.

The Building Industry As It Should Be Conducted

(By George E. Rodman, Attorney at Law, Oakland)

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WHEN we consider the manner in which the building industry is conducted, and when we scrutinize it closely under the magnifying glass of business methods, we are positively astonished.

To begin with, we first see the man who desires to build a home with a clear lot and perhaps a little cash. Picture number two shows this prospective builder negotiating a building loan and giving a deed of trust to the man who makes the loan, but who retains both the money and the deed of trust in his possession.

Then we see the owner letting the contract to, we will say, the lowest bidder, who may be a bona fide contractor, capable of financing the job himself, and able to pay all bills and sub-contractors with whom he has contracted, regardless of whether or not he will make a profit on his contract; but, frequently on the other hand, he is nothing more than a saw and hammer carpenter who could not buy and pay cash for a thousand feet of lumber, but who has figured the job \$100 less than the other fellow; and the owner naturally thinks that he is saving \$100.

Then we see this so-called contractor buying lumber and letting sub-contracts. The job proceeds, the frame is up and the so-called contractor receives a payment from Mr. Loan Man and pays off some of his bills; the roof is on, another payment is received from Mr. Loan Man and some more of the bills paid off.

As the job progresses other payments are received from Mr. Loan Man until the job has been completed, when, lo and behold, it is discovered that the fund has been exhausted without any notice to the sub-contractors or material men and without any possible means of knowing

that the fund was exhausted, because the contractor wants his job finished and the loan man wants his completed security because his deed of trust takes priority over labor and material men. The labor and material men, therefore, not knowing the funds were exhausted, proceeded to finish their part of the job.

The contractor, whether legitimate and responsible or a saw and hammer carpenter and irresponsible, dispensed the funds during the course of construction, in his imagination saw a profit, and from time to time spent some of his anticipated profit, with the result that he is not able to pay off in full his material men and sub-contractors, and the material men and sub-contractors are compelled to accept the prorated settlement or file liens. They are out of pocket any way you figure it.

Who really furnished the greater portion of the security upon which the owner obtained his building loan? In the beginning he only had a lot upon which he possibly might borrow a thousand dollars, with perhaps another thousand dollars in cash. You will readily see that the material men and sub-contractors furnished the balance of the security without any security to them and without their being able to know at any time when the building fund was exhausted. If the balance due is a small amount it does not pay to go to law over it and the irresponsible contractor gets the benefit of those small claims.

If there had been any way in which they could have at all times been informed as to the condition of the funds and known when the same were exhausted, would they have finished the job. No, sir! They only completed the job because they thought they were going to get their money and had no way of knowing wheth-



GEORGE E. RODMAN

Attorney and Assistant Secretary of the Oakland M. P. A., speaks from actual knowledge and experience of many years as to the importance and necessity of protecting every merchant who supplies material for the construction of any building.

er they would or not, and that is the system and the condition today.

Sub-Contractors and Material Men Face Dilemma

They are now confronted with two disagreeable situations, either one of which will result in a loss. They must either settle on a prorate basis or file a mechanic's lien. If the amount, for the sake of illustration, is \$100, it will not



DIAGRAM No. 1

Fig. 1—Representation of the Man Who Desires to Build a Home

pay him to file a lien because the cost of the filing of a lien, we will say, is \$7.50, and before the expiration of the following ninety days, must file suit in the superior court to foreclose said lien, the minimum attorney's fee in such case being \$50. The claimant, therefore, is out \$57.50 before he starts in, not taking into consideration his loss of time in the trial of the suit, etc. You can readily see that he is ahead by settling on a 50 per cent basis.

The other condition which frequently happens, and is far more serious, is where the claim runs into the hundreds and sometimes thousands, with a prior deed of trust, and sometimes two, ahead of the mechanic's lien. The claimant is then placed in a position of having to take care of the prior incumbrances in order to get

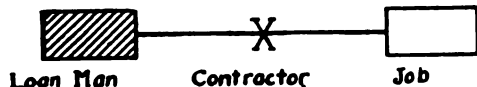


DIAGRAM No. 2

Fig. 2—Shows the Owner Connected Up to the Loan Man

his money out of it. Such is the system and method of the building industry as it has existed for many years and as it exists today.

Material Converted into Mortgaged Real Estate

The material furnished by the material man and sub-contractor is personal property, and, we will say, free and clear. But every morning when they open their place of business they begin to haul out material and deliberately

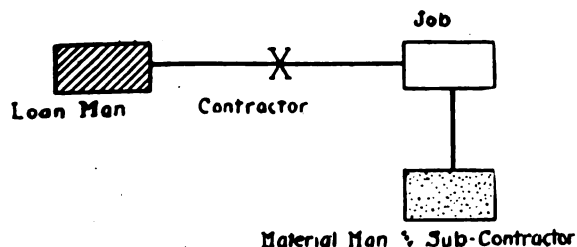


DIAGRAM No. 3

Fig. 3—The Material Man and the Sub-Contractor Connected With the Job, but Not the Money

dump it upon a mortgaged lot. Thereby they allow their material to lose its character as personal property. It takes upon itself the character of real estate mortgaged. It serves as security for the man who loaned the money. Why should the material man and sub-contractor be expected to furnish security without having some say as to where the money is deposited and the manner in which it is disbursed and the means of knowing at all times the condition of the fund and when it is exhausted? Why should they be expected, or as a matter of principle and square dealing, be permitted to proceed to finish their job when there are not sufficient funds?

No Consideration for Those Who Give Security

The material man and the sub-contractor certainly should have some right to say where the money should be deposited, how it should be paid out, and the right to know that there is no longer any money with which to pay them before they proceed to finish the job. The

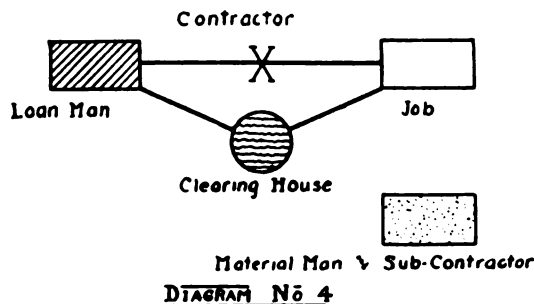


Fig. 4—Shows How the Clearing House Can Be Brought into the Operation

county records of liens filed in the county recorder's office involves hundreds of thousands of dollars, every dollar of which means bad business and has a tendency to discourage building by those who fear such conditions and possible situations. It also naturally results in higher costs of building all along the line, for all business to succeed must at the end of the year show a profit. Consequently, somebody, and that means that portion of the public who pay their bills, has to pay for those who do not.

A Better System Is Required

When we fully consider, in its several parts, the manner in which the building industry is

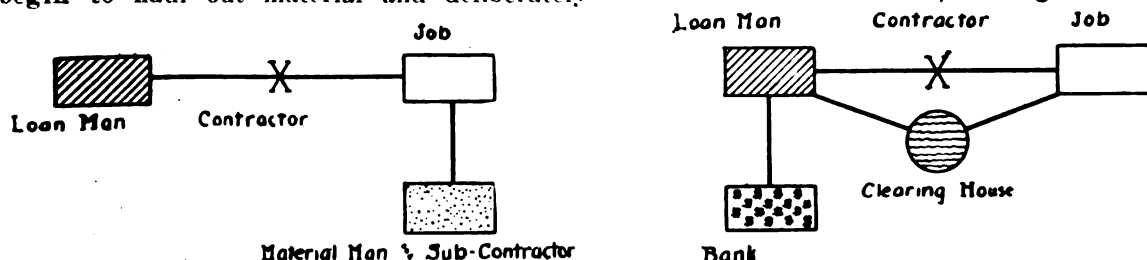


DIAGRAM No. 5

Fig. 5—Loan Man Connected to Bank Where He Has Deposited Money to Be Paid Out Only by Clearing House Drafts

conducted, we must admit that it is positively unsound and unbusinesslike.

The building business is not, nor should it be, a question of credit, or the responsibility of the owner or the contractor, but is strictly a cash transaction. When an owner undertakes to build, he is presumed to have the money to pay for it and every dollar of that money should go into the building before a dollar of it goes into the contractor's pocket, whom the owner has selected, who handles all the money belonging to the material man and sub-contractor, who have had no voice whatever in the selection of the contractor, which virtually amounts to the fact that the material men and sub-contractors are compelled to trust a man to handle their money without any security therefor.

A man's credit may be good today, and for one reason or another he may go wrong tomorrow. Many a good contractor has made a mistake and has had to meet conditions which he could not foresee, with the result that he went broke and carried others down with him. We read of that most every day. The only portion of the building fund which the contractor should handle is that which is left for his profit after the building has been completed and all bills have been paid.

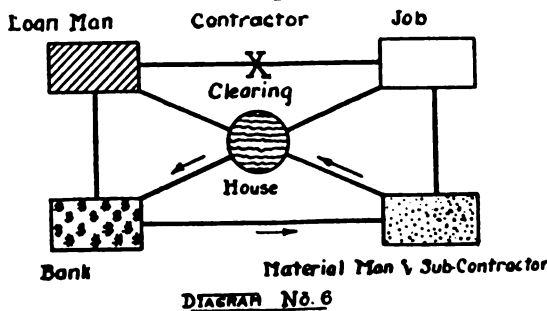


Fig. 6—Sub-Contractor Connected to the Job and Through the Clearing House to Money in Bank

How, then, are we going to remedy such a system and place it upon a sound business foundation?

The material man and the sub-contractor must have some way of knowing at all times the conditions of the finances of the job, regardless of whether it is being financed by the owner, the contractor himself, or by a building loan; and there is only one way to accomplish that.

Before giving in detail the plan that will place the building industry upon a sound business foundation, it might be well to answer the question that would naturally be asked: Suppose the building fund is exhausted before the job is completed, and the owner, having no other resources and already having given a deed of trust to the loan man, who will not advance any more money, as he already has a deed of trust for the completed job, what becomes of the job?

The answer is: This is a matter entirely between the owner and the contractor whom the owner has selected, but whom the material men and sub-contractor have had no voice whatever in selecting.

If the contractor selected by the owner has not been able to finish the job for amount of his contract, that is no reason why the owner should expect the material man and sub-contractor to be the angel. But that is exactly what the material man and sub-contractor have been, and under the present system still are.

The material man and sub-contractor, not being mind readers and having no way of ascertaining at all times how much money is in the fund, are confronted with the proposition that in order to do business they must either furnish the material and accept the contract and take a chance on getting their money, or they must refuse to take the job for fear they may not get their money. Either way you look at it it is a rank gamble.

By the series of diagrams appearing here-with one can get a thorough understanding of how the present incomplete system may be completed, whereby everyone from the owner to the last man on the job will be absolutely protected.

You will see how every dollar of the owner's money will have gone into the job, the material man and sub-contractor will have been paid, and the contractor, if he has a profit coming, will get his.

In order that the reader will get a clear and thorough understanding of the plan, he should study the three diagrams designated as Figs. 1, 2 and 3, which explain the incomplete system as it exists today. Diagram Fig. 1 shows the owner's lot. Diagram Fig. 2 shows the owner connected up with the loan man. Diagram Fig. 3 shows the material man and sub-contractor connected up with the job, but not connected up with the money.

You will see by the diagrams, first, where the owner has his lot. He goes over to the loan man, which square is shaded for the purpose of showing that the building fund is covered up. Between the two you notice an X, which is the contractor, through whose hands the fund is dispensed.

You then notice the lower square on the right hand side connected up with the owner's mortgaged lot, where the material man and the sub-contractor are seen in the act of furnishing labor and material; after which they can chase after the contractor, not once but usually many times, which results, to say the least, in the loss of a great deal of valuable time, which was not figured on in the contract, and which otherwise could have been put to more profitable use.

Upon the completion of the job, of course, the material man and sub-contractor may have been paid in full, for not all jobs go wrong. On the other hand, the ones who have furnished the

material and labor, which is the security upon which the loan has been made, after having finished the job, instead of having the owner, contractor or loan man voluntarily go and pay them, have not only had to chase after them for

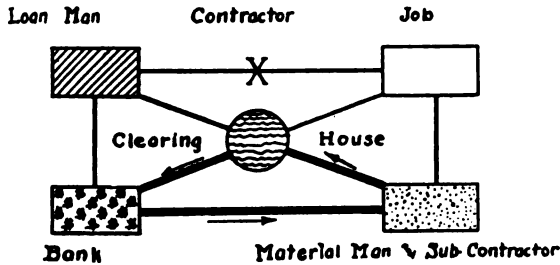


DIAGRAM No. 7

Fig. 7—Shows by Heavy Lines the Simplicity of the Scheme Whereby Sub-Contractor Gets Paid

the money that they rightfully deserve and should have been paid without expense, worry or loss of time, but must face one of the situations described in the early part of this article.

Material Men's and Sub-Contractors' Guarantee of Getting Their Money When Due

You will also note by the diagrams that there is no direct connecting circuit or circulating system whereby the material man and sub-contractor are directly connected with the loan man; that is to say, the money, which is really the only thing which concerns the material man and sub-contractor. Thus you see that diagrams show the present system to be neither perfect nor complete.

Don't fool yourself, Mr. Material Man and Sub-contractor, for that is exactly the way you are doing business today.

Fig. 4 shows Figs. 1, 2 and 3 with a circle in the center connected both to the owner and loan man, the circle representing what is known as the Builders' Clearing House, in which a book of accounts only is kept of the fund. The material man and sub-contractor are not yet connected up with the job.

Fig. 5 shows the loan man connected to the bank, where he has deposited the money to be paid out only by Clearing House Drafts, similar to a trade acceptance.

Fig. 6 shows the material man and sub-contractor connected up to the job and connected up by arrows through the Clearing House to the money in the bank to his pocket.

Thus, we see the diagram is complete, connecting up every link of the business industry.

You will readily see that the Clearing House Draft, passing through the Clearing House and subtracted from the book account leaves a new balance, and when forwarded to the bank and charged against the money in the bank, the balance of the account in the Clearing House and the bank corresponds.

Thus we see the Clearing House does not handle any money whatever. It is only a medium and a system through which and whereby the

material man and sub-contractor, before proceeding to furnish any material or perform any labor, or before finishing up, can call up the Clearing House and ascertain at any and all times the condition of the building fund. The system is a very simple one and, in a few words, explained as follows:

Owner obtains building loan; instead of the loan man keeping the money covered up, it is deposited in the bank with a duplicate account in the Clearing House. The material man and sub-contractor send Clearing House drafts through Clearing House for entry against loan in bank. Draft is forwarded to the bank, where payment is made directly to material man and sub-contractor. Fig. 7 shows, by heavy lines, how exceedingly simple the system is after a record of same has been entered in the Clearing House and the money deposited in the bank.

By this arrangement being made before the job is started, it will save a lot of time, worry and money, from the owner to the last man on the job, and, as previously stated, completes the otherwise incomplete system and puts upon a sound business basis the unsound methods and systems of today.

Instead of an unbroken diagram with a dead end, it shows a completed diagram with a perfect circulating system giving 100 per cent efficiency.

If, for any reason, either on account of misunderstanding, etc., sight draft is not honored at the bank, it is immediately returned to the Clearing House and the drawer immediately notified for the purpose of having the matter adjusted. If it should be found that the difference between the two cannot be adjusted, a certain sum agreed upon is withheld until the matter is adjusted, which guarantees the payment of the draft, but does not necessitate the holding up of the job.

Sometimes the real movie hero is the man who sits through the show.

Be careful about imparting a secret to anyone who says, "I'll tell the world."

It has been found possible to make almost everything from cotton except a profit.

The man who thinks he is nobody's fool had better watch out or someone will get him yet.

When a politician "lays his cards on the table" he usually has another deck up his sleeve.

It doesn't make any difference how much knowledge a man possesses or how well he can use words if he is not able to convey his information in an intelligent manner and to put it to practical use, he will not make a success.

BANK OF AMERICA BUILDERS CLEARING HOUSE	BUILDERS CLEARING HOUSE DRAFT	
	PAYABLE ONLY THROUGH A BANK OR TRUST COMPANY	
AT _____ DAY'S SIGHT PAY TO _____		
DOLLARS _____		
<small>Being in full payment as per statement in return of the draft, same being for material or labor actually furnished for the construction of the improvement situated at _____ Street in the City of _____ and when this draft is properly stamped as being paid to a Bank or Trust Company, same shall constitute a full and complete release to the extent of any lien that the undersigned drafter may have.</small>		
TO _____		
ADDRESS _____		

INSTRUCTIONS TO BANK ATTACHED TO DRAFT	BANK ONLY TO DETACH THIS ORDER WHEN THE ATTACHED DRAFT IS PAID THIS ORDER VOID IF DETACHED FROM ORIGINAL DRAFT EXCEPT BY A BANK OR TRUST COMPANY	
	This draft is placed with the BUILDERS CLEARING HOUSE for the purpose of depositing the BANK or TRUST COMPANY through which same shall be paid, and if this draft is paid on or before due, or within ten days thereafter, the said designated Bank or Trust Company shall deduct not in excess of 2% of the amount indicated for the Builders Clearing House account and shall remit the remainder to the drafter.	
TO _____		
DRAFT DROPPED ON _____		
REASON: _____		
DATE _____		

BUILDERS CLEARING HOUSE: GENTLEMAN: THE WITHIN DRAFT IS HEREBY RETURNED TO YOU FOR THE FOLLOWING REASONS:	
_____ _____ _____ _____	

BANK ACCOUNT NUMBER DRAFT IS NOT INDICATED	BUILDERS CLEARING HOUSE: GENTLEMAN: THE WITHIN DRAFT IS HEREBY RETURNED TO YOU FOR THE FOLLOWING REASONS:	
	_____ _____ _____ _____	

Form of builder's clearing house draft suggested for use in paying merchants who supply material or labor in the construction of buildings referred to on previous page.

GOOD MORNING

Just to open up the day,
Just to brighten up the way,
Making life a bit more gay—
Say "Good morning."

Just a nod and cheery smile
'Twill make your work more worth the while
And 'twill shorten up each mile
To say "Good morning."

There's such a world of difference
'Twixt interest and indifference
That's why I make the reference
To "Good morning."

Who knows what heart you'll lighten
What tired eyes you'll brighten,
Whose courage you will tighten
By "Good morning."

If you'll try it out some day
On those that come your way,
I think you'll find it pay
To say "Good morning."
—Elizabeth J. Hayes.

SUNRISE IN BUSINESS

The sun doesn't rise on all at the same time, and why should the sunrise which is to drive away the business shadows burst suddenly and at the same instant on the whole world?

Just now it would seem that unmistakable signs of dawn are visible in the South. Cotton is in the neighborhood of 20 cents, while 11 or 12 cents was expected; tobacco is higher than the growers ever thought it would be; and rice is now \$4.50 a bag of 100 pounds at the mill as against \$3.50 some six months ago. It looks as if dawn were breaking.

Stand still and you'll fall down.

Radical views will get a following, but they will seldom get a job.

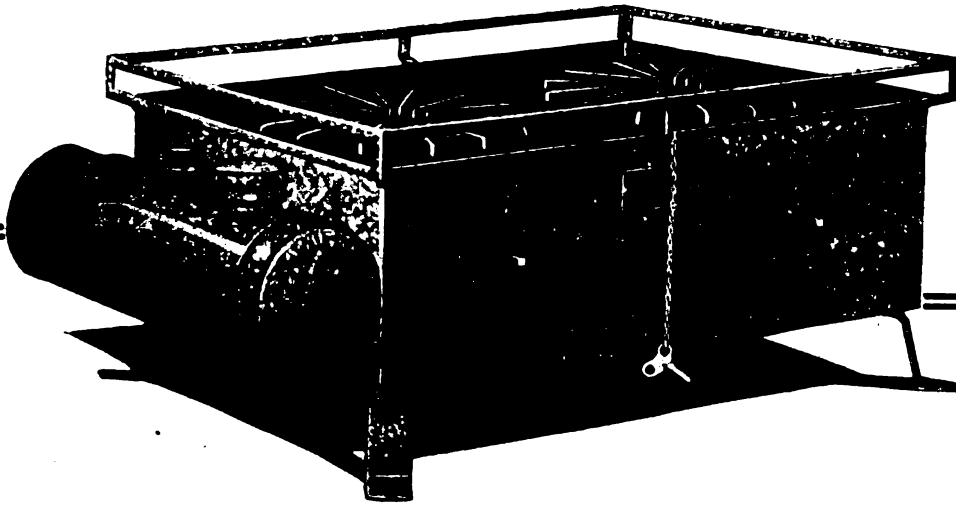
You never hear a middle-aged man announcing that the good die young.

What people really crave is a government that will support and not tax them.

"Nope! We aren't doing much. Things are not just right."

Have you heard that lately? Probably you have. Who makes things just right? Us—you and I and the hundred million other folks in the U. S. A. And as long as we are responsible, for the love o' Pete, let's get busy. Every one of us has some influence, good or bad, and now's the time to wireless out a few cheerful and optimistic thoughts for tomorrow and next week and next month.

"When we build let us think that we build forever. Let it not be done for the present delight nor for the present use alone. Let it be such work as our descendants will thank us for, and let us think, as we lay stone on stone, that a time is to come when those stones will be held sacred because our hands have touched them, and that men will say as they look upon the labor and wrought substances of them: 'See! This our fathers did for us.'"—Ruskin.



Announcing AUTO-GALLEY-KOOK-KIT

For Motor Boats, Yachts, Etc.

SPECIFICATIONS

Body size, 20¼" x 10½" x 5½". Legs, 2" high. Body made of heavy galvanized iron, strongly riveted; all fittings galvanized or of copper or brass. Gasoline tank made of brass, with pressure gauge. Each stove is equipped with a full sheet of galvanized iron slotted to fit the stove legs, for use as a covering for the bench or table on which the stove is mounted. Price complete with all equipment\$20.00

If desired, Auto-Galley-Kook-Kit can be had with the gasoline tank separate, so that it can be mounted outside the galley, minimizing the danger in case of fire. Tank made of galvanized iron, riveted and soldered inside, complete with pressure gauge and brass pump.

Price with 3 gallon separate tank and 20" pump.....\$35.00

Price with 1 gallon tank and small pump\$27.50

Made by the Makers of
the Famous

KAMP KOOK KIT

DESIGNED and built by the manufacturers of the famous Auto-Kamp-Kook-Kits, as the result of requests from prominent boat owners and builders, and according to their ideas and suggestions. A galley stove, perfect in every detail, embodying all the features of the Auto-Kamp-Kook-Kit, but adapted to the requirements of fresh and salt water craft.

Auto-Galley-Kook-Kit burns ordinary motor gasoline—gives a steady hot blue flame that a thirty mile wind will not blow out.

It has been tested under the most severe conditions and has proven itself beyond a doubt the most efficient, most satisfactory galley stove on the market.

Write or wire today for details

Prentiss-Wabers Stove Co.

18 Spring Street, Wisconsin Rapids, Wisconsin

**M. A. WENGERT, President****H. J. HODGE, Secretary**

The influence of the Western Retail Implement, Vehicle and Hardware Association cannot be confined in one state as are most of the other western trade associations. Therefore great delegations of live dealers from Kansas, Missouri, Iowa and Oklahoma will gather at the Century Theatre, Kansas City, January 17, 18 and 19 for their convention, under the leadership of President Wengert and the faithful guidance of Secretary Hodge. Merchants in these states have learned by experience that they cannot afford to miss this greatest of conventions.

PRACTICING THE GOLDEN RULE

There's a new Court of Industrial Relations in Kansas with a man named Higgins who acts as presiding judge. The purpose of the court is to provide the peaceful settlement of any dispute between labor and capital and it goes without saying that the judge has a very large order on his hands.

But Higgins isn't side-stepping. Just to clarify the air, he has written some new industrial Commandments, which offer interesting reading, whichever side one may be on:

To Organized Labor

1. Thou shalt not permit any of thy members to place the union card above the country's flag.

2. Thou shalt not deny to any man, at any time, in any place, the right to work as a free man and to receive wages as such.

3. Thou shalt not demand for any worker a good day's wage in return for a bad day's service.

To Capital

4. Thou shalt pay a fair living wage to each and every one of thy workers.

5. Thou shalt furnish a safe and healthful place in which, and safe appliances with which, thy employes may work.

6. Thou shalt operate thy business as continuously as its nature will permit, to the end that labor shall be regularly employed and that the public may not suffer for the living necessities furnished throughout the medium of thy activities.

To the General Public

7. Thou shalt willingly pay a fair price for all commodities required by thee from labor and capital to the end that labor shall have a just reward and capital a fair return.

8. Thou shalt pay thy taxes cheerfully and honestly to the end that the obligations of the state to all its people may be prompt and properly fulfilled, liberty and justice safeguarded and the general welfare assured.

One of the secrets of successful business is finding out exactly what people want and then taking trouble and pains to supply just that! Much business miscarries because it does not hit the Bull's Eye. To know what people want one must have a clear comprehension of the needs and fads of one's clients or customers.

SPECIAL RATES TO KANSAS CITY CONVENTION

Editor **HARDWARE WORLD**:

The railroads have granted a rate of one and one-half fare for the round trip on the certificate plan to the convention of the Western Retail Implement and Hardware Association to be held in Kansas City, January 17, 18, 19, 1922.

Going tickets may be purchased January 13 to 19, and will, when properly validated, be honored for return tickets at one-half fare, if presented not later than January 23, 1922.

This reduced fare will apply from:

Kansas, Colorado, Missouri, Arkansas (including Memphis and Texas), Oklahoma.

The program will be the most attractive the Western Association has ever presented. The celebration of the "Third of Century" anniversary will be made a feature of the program.

H. J. HODGE, Secretary.

In the handy steel box



Set consists of 12 sockets (including 2 in handle) in the following sizes:

$\frac{3}{8}$ "	$\frac{9}{16}$ "	$\frac{11}{16}$ "	$\frac{13}{16}$ "
$\frac{7}{16}$ "	$\frac{19}{32}$ "	$\frac{5}{4}$ "	$\frac{7}{8}$ "
$\frac{1}{2}$ "	$\frac{5}{8}$ "	$\frac{25}{32}$ "	$\frac{7}{16}$ "

Sockets have the A. L. A. M., S. A. E. Standard openings covering $\frac{1}{4}$ " to $\frac{5}{8}$ " cap screws and $\frac{1}{4}$ " to $\frac{1}{2}$ " U. S. Standard Nuts.

Now you can reach the tough jobs in the tight corners

Frozen nuts in inaccessible corners are easy for the King socket wrench.

The sockets (12 of them) are tapered to thin edges so they get into corners and crevices where no other type of wrench could be used.

And the sockets are turned from high-grade, quality tested, bar steel, broached and hardened—practically unbreakable.

With the big T-handle, that can be used also as a straight or I-handle for longer reach, you can exert giant leverage. A 90 degree (right angle) Bar is furnished for getting behind manifolds or between closed faces, besides a 12 inch extension, which gives you a 2 foot reach.

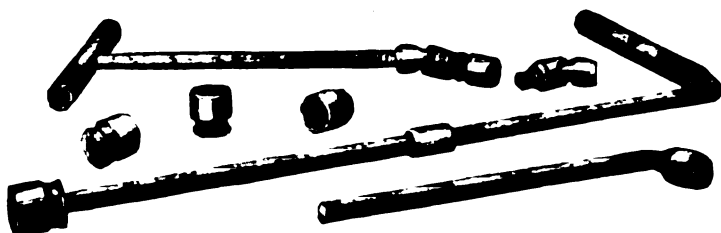
The patented, compact universal joint takes the full power of your effort around the mean corners and makes every nut easily accessible. For every job on the car, truck or tractor.

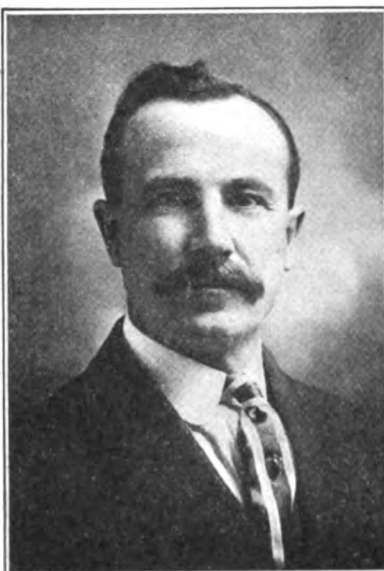
The box is of handy size (11"x4"x1 $\frac{1}{4}$ ") and can be tucked away in the door pocket. Motorists welcome it as a desirable addition to car equipment—and for garage and service use, it is unsurpassed.

Write for details and discounts.

KING PRESSED STEEL & MANUFACTURING CO.
Boston, Mass.

KING
SOCKET WRENCHES
*for every nut
on every car*





A. L. Jamison, President Ore. Ass'n

H. C. Baldridge, President Idaho Ass'n H. C. Jaeger, President Northwest Ass'n

Three of the livest among the live merchants in the Northwest, who will preside over their respective conventions this month.

H. C. Jaeger will handle the gavel at the Pacific Northwest Convention at the Davenport Hotel, Spokane, January 17, 18, 19 and 20.

A. L. Jamison will be in the chair at the Imperial Hotel, Portland, January 24, 25, 26 and 27, when the Oregon retailers are in session.

H. C. Baldridge is leader of the new Idaho association, which will meet at Boise the week of January 31. All merchants are urged to attend their respective conventions. Each has a splendid program in which important matters of vital interest to retail merchants will be discussed. Entertainments provided by jobbers and manufacturers will fill the hours not devoted to business sessions.

WHO FILLS THE PAY ENVELOPE

No doubt 99 per cent of employes in industry think their wages are paid by the man or firm that employs them, which is not unnatural in view of the fact that they draw their money at the cashier's window. But in truth the boss doesn't fill the pay envelope, and wages come through the firm but not from it.

The workman's pay comes from the consumer of the product, be it bicycles, hardware, batik draperies or breakfast foods. The week's pay may be drawn long before the product of that particular week's work reaches the market, in which case it is drawn out of the price paid by consumers for the product of previous weeks.

Or it may be considered as advanced to the employe out of the firm's capital investment just as a bank discounts a note. But in this case the employer simply discounts with cash wages the prospective income from the sale of the commodity. From this selling price, of course, there is also extracted a certain percentage to compensate the executives of the firm for the work and responsibility of management, and a certain percentage of dividend on the capital invested in the plant, machinery, equipment and operating expense.

But the employer who bears the responsibility of guaranteeing wages, is in reality only the directing instrument of production and the

trustee managing the distribution of wages, while the worker's pay actually comes from the buyer.

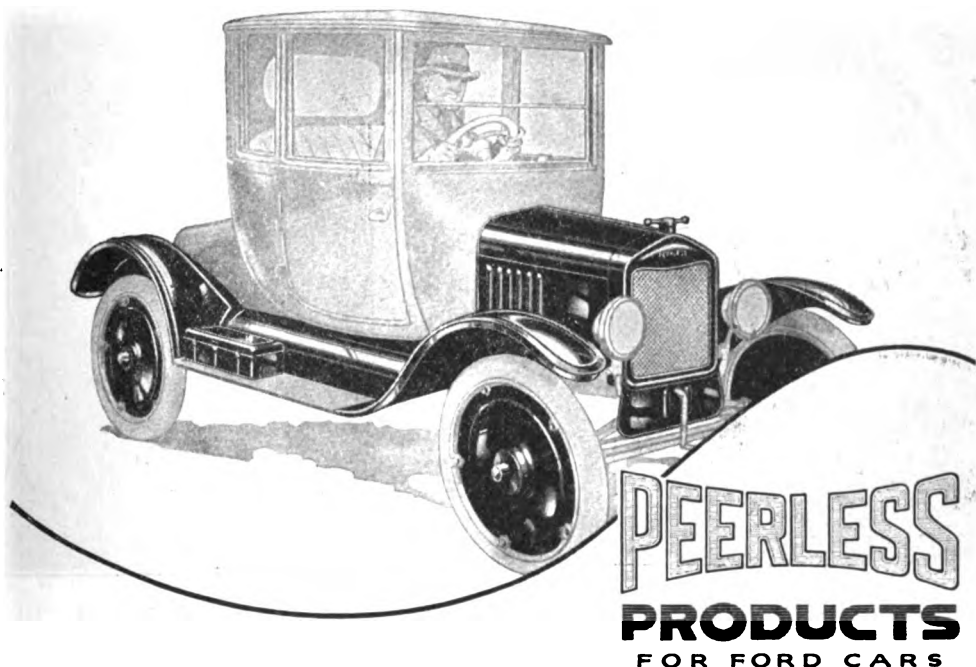
AFTER A RECORD FOR TOY SALES IN 1922

The management of the Bush Terminal Sales Building, New York, has announced the opening of a Toy Fair from January 1 to May 1, 1922, inclusive. Manufacturers' samples covering all principal lines of toys will be displayed and orders taken. Toy merchants and buyers for toy departments are expected to attend from all parts of the United States and from many foreign countries. They will be cordially welcomed at the big Toy Fair.

In order that a comprehensive survey of the toy industry may be presented, the Bush Sales management has arranged that toy manufacturers may show their lines for the full period of the Toy Fair for the nominal sum of \$100. In addition, the management will undertake on a commission basis the sale of the lines of participating toy manufacturers through an efficient corps of salesmen in attendance at the Toy Fair and on the road. Eastern territory, points east of Pittsburgh and North of Virginia will be covered.

The 1922 Toy Fair is under the capable direction of Mr. J. Charles Groshut, well and widely known to the toy trade.

Many toy manufacturers have signified their intention of showing their lines at the great Bush Toy Fair.



The dealer who handles Peerless Products hasn't merely one chance of making a sale—he has a half dozen. If a prospect isn't in need of fenders, he may need a new radiator or hood—if he can't use a tool box, he may buy wheel discs or a radiator cap. Every Ford owner is almost in constant need of some Peerless Product.

And when you've sold him one article from the line, you've paved the way for further sales. For there is a sturdy, service-giving quality in every product bearing the Peerless name that builds consumer confidence and repeat orders. Even the little radiator cap that retails for fifty cents is made to out-serve and outlast the ordinary cap.

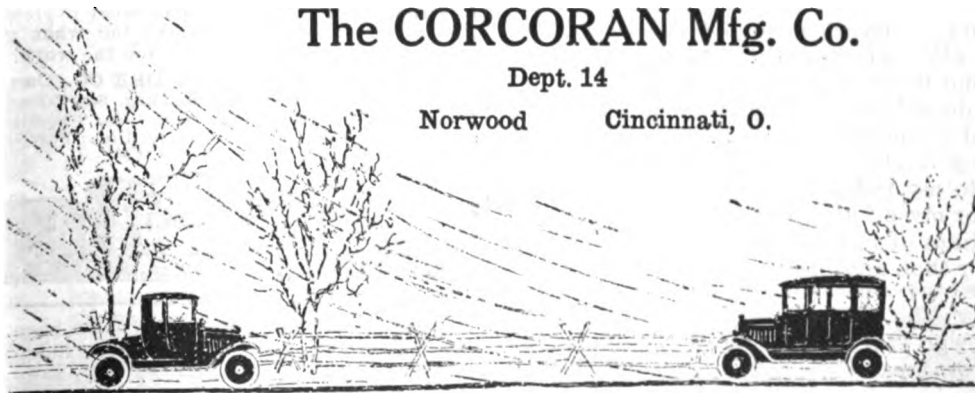
Back of this rapid-selling quality stands a profit that no live dealer can afford to overlook—a profit exceptionally large for products for which the demand is so steady. Ask your jobber for prices—or write us direct.

The CORCORAN Mfg. Co.

Dept. 14

Norwood

Cincinnati, O.





J. W. TILTON, President



J. M. STONE, Secretary

Kentucky entertained the National Convention last year and when President Tilton and Secretary Stone calls to order the convention of the Kentucky Association at the Jefferson County Armory at Louisville, January 24, 25, 26 and 27, they will have a mighty precedent to inspire them. From our knowledge of the Kentucky dealers, we can say that they are well able to "prove up" to such an example.

LOSING YOUR PEP!

Raise Your Right Hand and Repeat the Following Resolutions

I solemnly promise that on each and every day I will spend at least one hour in the open air, in walking or in some other form of physical exercise.

I will never ride on a street car or in a taxi or in an automobile if the distance to be traversed can reasonably be covered by walking.

I further promise that I will take at least twenty minutes for my midday meal, if that is lunch, or thirty minutes if the meal is dinner.

I will give myself at least a half hour for removing the day's dirt and for rest before sitting down to my evening meal.

I will sleep two hours before midnight, and at least six hours thereafter, in a room ventilated by an open window, both winter and summer.

I will refrain from harmful excesses in the use of candy, tobacco, medicines, rich food and from any other practice that will lower my resistance and leave me liable to disease.

I will do only such things that make for my health and my neighbor's health. I will refrain from doing anything that may damage me or do harm to my fellow man.

I set for myself high standards of living, and by clean lines of mind and body will make this year better than any previous year in my life.

Those who stay there longest don't usually get there quickest.



Giant Non-Freezing overcomes the difficulties experienced in cold-weather blasting. It will not freeze under any condition. It will not cause headaches from handling. Hundreds of users of their own accord have written us letters stating their appreciation of this explosive. It is the explosive of today. Tell us what explosives you now are using and we will tell what grade of Giant Non-Freezing to use for the work.

THE GIANT POWDER CO., Con.

First National Bank Building, San Francisco

Branches: Butte, Mont.; Denver, Col.; Portland, Ore.; Spokane, Wash.; Salt Lake City, Utah; Seattle, Wash.; Los Angeles, Cal.



Geo. S. Randall & Company have been increasing their facilities and stock and look for splendid trade in 1922. They are located at Iowa City, Iowa.

"Anything else?" asks the butchers boy

WHEN a customer has made a purchase, the question, "Anything else?" is the crudest form of constructive salesmanship. Crude as it is, it often sells the customer more than the particular article he came in to buy.

The same way with you, when a car drives up for gas, your pump man isn't doing his duty if he doesn't suggest the need of oil also.

But when a customer comes in to have his brake lining renewed and you sell him on the merits of Rusco Brake Lining, and he says, "All right, put in Rusco," do you attempt to sell him another Rusco Product also? If you do not, you are missing an opportunity to increase your sales without any additional selling expense.

When you've got a customer in the store, then's your time to sell him things—**more things than he came in to buy.** Don't pester the life out of him, don't try to sell him things that he hasn't any use for. But make a definite attempt to sell him something that will be really useful and valuable to him.

Try it with RUSCO

THIS is particularly true when you have a line like Rusco which contains such a variety of saleable articles. It is much easier to sell "something else" of the same "make" than to sell another item of an entirely different line.



THE RUSSELL MANUFACTURING COMPANY
MIDDLETOWN, CONN.

RUSCO PRODUCTS

Suppose when you've sold the Rusco Brake Lining, you pick up a Rusco Tow Line and say, "Now, here's a product made by the same people—a Rusco Tow Line. It's an article that in my opinion should be in every car. There never yet was a car or a motorist who didn't go through the experience of getting stalled and having to be towed home. If you have to telephone to a garage to do the towing, it's an expensive job for you, and we garage men don't make anything out of that anyhow. We had rather keep our mechanics in our shop than out on the road doing towing jobs. But if you have a tow line in your car, there'll always be some other car going by that will be glad to give you a tow. And I can recommend this Rusco Tow Line absolutely."

Suppose it's a Ford owner —

who comes in with the cast iron shoes of his rear wheel brakes broken. And suppose, being a Rusco Dealer and believing in Rusco Quality, you sell him on the idea of making replacement with Rusco Steel Emergency Brakes, isn't it the most natural thing in the world for you, after you have closed the sale for the brakes, to try to sell him Rusco Denonco Non-Chatter Bands?

"How about your Ford chattering?" you ask. "Ever see these Rusco Non-Chatter Bands? They are made by the same company and are the best thing I know of on the market to stop chattering."

This is the perfectly natural way and a perfectly easy way to sell a family or line of products like the Rusco Products. You won't always make the extra sale of course, but you will make it often enough to make a little care given to this method of selling pay you big.

**GEORGE H. DIETZ**

Although the "Nebraska iron mongers" hold their convention in the "Little" Building at Lincoln, January 31, February 1, 2 and 3, nevertheless we can expect big things from the convention for the entire trade in Nebraska. President Albert Lahr and Secretary George H. Dietz are planning a program that should prove an irresistible temptation to hundreds of Nebraska merchants.

GRAPHITE FOR SHOTGUNS

Every once in a while one of Joseph Dixon's customers writes and tells us that they have found a new use for our graphite. The latest use is for automatic shotguns, and the following letter explains just how:

"We have been dealing and jobbing in your line of graphite greases for over four years, and it seems that every day brings new experiences and uses for good graphite. The latest experience we had is so good that we thought that we had better pass it on, as it might help you and be to our mutual benefit. Last fall, when we were unpacking our shotguns for demonstrations in our store, we cleaned the guns up and removed all grease and oil, making every part absolutely dry. We then shook in a good supply of Dixon's Motor Graphite, and you could work the slide actions very easily with two fingers.

"When one of the gun salesmen came through he picked up a Remington repeating shotgun and said, 'Where did you get this gun? It is the best working gun that I have ever seen. I want to buy this gun for myself.' So we sold the Remington gun to the Remington salesman. This is only one of many cases that we can trace directly to the use of Dixon's graphite in our guns.

"BOND & HAWKINS,

Muscatine, Iowa.

Urner & James have succeeded the Home Appliance Co. and are handling electrical products at Bakersfield.

**A. M. COX, Secretary Texas Association**

In keeping with the size of Texas and the importance of their association, the Southwest merchants will gather at the Adolphus Hotel, Dallas, January 24, 25 and 26 to talk things over and make bigger plans for the year. President Oscar J. Rea and Secretary A. M. Cox have made arrangements and program on regular Texas lines—biggest in the United States.

THE SINGLE TRACK MAN

(By Jane Bates)

There is a man in our little town,
So careful and thrifty, they say,
He counts every seed in his garden in Spring
And dusts all his tools when he puts them
away.

This man has a job in a town miles away,
But he never misses his train.
He's on time in the morning, he's on time at
night,
In sunshiny weather or rain.

He always reads the same news sheet
O' mornings, and at night
He buys one like the night before
And reads the ink off quite.

Now recently it happened
A once-in-a-life chance came,
And knocked right at his big front door,
And even called his name.

But this man in our town couldn't answer.
He hadn't a word to say.
He had run so long on a single track
He knew no other way.

And so he gets the seven-ten,
And the five-fifteen as well.
And he'll soon be wearing blinders,
As near as we can tell.

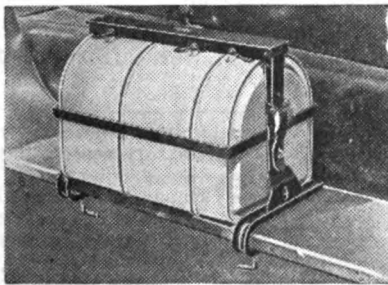
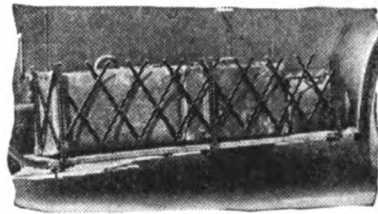
Three New Boyco Business Builders

Here are three new Boyco products that mean added sales and bigger business during the coming summer season. Place your orders now for your spring requirements—insure prompt delivery.



The Boyco Kool-Kanteen strikes a new note in canteen construction—provides a water container for every outdoor need, whose substantial build permits complete usefulness without any possibility of breakage and, in addition, keeps its contents positively cool even when exposed for hours in the hottest midsummer sun. The capacity of four quarts is sufficient for an entire party. This new Boyco product with its unique heat resisting qualities means new comfort wherever used and assures refreshingly cool drinking water on the hottest day. Write for descriptive folder.

Boyco Luggage Racks are of improved diamond-shaped construction. Fasten securely to any running board. May be extended to any length to fit the individual car. Boyco reinforced construction insures maximum rigidity and strength. End-gates effect a completely enclosed carrier. Send for Luggage Rack folder giving full information.



Here is the No. 221 Service Unit, offered for the first time this year. Fits the running board without protruding over the edge. Autocans for Gasoline, Oil and Water are held securely in an all-steel frame. Innovations incorporated in this new Service Unit make it theft-proof. A flexible filling tube carries inside the Gasoline Autocan and provides real convenience in pouring Gasoline or Oil. Full particulars are contained in the Boyco Service Unit folder. Write today.

Boyle Manufacturing Company

Los Angeles, California

Boyle Manufacturing Co., 21 Sutter St., San Francisco
 F. H. Chown, 1121 Gasco Bldg., Portland, Oregon
 C. H. Harbon, 1403 Grand Avenue, Dallas, Texas
 Bert G. Cochrane, Hartford Building, Chicago, Illinois
 Hirsig Sales Co., 908 Broadway, Nashville, Tennessee

Chas. M. S. Foster, 243 Columbus Ave., Boston, Mass.
 G. F. Edelbrock, 206 W. Tenth St., Wilmington, Del.
 J. Orr, 253 W. 58th Street, New York City, N. Y.
 O. L. S. Holmes Co., 213 1st Ave. North, Minneapolis
 A. W. Jonas, 3343 Virginia Avenue, Kansas City, Mo.



E. E. LUCAS, Triple Secretary

Colonel Lucas has proved himself a master hand at managing association affairs, particularly the annual conventions. Every meeting under his management seems to run more smoothly and be more valuable and interesting than the last. This year he is responsible for the arrangements of three of the conventions in the Northwest, and he will be the busy secretary successively at Spokane, Portland and Boise.



E. D. HOLMES, President Mountain States Association

If pure air brings clear vision, and high altitudes mean lofty ideals and mighty standards, big things are in store when President Holmes and Secretary McAllister gather the loyal merchants of the mountain states of Colorado, New Mexico and Wyoming at their convention at Denver, January 24, 25 and 26. As usual the H. I. P. Club, including the jobbers and their representatives in the territory, will be active in entertaining the delegates.

WHY NOT THIS KIND OF A SALE?

After the first of the year we will be having all sorts of sales. Pre-inventory sales, post-inventory sales, stock reduction sales and various other kinds of sales. Would it not be better at least occasionally, perhaps all the time, to take the public into your confidence, to educate them to believe that you are going to give them the exact facts?

Talk in a natural way, it doesn't require large words, it doesn't require theoretical experts to prepare your advertising.

Remember after all that advertising is nothing more than salesmanship on paper and if you will use the same kind of talk in your advertising as you do in talking to a prospect in person, you will get better results and have far more readable advertisements and you will inspire confidence.

Here is the way a western merchant worded his "sale" advertisement, which proved most successful:

"This is not a fire sale—for we have not had a fire. This is not a bankruptcy sale—for we are not bankrupt.

"This is not a sale to raise money to pay creditors—for we are pretty sound financially. We are not going out of business nor are we 'slashing to the bone.'

"But this is a sale of slow moving articles which we have had for some time.

"Our buyers are not infallible, although they do use good judgment. They make mistakes at times and we have some articles on hand which we would like to turn into cash.

"We are, therefore, pricing these articles very close to cost price. If you can use any of them, you may be sure that you are obtaining full value for your money and an article which is strictly as represented."

Then followed a list of some of the slow moving articles which were offered to the public.

W. P. Gaydeski, the hardware merchant of Monse, Wash., reports a very satisfactory season of trade.

The Akers Hardware Company at Oakesdale, Wash., report a very satisfactory trade in hardware, implements and tractors, and report a good outlook.

The Neeley Hardware Company of Preston, Idaho, are handling the Winchester line and report a very satisfactory season of trade and an excellent outlook.

The Harper Hardware & Furniture Company has been reorganized at Prosser, Wash., with D. H. Harper, president; D. H. Harper, Jr., secretary and assistant manager, and Mr. Cotton, treasurer. They are planning to increase their stock the coming year.

The Moneta Hardware Company at Moneta Avenue and 45th Street, Los Angeles, of which R. W. Leas and C. C. Brinkley are the proprietors, have recently completed a \$50,000 brick structure for housing their hardware trade. This was made necessary by the continued increase in business. They report a splendid outlook.

The price of every
KEEN KUTTER
Tool
has been reduced



SIMMONS HARDWARE COMPANY
ST. LOUIS, MO.

SHEET METAL PRODUCTS PIONEER

Opportunities are always open to any wage earner, artisan, factory worker, employe or man who works with his hands. Where there is thought, energy, persistence, an appreciation of the ungratified needs of the world and some new way to supply such needs—there will reward be made by a ready world.

So it has been with President H. C. Hanson of the American Gas Machine Co., one of the pioneers in perfecting folding camp cook stoves and other sheet metal wrought devices and conveniences for the modern American, particularly he or she who launches forth into the great outdoors.



H. C. HANSON

A Pioneer Manufacturer of Camp Stoves

Mr. Hanson has not been alone in his contribution. Other stoves, lanterns, washing machines and lighting outfits are on the market and they have been called to the attention of the good readers of the *HARDWARE WORLD* in the past. But the record of Mr. Hanson in developing the American Gas Machine Co. and its products is a good typical American story, illustrating the equality of opportunity always existing, and the final triumph of idea with merit and worker with persistence.

Just as the automobile has revolutionized transportation the world over, so the folding camp cook stove is one of the modern devices that has revolutionized recreation, at least as far as automobile and other outdoor parties are concerned. There was a time when everyone must either depend on a cold lunch basket or the open fire for the midday meal away from home.

With the folding camp cook stove it is not necessary to depend on either of these alternatives, nor to be tied down to the frequency or accommodation of wayside inns. Just open the compact running board box, take out the folding camp stove, light either one burner, or both, open up the oven and wind screen if necessary, and you will have accommodations so complete that you will wonder why everyone doesn't follow your example and do it oftener.

Important Item Added to Stocks

In these last few years the world has accepted folding gasoline cook stoves among other new commodities. The cost of such a stove is within the reach of everyone. Its use is almost boundless in possibilities. Every reader of this page doubtless stocks folding camp stoves and looks forward to a big turnover on them

the coming season. Many merchants report remarkable activity in this line. And here we get back to the origin of camp stoves and their founder.

Two important circumstances led Mr. Hanson into this field. He is an outdoor man, a great fisherman, a good old-fashioned "family man." It has always been the habit of Mr. and Mrs. Hanson and their son to go out into the country together in the summer time. A fishing trip for Mr. Hanson is not complete unless the family is there. Necessarily the need of outdoor equipment was acute from the very start.

In addition Mr. Hanson was a metal worker by trade, and his work in perfecting the American Gas Machine at Albert Lea, had prepared him well for experiment and adaptation in adding to the comfort and convenience of pioneers and adventurers. His first efforts were for his own comfort and his family's. Although the American Kamp Kook, as Mr. Hanson's stove is known, has been on the market for several years, and it had been successful in the family for several years before that.

He Was Whole Company at Start

As a young apprentice a score of years ago, Mr. Hanson got the authority of his employer to do a little experimenting and constructing for himself on a gas lighting system he had figured out. At odd times in the corner he worked. That was the beginning of the American Gas Machine Co. When the outfit had been perfected and was on the market, he used to take a sample on a wagon and drive all over Minnesota getting orders. Then he would return to the factory and build the machines.

Growth from so healthy a start as this is bound to be sound, and the great development which has made the business thoroughly national on a number of lines is only a merited tribute to the industry, the inventive faculty, and the stolid perseverance of the founder.

BUSINESS TO BE HAD FOR THE ASKING

The Automotive Equipment Association have recently demonstrated to the automobile equipment jobbers as well as the dealers and salesmen that sales can be materially increased by using a little common sense, or in other words calling attention of their friends to the need of their merchandise.

When anyone drives up to the curb for gasoline, note his car and suggest some convenience or some equipment that would make driving more of a pleasure.

Dealers and garage men who did not believe that it was possible to increase their sales in this way have had splendid results.

BLACK & DECKER ANNOUNCE ACCELERATOR

A new product announced by the Black & Decker Mfg. Co. in the accessory line is a cushion accelerator, which has been developed by them at their Baltimore factory and for which patent has been applied. The purpose of this device is to make more even the driving of a car over rough roads or any bump or jar.

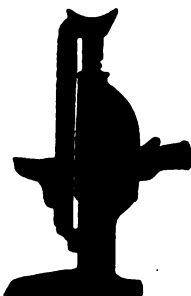
An aluminum pedal attached to the floor board with an air pressure cylinder prevents sudden jars or bumps being reflected on the throttle by jarring the operator's foot.

Your conception of the world is chiefly your conception of yourself.

RELIABLE**What the Motorist Expects**

You know the motorist expects dependability when he buys a jack, a jack that will give good service, one upon which he can rely when the need arises.

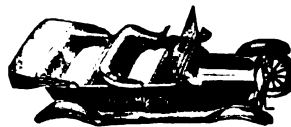
A Reliable Jack just fills the bill! When you sell one of these good jacks you know you are putting dependable merchandise across your counter. The customer gets what he expects and you have made a regular customer of him.



No. 46 Reliable

Write today for our catalog
showing entire line or
ask your jobber

**THE ELITE
MANUFACTURING CO.**
ASHLAND, OHIO

**AUTO TOPS and
Seat Covers**

**Top Recovers, Seat Covers
Radiator and Hood Covers
Side Curtains, Rain Guards
Tire Covers, One-man Ford Tops
Trimmers' Material and Supplies
Tents, Paulins, Wagon Covers
Cotton Picking Bags**

Clifton Manufacturing Company

**Main Office and Factory
Waco, Texas**

**SAN FRANCISCO - LOS ANGELES
DENVER, COLORADO
KANSAS CITY, MISSOURI
DALLAS, TEXAS**

MOTOR MERCANTILE COMPANY**Wholesale****Exclusively**

**Carrying Complete Stock
of Automotive Parts
Equipment
and Supplies**

**EXCLUSIVE DISTRIBUTORS FOR THE
FOLLOWING LINES**

Metal Oil	Momoco Tool Kits
Gearcase	Pemko Ignition Parts
Mistite Tubes	Lockwood Seat Covers
Stromberg Carburetors	Tire and Radiator Covers,
Wainwright Pistons	Etc.
Stan-Far Perfection Springs	Fairbanks Garage Equip-
Spirax Radiators	ment.
K & D Shock Absorbers	Gandy-Otto Garage Equip-
for Fords	ment
Gabriel Snubbers	Arrow Grip Chains
Gilmere Fan Belts	Du Pont Top Material
Key Bee Spot Lights	Laidlaw Seat Cover
Momoco Bronze	Material
	DrifKure Retreaders

And a Complete Line of Mechanics' Tools and Garage
Equipment

New 1920 Catalog Furnished on Request

MOTOR MERCANTILE COMPANY

115-117 South West Temple Street, Salt Lake City

**Are You Selling
Superior Motor Oils
and
Superior Greases?**

They test the best.

They give the most lubri-
cation for the least
money.

They are not sold direct to con-
sumers.

Our forty years experience is back
of them.

Write for our price list and special quan-
tity propositions.

Galena Manufacturing Company

500 First St., Galena, Illinois

INCREASING GENERAL HARDWARE LINES

One of the youngest but at the same time soundest and most progressive of the wholesale houses distributing tools, machine shop equipment and supplies is the General Machinery and Supply Co., whose entry into the general hardware line is a recent trade development.



ALLAN GREEN, Vice President

During the war the General Machinery & Supply Co. was one of the largest supply houses for the shipyards and war industry plants in the great construction work which was being carried on in the West in behalf of the government and other war agencies. During this time all the facilities and energy of the company were absorbed in supplying war industries. Necessarily a strong organization was built up, thoroughly acquainted with problems in steel and mechanical construction work.

With the change from a war basis, the General Machinery & Supply Co., now places its organization, facilities and experience at the disposal of the domestic trade.

The energy and strong organization that proved its ability under forced circumstances should be valuable beyond measure in the more tranquil and steady paths of normalcy.

A complete stock of drills, shovels, waste, bolts, metals and machine and general supplies sold through the hardware trade are carried by the company. They are exclusive distributors for such products as Detroit twist drills, William Powell valves, the products of the Mechanical Rubber Co., Gandy belting, Ohio blowers and other products along similar lines. In addition to these they also carry a full stock of standard items and supplies.

Under the presidency of C. E. Green, the company has the advantage of sound fiscal guidance and advice, while Vice President Allan Green has made a careful study of the business and is an able executive in managing the firm's financial affairs.

Arthur Sugden has recently joined the firm as vice president and sales manager. He was for many years sales executive of the Pacific Hard-



ARTHUR SUGDEN, Sales Manager

ware & Steel Co., and since that time is also an active member of the firm of Lamont & Sugden, steel merchants and manufacturers' representatives.

Under this able leadership and with the "will to achieve," the General Machinery & Supply Co. should prove a more and more important factor in the western trade.

C. E. Whitney has purchased the Wallace Hardware Company at Coalinga.

F. H. Marx has purchased the hardware stock of Hovey & Company at Pe Ell, Wash.

The Seattle Hardware Company has been awarded the contract for the hardware on the \$1,000,000 Roosevelt high school at Seattle.

R. G. Armstead recently opened a new hardware store at Richmond, Calif. For years he was connected with the Square Deal Hardware Company.

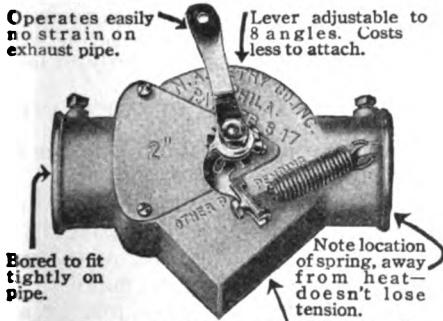
Edgar Mitchell, in partnership with C. I. Smith, is planning to open a hardware store at Hermosa Beach. He was formerly engaged in business at Oxnard.

The Corbett Hardware Company of Tucson, Ariz., are planning to remodel their building and reorganize in order to give them facilities for carrying an increased stock. However there is no change contemplated in the personnel of the firm, other than improving their facilities.

Petry Tuning-Up-Valve

Operates easily
no strain on
exhaust pipe.

Lever adjustable to
8 angles. Costs
less to attach.



Bored to fit
tightly on
pipe.

Note location
of spring, away
from heat—
doesn't lose
tension.

All exhaust expelled to rear (not down)
through megaphone opening. Highly machined
valve stops fluttering.

Why do particular motorists demand the Petry Tuning-up-valve in preference to all others? Motorists find that the Petry Tuning-up-valve is a carefully designed, well made product, and not some castings carelessly assembled. The Petry Tuning-up-valve appeals, on sight, as a "good job." Compare it yourself with the ordinary cut-out—and your verdict will be that it is "America's Best Tuning-up-valve" and "Scientific Detector" for tuning up and locating trouble. 16 sizes for all makes of cars.

N. A. Petry Co., Inc., 345 N. Randolph St., Philadelphia
"Makers of Petry Pump, Ventilator and Pedal"

Western Distributor:

Norman Cowan Company, 445-51 Rialto Building,
San Francisco, California

Copyright 1921, N. A. Petry Co., Inc.



Sioux Tools are the standard tools in garages everywhere
for

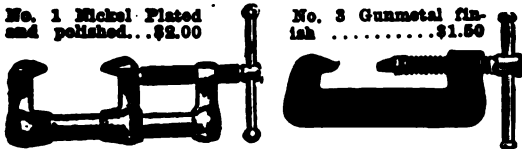
**REMOVING BUSHINGS
RE-FACING, RE-SHATING, GRINDING
ANY AND ALL SIZE VALVES**

ALBERTSON & CO., Manufacturers, SIOUX CITY, IA.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated
and polished...\$2.00

No. 3 Gunmetal finish
.....\$1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1006 Forest Ave., Ann Arbor, Mich.
Western Representative, Walter A. Scott Co., Mills Bldg., San Francisco, Cal.

Electric Appliance Company

807-809 Mission St., San Francisco

**JOBBER OF ELECTRICAL AND AUTO
SUPPLIES AND ACCESSORIES**

Electric Ranges
Suction Cleaners
Fan Motors
Wiring Materials

Washing Machines
Ironing Machines
Heating Devices
Auto Accessories

Tires—Tubes—Ford Parts

Genuine Crank Shaft and Connecting Rod
Bearings, Etc.

"HEXALL"

Trade Mark Reg. U. S. Pat. Office

SOCKET WRENCHES

FOR speedy repairs to out of the way parts; for dependable use under all road conditions; for long and consistent satisfactory service—there is none to equal a "HEXALL"—a set for every need. Guaranteed:

**"Break Any 'HEXALL' Wrench and We
Repair it—No Charge"**

R. F. SEDGLEY, Inc. Est. 1897

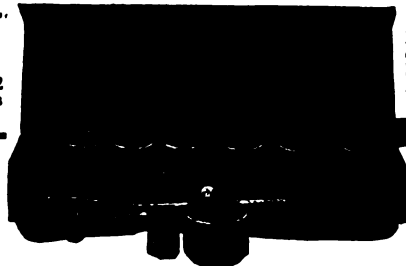
Makers of "BABY" Hammerless Revolvers

2311-13-15 North 16th Street, Philadelphia, Pa.

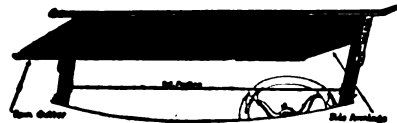
Pacific Coast Representatives:

McDonald & Linforth, San Francisco, Cal.

"Hexall"
Ratchet
Socket
Wrench
Set No. 2
11 Pieces



Pat-
ented
May 1,
1917



Stock NEW ERA Visors and you can offer car owners all the latest and best features. All metal, patented rain gutter, awning ends, adjustable, green underside that rests eyes. Steel \$7.50, aluminum, \$10. The ideal line. Write for catalog.

NEW ERA SPRING & SPECIALTY CO.

65 Cottage Grove Ave., Grand Rapids, Mich.

Also manfr. of New Era Springs and New Era "Better" Bumpers

NEW ERA
DeLuxe (All Metal) VISORS

"OIL RUINS TIRES"

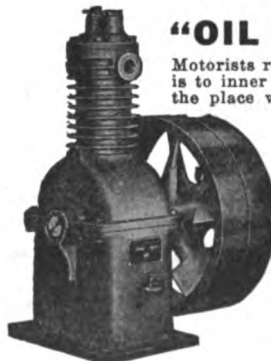
Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

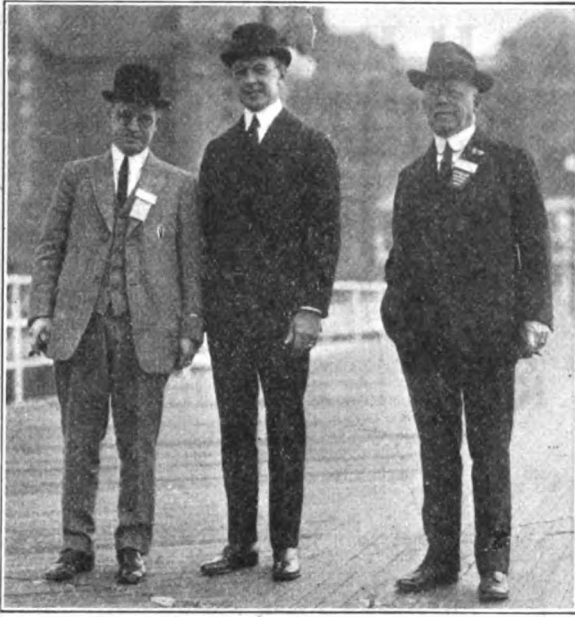
**CURTIS AIR—FREE
FROM OIL**

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin O-5.

Curtis Pneum. Mch. Co.

1513 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.





PEXTO STRADDLES A CONTINENT

Here is the backbone of the trans-continental sales organization of Peck, Stow & Wilcox Co., as the camera caught them at the recent convention and conference at Atlantic City.

From left to right: M. Isbister, middle western sales representative; T. J. Ray, vice president, and John S. Howell of Osgood & Howell, Pacific coast representatives. President L. E. Fickthorn is standing

just to the left of the group, as we see it, but just far enough to be in total eclipse.

We have it on very good authority that Mr. Fickthorn absolutely rebelled at sharing the honors in any picture with anyone of these three gentlemen, let alone three. We have his solemn pledge that he will appear alone and unassisted in one of our early issues.

BE THE BEST OF WHATEVER YOU ARE

If you can't be a pine on the top of the hill,

Be a scrub in the valley—but be

The best little scrub by the side of the rill;

Be a bush if you can't be a tree.

If you can't be a bush, be a bit of the grass,

Some highway to happier make.

If you can't be a muskie then just be a bass—

But the liveliest bass in the lake!

If you can't be a highway then just be a trail,

If you can't be the sun be a star;

It isn't by size that you win or you fail—

Be the best of whatever you are!

—Douglas Malloch.

Fields & Sherwood have purchased the business of W. H. Jenkins at Dexter, Mo.

The B. & M. Hardware Co. have purchased the White & Jones business at Fairbury, Neb.

W. S. Hanley has purchased the interest of F. D. Cox in the Steele Supply Co. at Steele, Mo.

J. J. Moe and Edgar B. Hovley of the Bargain Store at Ferndale, Wash., have taken over the stock of J. J. Moe.

SIMONDS

HACK Saw Blades bend but they do not break. That is why the average hack saw user finds that he prefers them to blades of lower quality, even though the latter cost him less.

QUALITY in an article like this is the one thing that counts and Simonds Hard Edge Non-Breaking Hack Saw Blades have the quality which should make them standard for every Hardware Dealer.

Simonds Manufacturing Co.

"The Saw Makers"

Fitchburg, Mass.
Portland, Oregon
San Francisco, Calif.

Chicago, Ill.
Seattle, Wash.
Vancouver, B. C.



TROW TRAVERSES TERRITORY FOR "TOURIST"

Having been for sixteen years in the stove business, when F. A. Trow last spring became general manager, stove department of the Albert Lea Foundry Co., his contribution to the efficient management of his department consisted of, in addition to his services, a thorough knowledge of camp stoves and an appreciation of the difficulties under which they have been marketed.

According to Mr. Trow, it seems almost impossible to maintain a uniform retail price on camp stoves. For

many reasons, chief of which he believes is the variable jobbing discount, this disparity in price has occasioned much dissatisfaction, suspicion, and hard feeling among the trade.

He says wrathful dealers accuse the jobber of unfair discounts to competitors; the jobber in turn believes retailers slash their own throats and ruin the market; department stores, it is rumored, buy direct from the manufacturer and undersell the dealer who obtains stock through legitimate jobbers; the sporting goods man is distrustful and complains bitterly of his inability to cope with the situation. Everybody kicking and no one knowing just where the trouble is, as Mr. Trow has it.

Now the new "Tourist" Campkook Kit of the Albert Lea Foundry Co. is a sturdy, well made, compact, handy and efficient camp stove, possessing many desirable features and qualities. And Mr. Trow believes that if a uniform retail price can be maintained, his stove will be a great success.

In order to insure this, the "Tourist" Kit will be distributed through but one or two jobbers in each territory. By this method, Mr. Trow claims he can keep in such close touch with distribution that there will be no irregularities in retail price, because each jobber will be held responsible in his territory.

The Belle City Hardware Co. has purchased the stock of George A. Nichols in Racine, Wis.

The Lafayette Hardware & Lumber Company has been incorporated at Lafayette to handle hardware, building material and furniture with a capital stock of \$5000.

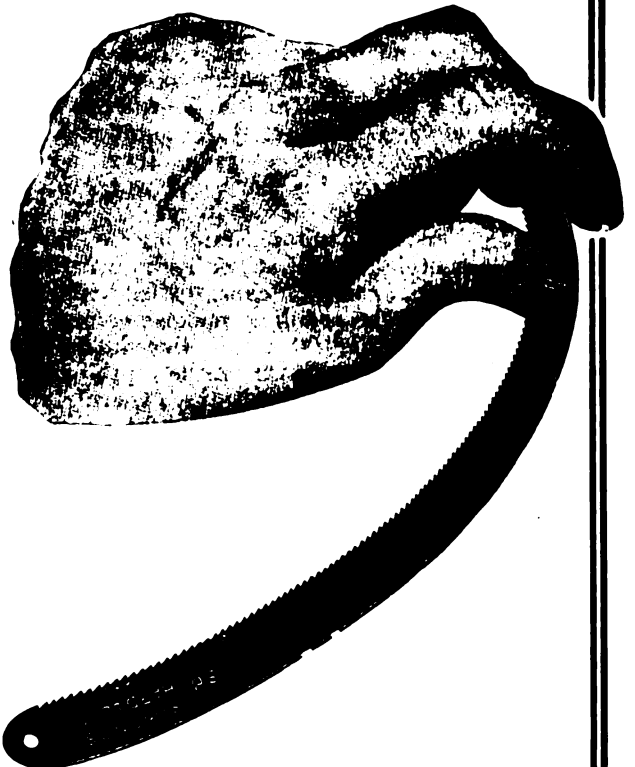
Casebeer & Hubbard, who recently purchased the business of W. A. Cowley at Central Point, Ore., are planning to add to their line of sporting goods, house-furnishings, etc.

Non-Breaking Hack-Saw Blades

SIMONDS is the Hack Saw Blade that does not break when properly used, nor does it shell teeth. It is a fast cutting blade which holds its edge longer

Dealers who sell Simonds Hack Saws have assurance that their customers will be satisfied when they use these blades.

Write for prices and information regarding retail sizes.





JACK RHODES—"THE CAN MAN"

Lest it be thought that we introduce a new figure to the trade with publication of a likeness of J. H. Rhodes, let us assure our friends and his that it is to greet an old friend and not introduce a new one that we welcome Mr. Rhodes to our pages this issue.

For the last 13 years Mr. Rhodes has represented the Atlantic Stamping Co. of Rochester, New York, in the West. The length of the connection is its own evidence of mutual satisfaction on the parts of the manufacturer, the representative and the customer. Good nature, square dealing, bigness in policy as well as in stature, and a thorough familiarity with conditions may always be counted to conquer and build up trade. Such factors as these have helped Mr. Rhodes in his work and won him a welcome in all parts of the territory.

For 18 years the Atlantic Stamping Co. have built up a complete and nationally known line of wash boilers, garbage cans, pails, buckets and containers. The company makes one of the heaviest and the highest grade lines offered, and specializes on the finish of their products. Even the packing carries out the general impression of quality and completeness.

In 1908 the company was generally reorganized and came under the present administration with A. C. Thompson as president and M. J. Dowling as general manager. It was at this time that J. H. Rhodes—his friends only know him as "Jack"—joined the company and took over the difficult task of "pioneering and winning the West." How well he has accomplished this mission, the trade well knows. Although his home is in Rochester, he makes three complete circuits of the western buying centers during the year.

The Atlantic Stamping Co. draws very strict trade lines in their distribution, the jobber and



CURTIS COMPREHENDS KITCHEN'S KINKS

Perhaps E. F. Curtis will be hailed by St. Peter at the Pearly Gates as the West's greatest home-maker. At least he deserves a wider fame than these pages can offer, particularly among the millions of western women whose cares and trials he has lightened these many years. The pity of it is that they are prevented from rendering the tribute due, by the modesty and unselfish aloofness which has always characterized Mr. Curtis' benefactions.

As household goods buyer for Baker, Hamilton & Pacific Co. these many years, he has been responsible for outfitting kitchens from the Arctic Circle to the Equator, some of them so far west that they become east, far overseas. So conscientious has he been, that the domestic cares of every housewife have been his cares. In fact, his polished brow is eloquent tribute to his labors and sacrifice. Every wrinkle he has gained and every hair he has lost have saved labor and care from thousands of housewives.

Mr. Curtis' first contact with the household goods department of the hardware business was at Grass Valley. He has served in his chosen field with such leading western institutions as the McCormick-Saeltzer Co., Ardizzi & Olcese, Kutner-Goldstein Co. and others. His long experience and abilities along this line now have the broadest possible outlet and he is happy in his responsibilities and far-reaching influence.

dealer. Mr. Rhodes claims that he deliberately refuses business from any department store or any merchant who desires to buy direct in favor of the jobber in the territory, protecting him at any and at all times. Any mail orders to the company from others than their distributors in the territory are either credited to the jobber or turned over to the jobber.

In addition to the Atlantic Stamping Company, Mr. Rhodes represents the products of the Elgin Stove & Oven Company and also of the Defiance Lantern & Stamping Company in his travels among the western buyers.

A. Villman is engaging in the hardware and furniture business at Ripley, Calif.

Goodbye to 0°

Science has Won



Less corrosive than plain water

Will not freeze

Will not rust

Will not evaporate

Fill auto radiator with Chromine; it lasts all season

Chromine came to the attention of the Pyrene Mfg. Co. Inc. some time ago, but this Company, aware of the disastrous results caused by previous anti-freeze mixtures, received it with little favor.

Only on the reputation of Dr. Miller Reese Hutchison, formerly chief engineer for Edison, and the inventor of Klaxon, Dictograph, Acousticon and other large selling products, the Pyrene Company took *Chromine* to its experimental laboratories.

Dr. Hutchison developed *Chromine* and personally sponsored it. He said it would work and was the only product that would answer the radiator freezing problem.

The Pyrene Company tested *Chromine* not once but many times as did also the Electrical Laboratories of New York, and Dr. J. C. Olsen, Professor of Chemical

Engineering in the Brooklyn Polytechnic Institute. *Chromine* justified all claims.

The Pyrene Manufacturing Company Inc. is making and marketing *Chromine*. *Chromine* sales have far surpassed all expectations.

The cost of *Chromine* is low because you fill your radiator with *Chromine* only once—it lasts all season.

Price \$1.90 and up, depending on size of car and temperature.

If your jobber cannot supply you write direct to us. Liberal discounts.

WALTER BAUER, President
Pyrene Mfg. Co. Inc.
17 East 49th St., New York

Chicago	Atlanta	Kansas City	San Francisco
17 So. Jefferson St.	24 Nassau Street	1712 Grand Ave.	527 Mission St.

MODERN WISE MAN AND HIS STAR

Time was when stars guided men as potently as newspapers do these days. The man who was born under the wrong star spent the rest of his life living down his evil start. The great astrologers could predict the outcome of wars and of cock-fights alike by a study of the heavens. And there is the old story of the three wise men who followed a star to the cradle of the world's destiny and liberation.

With these later days we have placed our stars on the proud breasts of law and order, or in blazing electric letters over the foyer. Yet even today, wise is the man who has a star to follow, and lucky is he whose acts are still directed by a star.



M. E. LEDLIE

Sales Manager, Detroit Vapor Stove Co.

Although in his modesty Sales Manager M. E. Ledlie of the Detroit Vapor Stove Co. has probably never realized it, he is in more than one sense a modern wise man, closely after the ancient pattern. His story of course is the Red Star Vapor Stove.

He is one of those fine, strong, hearty fellows one meets in the hardware business, whose substantial, honest product is best typified by the sponsor's earnest support and enthusiasm. With Mr. Ledlie, the Red Star dominates his life and has become a true beacon for him.

"How far back does your connection with the Detroit Vapor Stove Co. go?" we asked Mr. Ledlie.

"Well, it has only been for 12 years," he quickly answered, "but I expect it to last the rest of my life. How quickly time passes for one who is wrapped up in his work, especially when the work is big work."

Let it be further said that previous to his connection with the stove business, Mr. Ledlie had several years' experience with a northern wholesale hardware house and has at the start an understanding and interest in the hardware merchants as stove distributors.

Placed for Development

Yet he ably and forcibly points out sales and methods and policies that may be adopted by live hardware men just as well as furniture and department stores. The sales plan of the Detroit Vapor Stove Co. is so comprehensive that the company is well able to judge from their different distributors just how completely each merchant takes advantage of his opportunities.

For instance, the company are great advertisers. They receive thousands of answers to inquiries. These

of course are referred to their distributors, and Mr. Ledlie points out that a very large per cent of the inquiries are never followed up by the distributors and dealers.

Again the company makes complete plans for demonstrations, follows up concurrent advertising in local papers, window displays, cut-outs and all manner of dealer helps. By the extent to which the merchant avails himself of these helps, by that much the company knows him to be a good, aggressive merchant. It is along these lines that Mr. Ledlie points out how the hardware man may make even more of his opportunities in the stove business.

Ringling Doorbells Ring the Cash Drawer

We asked Mr. Ledlie how he believes a stove merchant can increase his stove business as well as his other sales during slack times.

"Nothing has been devised or suggested that beats the good old ringing of doorbells." On a declining market the merchant must increase his volume and turnover to return an equal profit. The only way to increase either of these factors in the business is to get out and hustle for more business. They keep in touch with everyone building a home in the community. They follow up systematically any lead they get and their whole organization is bent on securing new stove prospects.

Wickless Oil Stove of Highest Quality

As the trade well knows, the Red Star is a vapor oil stove of high quality. The entire finish and construction of the Red Star takes the best as its model. The nature of the oil fuel problem and the company's manufacturing standard makes each valve and burner critically examined and tested, so fine must be the workmanship and quality of material to burn vapor oil successfully.

The number of vapor oil stoves sold in the large cities is surprising, although there is a great market in the smaller communities where no gas is available. Coal and wood are bulky, difficult of heat control and expensive. There is a large market in the larger communities among out-of-town buyers and people situated beyond the end of the gas lines. The quality of the gas is often so poor that vapor oil can be burned to better advantage.

Wheeler-Wunder Company Far Western Agents

Sales Manager Ledlie recently completed a tour of the West, visiting his representative and connections in the larger cities. The company maintains its own branch offices and direct representatives in every section of the United States, except California and Nevada, where the Wheeler-Wunder Co. of San Francisco have long successfully represented the Detroit Vapor Stove Co. in this territory.

W. B. Williston is adding a stock of sporting goods at Northwood, Iowa.

Thomas Wight has retired from the Wight Hardware Co. at Cairo, Ga.

Smith & Burroughs have purchased the stock of Bascom & Smith at Lansing, Mich.

Geo. N. Hallingsworth recently engaged in the hardware business at Montrose, Cal.

R. C. Grigsby of Ladue, Mo., is preparing to engage in the hardware business at Sweet Springs, Mo.

The Martens Hardware Co. are preparing to erect a new building and to increase their stock at Lancaster, Ohio.

J. W. Hersee is planning to materially increase his stock of hardware, sporting goods, housefurnishings, at Mt. Pleasant, Mich.



SUDDEN PASSING OF F. G. HIGGIN

F. G. Higgin, western representative of the Lockwood Manufacturing Co. and one of the pioneer builders' hardware men of the West, passed away suddenly, December 15, while returning to his home from a southern trip. He was alone in his automobile, and had drawn up at the roadside before a heart attack seized him. He had been actively at work, without warning of physical weakening, and his loss comes as a sudden shock to his friends everywhere.

A native of Canada 56 years ago, Mr. Higgin began his commercial life in Toronto, and from the start he was a thorough hardware man. His western friends first knew him with the Tritch Hardware Co., where he traveled in the mountain territory for twelve years.

Nearly twenty years ago he became a member of the Pacific Hardware & Steel Co. organization, where he was best known. For some time he lived in Boise, and represented the company in that territory. He spent many years in charge of the builders' hardware department at San Francisco and Los Angeles, and during that time he gained a knowledge of the western market in this line, the buyers and the requirements, that was equalled by few men, and included every factor in the trade.

As representative of the Lockwood line for over four years, he had worked long and effectively to put the line in the position it now occupies. His friends are everywhere, and they unite in their regard and admiration for him, as a gentleman, a worker, a master of builders' hardware, and a loyal friend.

To Mrs. Higgin and his children who survive him, we extend our heartfelt sympathy on behalf of the entire trade. His truest monument is the universal regard of his friends and the memory of good work well done.

A new hardware store is being opened by Herbert L. Lesming at Florence, Neb.

Campbell & Son are preparing to engage in the hardware business at Atkinson, Neb.

The Reynolds Hardware Co. recently purchased the business of H. D. Anderson at Lancaster, Tenn.

C. L. Alexander recently purchased the business of Harry J. Eckler at Dry Ridge, Ky., and is preparing to add to his stock of hardware, sporting goods, automobile accessories, housefurnishings, etc.

DEATH OF JAMES R. COOPER

With deep sorrow, the trade has received the news from Ogden of the death of James R. Cooper, treasurer of the George A. Lowe Co., and one of the best known pioneer hardware men of the West.

Mr. Cooper's connection with the company dates back 23 years to the time when he joined the sales department as a traveler. For many years he served as the secretary of the company. For some time past he has been an invalid and suffered bravely, so that the only consolation in his passing is in the thought that he is freed from pain.

The wide circle of friends who have come to know and admire him through all his years of service in the western trade extend their deepest sympathy to those closest to him. The recollection of his long and faithful service to the company and in the best interest of the trade will remain as his greatest, most fitting monument.

PASSING OF KINGSVILLE LEADER

Seldom does any community express such profound sorrow in the passing of any citizen as that of Kingsville, Texas, with the death of Chas. H. Flato, Jr., president of the Kingsville Hardware Co., and one of the leaders in the development in his community and all south Texas. After a year of broken health after a nervous breakdown, Mr. Flato's death was sudden and premature.

A native of Flaton, Texas, 44 years ago, he settled in Kingsville in 1904 and established the Kingsville Lumber Co., as the first business concern of any kind in that town.

Since that time the growth of the community and the company have been hand in hand and Mr. Flato has been at the center of every development movement. He was an officer of many hardware and mercantile companies, of a bank, an oil company and the Kingsville Cotton Mills. He was prominent in church and fraternal activity, president of the school board, a leader in war work, and in all respects a strong citizen.

Gurley Bros. are increasing their hardware stock at Purdy, Mo.

J. C. Jackson has purchased the stock of A. J. Davis at Summitville, Tenn.

R. W. Carpenter recently purchased the H. S. Wilson hardware stock at Cleburne, Texas.

Emmert's Hardware Co. is the owner of the stock of the W. O. McNeill & Co. at Annawan, Ill.

The Alvord Hardware Co. of Alvord, Texas, has been incorporated, with a capital stock of \$10,000.

The Rio Cream Products Co. at Rio, Ill., are adding a stock of hardware. They expect to change the name to the Rio Peoples Hardware Co.

George B. Marsh, who does a wholesale and retail business at Nogales, Ariz., is planning to increase his stock for the coming year and reports an excellent outlook.

The Dougherty Hardware & Mill Supply Co. of Albany, Ga., have purchased the stock of the Sparks Hardware Co. and will add a general line of hardware, housefurnishings, mill supplies and sporting goods.

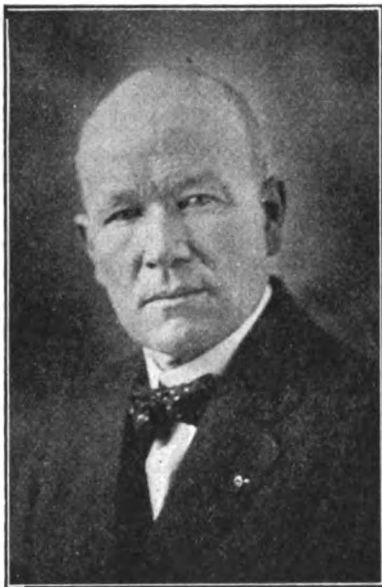
A. L. Greene, western representative and sales manager for the Boston Varnish Co., has moved his office and stock to 115 Mission Street, San Francisco. Besides Kyanize products, Mr. Greene handles the western sales for Hanlon & Goodman on their brushes. The Muralo Co., for its kalsomines, and Colorite of the Carpenter-Morton Co.

WASHBOARDS AND WOODENWARE BRING WOMEN'S TRADE

The Howard Manufacturing Company of Seattle has been manufacturing a complete line of washboards for the past eight years, during which time their business has consistently increased until now their products are sold in all western states.

Their washboard business has grown from an output of a few dozen a week, until at the present time they are making over 100 dozen per day, or about 32,000 washboards per month. They have recently found it necessary to increase their capacity by enlarging the washboard department and installing additional machinery.

The leading brands of washboards manufactured are "Crown Glass," "Crown Brass," "Crown Double," "Silver Queen" and "Pacific Zinc," which are staple all over the West.



A. E. TODD, General Manager

Under the efficient management of Mr. Todd, the products of the Howard Manufacturing Co. have attained a national distribution.

While most of the work in manufacturing washboards is done by machinery, there are a few operations requiring hand work which give opportunity for close inspection, thereby assuring uniform quality and satisfactory merchandise. In addition to good workmanship the washboards contain the best of plate glass, brass, zinc, etc. The frames are made of selected Sitka spruce, which is light weight and exceptionally strong, giving the washboards a white, clean appearance.

Other Products Manufactured

Other products of this factory are step ladders, plain flat ironing boards, folding ironing boards, clothes driers, pastry boards and similar articles made of Sitka spruce.

The "Stanwell Folding Ironing Board" is a big seller wherever introduced. It is made of clear, selected spruce with sand finished tops. The legs and braces are carefully selected for straight grain and strength. It is a good article that meets the demand for a light durable ironing board at a moderate price.

The "Crown Clothes Rack" is another big seller. It folds up compactly when not in use and has more drying capacity with less floor space than any other standing clothes drier on the market.

Any of these woodenware items, particularly the last two mentioned, are not given much attention by

some merchants, especially the country "general store." A display of ironing boards and clothes racks has in many instances established a business in them which had formerly been unknown. Many a housewife needs a folding ironing board and if she sees one that is made right and reasonably priced she will in all probability buy it, while if she did not happen to see one she would manage to get along without it.

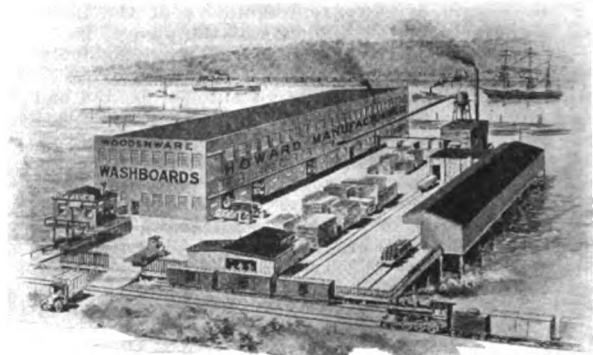
Although the Howard Manufacturing Company distributes their products entirely through jobbers, they are always pleased to furnish the retailer with information regarding the line.

Practical Men at the Head

A. E. Todd, general manager, went into the wood-working business when a boy at Bucoda, where he worked in all departments, from piling lumber to superintendent. During this time, 1888 to 1895, cedar was used entirely in the manufacture of cash and doors.

Mr. Todd claims the distinction of being the first to manufacture and market fir sash and doors. Although the idea of using fir for this stock was ridiculed at that time, the fact that it is now used almost entirely and cedar is never used, proves that his judgment was well founded.

Mr. Todd has also had considerable experience in merchandising and fully appreciates the advantages in good merchandise.



Plant of the Howard Manufacturing Co., whose products such as stepladders, ironing boards, clothes dryers, pastry boards and washboards have attained wide distribution.

Superintendent A. F. MacBride is one of the younger class of woodworkers. He has been connected with the Howard Company for seven years and the smooth running, highly efficient plant is due to his hard work and watchfulness. He never loses sight of the big factor of quality and keeps a constant personal watch on the work from the raw materials to the manufactured article, so that they may be kept up to the highest standard.

L. C. Thomas, master mechanic, and Richard Schaub, engineer, with many others have been with the Howard Company for over eight years. In fact, the labor turnover at this plant has always been at the minimum.

The Bennett Hardware Company report a very satisfactory season of trade on hardware and implements and are planning for an even busier year in 1922 at Vancouver.

Floyd R. Smith of Enterprise, Ore., has purchased the Ledbetter & McKinnon hardware and implement business at Davenport, Wash., and is planning to add to the stock.

The Bremerton Hardware Company of Bremerton, Wash., have had a splendid season of trade on sporting goods and other lines and they are anticipating an even better trade in 1922.



AN ATTRACTIVE ACCESSORY EXHIBIT

At the Automotive Exhibit held recently in Chicago, one of the most attractive exhibits was that made by the Boyle Manufacturing Co., whose products have a national circulation.

The photo herewith does not do justice to the excellent exhibit, which was the center of interest by buyers from all sections of the country.

One of the souvenirs distributed by the Boyle Manufacturing Co. was a miniature canteen bank, which was in great demand.

Reference to their announcement on page 129 of this issue will enable buyers to locate the nearest sales representative of the Boyle Manufacturing Company and whose products can be depended upon to give excellent satisfaction.

The El Capitan Electric Company is a new enterprise at Merced.

The Delta Implement Company has reopened at Calexico, with Harry Hart in charge.

C. C. Floyd has opened a hardware store at Merced, to be known as the Union Hardware Store.

The Johnson Hardware Store is planning a new building for their stock at La Habra, near Santa Ana.

The Kasans Hardware Company at 839 South Spring Street, Los Angeles, recently suffered a loss by fire of \$5000.

Holly-Mar Hardware Co. was recently awarded the hardware contract for the Municipal Building at Centralia, Wash.

The Burbank Hardware Company at Burbank, have recently been adding to their store facilities in order to carry increased stock.

The Automotive & Implement Company of which D. D. Phillips is proprietor at Yakima, Wash., is planning a good spring trade.

The Seattle Hardware Company was awarded the contract for the finishing hardware for the construction for the new Seattle National Bank Building of that city.

Arthur Reed of the firm of Reed & Harvard at Hollywood passed away recently at his home. Mr. Reed was secretary and treasurer of the Southwest Hardware Company of Los Angeles.

He was a native of Illinois and had been a member of the firm of Reed & Harwood for eight years.

His wife survives him.

MERCHANTS RESERVE FINANCE ASSOCIATION

WILL CONVERT YOUR TIME
SALES, INCLUDING BOOK
ACCOUNTS, INTO USABLE
ASSETS

FOR

Merchants Selling
Hardware, Farm Implements,
Automobile Supplies

☞

DIRECTORS

Ernest H. Price, with Baker, Hamilton & Pacific Co.
H. F. Hopper, with John Deere Plow Co.
F. D. Bartlett, with Holbrook, Merrill & Stetson
W. R. Van Brunt, with J. D. & A. B. Spreckles
Securities Co.
Eugene Smith, President and Manager

☞

422 Montgomery Street
SAN FRANCISCO - - - CALIF.

TWO ENTERPRISING SALES REPRESENTATIVES



PAUL GARDINER

Familiar as are the names and faces of Ray E. Voorhees and Paul Gardiner to hardware and automotive equipment buyers, nevertheless we know that they will be glad to see them again and together.

As manufacturers' representatives selling standard tool and mechanical lines in the West for many years, they have demonstrated their enterprise, their square dealing and won the confidence and business of the buyers.

Mr. Voorhees and Mr. Gardiner were both branch managers in the West for the Bailey Drake Co., for many years, and they have now taken over that company's business since the dissolution of the National organization upon the death of both Messrs. Bailey and Drake.

Since the day when each of these progressive young fellows left the shelter of the family purse and the comparative protection of the school room, they have earned their spurs and made hundreds of friends in the hardware and automotive business and both have a retail and wholesale experience gained in the West, in addition to their years as manufacturers' agents.

They have made it a principle only to distribute efficient, standard equipment and they see to it that sales are carried through so that manufacturer, jobber, dealer and consumer are all enriched by the goods they represent.

Among their lines are the levels of J. Sand & Son, nationally known for their accuracy; the Hoyt electrical instruments of Burton Rogers Co.; timesaver bearing grinding compound of the M. T. K. Products Co.; Cyl-Lap for lapping in cylinders without fear of the abrasive bedding itself in the metal; the ignition and lighting cables of the Packard Electric Co.; the well known line of mechanics' tools manufactured by the Vlcek Tool Co. of Cleveland.

Mr. Gardiner has just moved his office into the Sheldon Building, 55 New Montgomery Street, San Francisco, while Mr. Voorhees continues in the L. C. Smith Building, Seattle.

McKay & Dietderich report a very satisfactory season of trade in the hardware and implement line at Vancouver, Wash. They have been having a good season of trade on DeLavel cream separators and milking machines.



R. E. VOORHEES

ACCESSORY SHOW, JANUARY 21 TO 26

The third annual Automotive Equipment Exposition will be held in San Francisco January 21 to 26, inclusive, being the same week that has been proclaimed by Mayor Rolph as Automotive Equipment and Accessory Week.

J. H. Sutcliffe and T. M. Brickman are associated in the management, and both have had vast experience in affairs of this kind. Special efforts are being made to secure working displays or demonstrations that are of interest to accessory merchants, service men and all branches of the automotive trades as well as the car owners at large.

Arrangements have been made to assemble carload shipments of machinery, etc., at several eastern points, thus getting the advantage of the carload rate, which will be a great economy.

A special department has been formed under the supervision of a man who has had years of experience in exhibiting in shows of all kinds to furnish attendants, demonstrators, salesmen and mechanical help to the exhibitor, thus saving time, traveling and hotel expense, etc.

The hours the exposition is open to the public are such that only one crew is necessary to maintain the exhibit. The booths will be decorated, wired and uniform signs, folding chairs, etc., will be furnished (except inside shelves and tables), ready to move in.

Every inducement is being offered to merchants from the entire territory west of the Rockies to go to San Francisco during this time. Special railroad rates, get together meetings with prominent speakers, lunches, entertainments, etc., have been arranged. Every person engaged in the automotive trades in the territory will receive a personal invitation to attend. Manufacturers, distributors, exhibitors and their salesmen will extend invitations and furnish special admission tickets to the shops and dealers. It will be a week that no one in this business can afford to miss.

The exposition and meetings will be held in the Civic Auditorium and the offices of the exposition are at 346 Hayes Street.

The Wilson Hardware & Lumber Company at Port Orchard, Wash., have been adding to their stock.

A WESTERN K. C. B.



JOB A. ADDLEMAN, Manager for Wright & Ditson

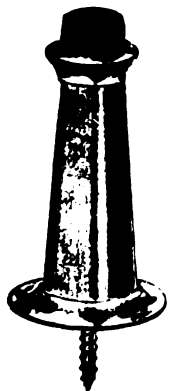
TWENTY-FIVE years ago I PITCHED for the WHITEWATER baseball team. SOMETIMES my Father STAYED AT HOME on Saturdays AND I DIDN'T PITCH—we worked EXCEPT OCCASIONALLY when I hid MY BASEBALL togs out in barn OR STRAW STACK or somewhere else— THEN I WORKED the following week for nothing AND WENT to bed at eight. IT WAS a disgrace to play ball ON WORK DAYS there and a CRIME TO PLAY on Sunday. WHEN WE played on Sunday we went SEVEN OR EIGHT miles from home, WHERE WE WERE not known. I recall A METHODIST PREACHER almost got EXCOMMUNICATED. It happened HIS SON WAS some slugger. BABE RUTH had nothing on him. JUST AS THE preacher dad came by SON BILL poled out a homer ABOUT A QUARTER of a mile in the weeds. AT THE CRACK of the bat father started TO THE DIAMOND, specks, preacher coat, CANE AND EVERYTHING. He met Bill AT THIRD AND chased him home, hitting BILL EVERY JUMP with his stick and YELLING RUN, WILLY, RUN. The ball was HIT SO FAR that Bill could have easily walked. THE REVEREND never outlived the disgrace. IT WAS SUNDAY. WE LEARNED to play at school. THANKS TO SOME school teachers. WE PLAYED IN YARD with rocks for bases.

BROKE WINDOWS were paid for out of THE TEACHER'S purse. This was the thanks HE GOT FOR teaching fool games to boys. WHAT A CHANGE. Now Whitewater has a BIG SCHOOL building. There are about the SAME NUMBER of pupils, but the new building HAS A GYMNASIUM half the size of building, EQUIPPED WITH all athletic equipment, INCLUDING A BASKET BALL court; also THERE IS AN ATHLETIC field all equipped. THE GIRLS PLAY all the games and that is NOT ALL. They have A PAID COACH. That's what gets my goat: SOMEONE TO TEACH them how to play! I WONDER what some of the old timers WOULD SAY. I'LL SAY it would not look good in print. THE COUNTY AND STATE supply part of funds. \$5000.00 was spent in athletic equipment. TWENTY-FIVE years ago our equipment CONSISTED of one dollar and a quarter BASEBALL and two wagon spoke BATS AND a home made mongrel LOT OF gloves, mitts and protectors. THEY HAVE also built four CEMENT TENNIS COURTS ALL WIRED IN twelve feet high. **WHAT DO YOU THINK OF THAT?** TWENTY-FIVE YEARS ago WE OCCASIONALLY saw some dudes in THE BIG towns with a TENNIS RACKET. What we thought OF THESE BIRDS wasn't flattering IN THE LEAST. They even PLAYED WITH GIRLS and talked about 40 LOVE, LOVE ALL; your advantage. GOOD NIGHT! NOW THE tennis matches draw hundreds AND IT'S A REAL game. I am afraid TOO STRENUOUS for us 1890'rs. MUST BE physically fit to play THROUGH A TENNIS tournament. WE HAD THE strength but were NOT TRAINED. WE'LL TELL THE WORLD these 1921 KIDS ARE LUCKY and have the stuff. WHEN CHARLEY HUGHES told THE WORLD we were not afraid OF ANY OF THEM he must have HAD OUR ATHLETES in mind. I KNOW HE will be glad WHEN THE 10 per cent excess tax IS REMOVED from America's ATHLETIC GOODS.

MARBLE'S GUN Cleaners

Jointed Rifle Rod—Won't wobble, bend or break. Swivel permits cleaner to turn, insuring thorough cleaning. 26, 30, 36 inches long, brass or steel, in cloth bag. List price, \$1.25. State caliber, length, material.

If your jobber can't supply you, order direct. Liberal discounts from list prices.
MARBLE ARMS & MFG. CO. 5380 Delta Avenue, Gladstone, Mich.



SHELBY DOOR BUMPERS

"Stand the Bumps"

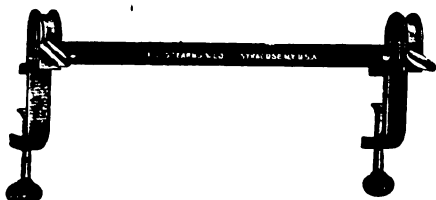
Made of cast or wrought metal in a large variety of styles. Fitted with live rubber tips and finished to match all Builders Hardware.

MADE BY

THE SHELBY SPRING HINGE CO. - Shelby, Ohio

COAST REPRESENTATIVES

Pond Hardware Co.
Los Angeles, Calif.D. L. Herman
Seattle, Wash.Taylor & Youngs
Denver, Colo.



FOLDING STEEL SAW VISE

E. C. Stearns & Co. of Syracuse are placing on the market their No. 501 and No. 502 all steel folding saw clamps, made of channel steel, finished in black japan.

Each has two clamps for clamping to a bench. The clamps fold in even with the jaws, making a small package convenient for carrying in a tool box.

The front jaw is faced with rubber to prevent vibration and the vise is as near noiseless as it is possible to make one.

This clamp can also be furnished without rubber jaws if desired.

The list price on No. 501 with rubber jaws is \$18.00 per dozen, without the rubber jaws, \$16.00 per dozen.

E. C. Stearns & Co. will be glad to give full information to any of our readers upon request.

EVEREDY BOTTLE CAPPER

Attention is directed to the Everedy bottle capper, made by the Everedy Bottle Capper Company, Frederick, Maryland.

Bottle capper No. 3 for home use is made of the best grade of malleable iron and steel and is warranted unbreakable, pressed steel crowning head with reinforcing flange prevents losing its shape.

It is very simple and powerful, so that anyone can operate it. Very little pressure is required to set the crown and it is unexcelled for sealing bottles of catsup, fruit juices, root beer or any other home made beverages.

There are no springs to get out of order, no screws to adjust no adjustments to slip, no bottle breaking. They come packed in a corrugated box furnished with metal rubber cushioned base or 10-inch hardwood base, which enables it to be used without fastening down.

They will be glad to give full information to any of our readers upon request.

ALUMINUM OFFERED FOR DOLLAR SPECIALS

The Aluminum Goods Manufacturing Company of Manitowoc, Wis., has announced two new specials to dealers that will enable them to put on what will be known as "Mirro Dollar Special Sales."

One of the specials consists of a set of three Mirro aluminum mixing bowls, in one quart, one and one-half quart and two quart size. The other special is a set of three Mirro pudding pans in the same assortment of sizes. The specials will each retail at \$1.00. The regular price on each set is \$2.15.

One thing that has prompted the company to put out these two new specials is the success that has attended previous specials. Recently a one and one-half quart sauce pan, regularly retailing at \$1.10, was offered at 49c, and sold in a volume mounting into the hundreds of thousands of pans.

A. J. Vits, general sales manager of the company, expressed himself of the opinion that these specials were a very valuable stimulus to the sales of Mirro dealers, not only in the number of people purchasing the sets themselves, but in attracting to the stores a large number of people who eventually bought other utensils and other articles for sale in the store.

Fleming & Wyatt are successors to T. J. Fleming at Lincoln, Calif.

CORBIN HOUSE LETTER BOXES

Attention is directed to the announcement on our last cover showing a half dozen styles of house letter boxes manufactured by the Corbin Cabinet Lock Company, New Britain, Conn.

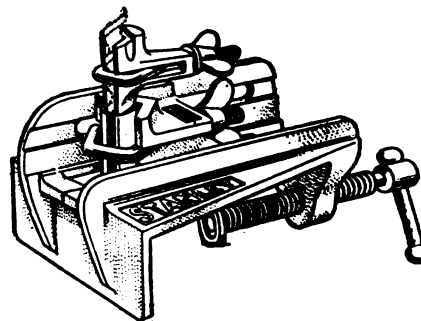
Any product bearing the name of "Corbin," the trade can sell with confidence that it will prove satisfactory and will give their customers their money's worth.

They offer a sufficient variety of boxes to meet every requirement.

Merchants will find the Corbin House Letter Boxes a most desirable line to sell. There is a difference between "stocking" an article and "selling" it. The Corbin House Letter Boxes are the kind that sell and they need only to be displayed to insure sales.

STANLEY DOWELING JIG

The Stanley Rule & Level Company are calling attention to their doweling jig, which is for the purpose of enabling the user to bore dowel holes in the edge, end or surface with ease and accuracy.



The Stanley doweling jig will take any thickness of material up to three inches. It is also an excellent bit guide for mortising.

With the doweling jig the steel guide is automatically set to guide the bit properly when the jig is clamped to the work.

The jig is made entirely of metal, the working parts being milled true. All parts are nickel plated.

It is furnished in two sizes, with five and nine guides, the list of which is \$2.95 and \$4.35 each.

It is adapted for making butted corners, circular segments, single matching, staggered matching, spliced joint, mortising, mitred corner, butted joint.

This is a tool that every mechanic needs.

NEW DUMACO ADJUSTABLE NOZZLE

For the lawn, garden and garage the New Dumaco garden hose nozzle, announced elsewhere in this issue, is said to be the "last word" as a water regulator.

The makers claim that it will throw a longer stream and a finer spray than any other nozzle on the market. It is also easy and quick in operation. One turn of the nozzle starts the straight flow. A second turn brings forth a fine spray and the water can be shut off instantly by a third turn.

In the construction of the Dumaco nozzle the Durst Manufacturing Co., Inc., of New York City, use a solid brass rod, fine grained brass casting and improved packing, which makes leakage impossible. Each nozzle is tested before leaving the factory, and the Durst Co. absolutely guarantees each Dumaco nozzle.

In the West the Durst Mfg. Co. is represented by Geo. H. Eckert & Co. of San Francisco, and T. D. McLean of Seattle. These nozzles are sold through jobbing and trade channels only.

The Baker Hardware Company at Duvall, Wash., was recently burglarized of merchandise to the value of \$150.

The Dixie Hardware Co., which recently engaged in business at Middlesboro, Ky., report a good outlook for the coming season.



A "RED DEVIL" TOOLSMITH

Merely because a man's name begins with the last letter of the alphabet, it is not safe to think of his ability as correspondingly at the bottom.

On the contrary, N. L. Zeagler, western sales representative for Smith & Hemenway Co., Inc., and other well-known tool manufacturers, takes a top position in the trade. The Z of his name indicates his "Zip," not his "EZ" affable way.

In his modesty, and because his habit is to talk about his goods and the other man's interests, he says little about himself. But he doesn't have to talk to tell you that he is a first class tool man. The fact of his present connection, and his representation of the Goodell-Pratt Co., and other leading American manufacturers in the tool line, speaks eloquently for his ability and standing in the trade.

His acquaintance extends over beyond the seas to Australia and New Zealand, where he has also carried the products of American manufacturers. In fact he was there at the start of the war, and when things adjust themselves he will be one of the first missionaries to set forth again.

As for the lines he represents, anything we might say would be an anti-climax after the educational influence of Mr. Zeagler all these years. He is a man who knows, who wears well with the trade and who is a credit to the manufacturers he represents.

Piatt & Bemis recently engaged in the hardware business at Wellington, Colo.

Blue Bros. have succeeded J. Hanville in the harness, hardware and implement business at Grant, Mich.

E. C. Brawer has taken over the business of Barber & Henderson at Homer, Neb., handling hardware and furniture.

The Tujunga Supply Company of Tujunga, Calif., has been adding line of paint and hardware to their stock of building material.

D. H. Holaday is the successor to N. J. Schodd at 432 South Main Street, Hutchinson, Kan. A full stock of groceries are maintained.

W. A. Cochran of Lewiston, Idaho, who recently purchased the business of C. M. Wray at Salem, Ore., is preparing to add to the stock. Mr. Wray is continuing the implement department of the business.

"FOR EVERY NUT ON EVERY CAR"

This is the slogan of the King Pressed Steel & Mfg. Company of Boston, whose King socket wrenches enable a mechanic or owner to get into every nook and corner of a motor car.

They claim that the toughest nut in the tightest corner is a regular "cinch" with the King wrench, for its twelve sockets are tapered to a thin edge that enables one to get into corners and crevices where no other type of a wrench could be used.

The sockets are turned from high grade bar steel, thoroughly tested for quality, broached and hardened to a point where they are practically unbreakable.

The King socket wrench has a patented compact universal joint for getting under ledges or around corners. A big T-handle for giant leverage can also be used as a straight or a I-handle for the longer reach.

They claim that a merchant who stocks the King line of wrenches will not find it necessary to stock any other.

These are sold at \$7.00 per set east of the Rocky Mountains and from Denver to the Pacific Coast the price is \$7.50 per set.

Price are packed in a compact box, the checkerboard cover making them easily identified.

The King Pressed Steel & Mfg. Company of Boston will be glad to give full information to any of our readers upon request.



NEW RADIATOR FREEZE-PROOF

A new freeze-proof for automobile radiators has been placed on the market by the Pyrene Manufacturing Company, known as Chromine. It has the approval of many scientists who have tested it.

Chromine prevents freezing at any pre-determined temperature. The compound does not evaporate and tests show that it has no effect whatever on the metal and rubber in an automobile cooling system. Chromine eliminates even the rust which results when plain water is used.

Miller Reese Hutchinson, Ph. D., formerly chief engineer of the Thomas A. Edison interests, inventor of the Klaxon horn and one of the best known engineers in the United States, is the man who was instrumental in developing Chromine and placing it in the hands of the Pyrene Manufacturing Company.

STAR HEEL CATALOG

The Star Heel Plate Company, Louis Sacks, Inc., 357-391 Wilson Avenue, Newark, N. J., manufacturers of cobbler sets, lasts and stands, heel plates, etc., have just recently mailed out their latest price list covering their new revised prices on their complete line. Their catalog No. 15 will be mailed to you at your request.

They are in a position to make prompt shipments.

The Kinder Hardware Co. of Ladd, Ill., was recently damaged by fire and are now replacing their stock.

ADVANTAGES OF ADJUSTABLE LEVELS

(By H. J. Zicman, Empire Level Manufacturing Co.)



Fig. 2

I have always contended that the old style level as used for years and years had possibilities that had never been fully utilized. The level had never been given the opportunity of extending its usefulness over the wide range it was capable of. It was a tool—usually cumbersome—capable of leveling and plumbing surfaces, that was all.

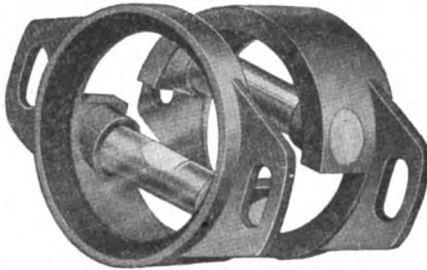


Fig. 1

I don't mean for a minute that a level should be a freak tool to be used for driving nails, turning screws and all that. That idea, of course, is absurd, but there are many little duties coming truly within the scope of a level that have previously been neglected. Take, for instance, pitched surfaces. An ordinary, old

style level is up against an absolutely insurmountable obstacle when this condition presents itself.

It was an endeavor to meet this one particular condition that was originally responsible for the birth of the Empire adjustable level. True, the idea was not entirely original with us, but we set ourselves to the task of carrying out this idea along radically different lines.

We have always been cranks on the idea of simplicity in every article turned out in our factory, so it naturally followed that we would strive toward that end in carrying out this idea, and there is the big underlying reason for the wide success of the Empire adjustable aluminum level. Just a glance at the tool will prove the simplicity of the construction. There are no springs, pivots or joints—just the case itself and two screws to hold it in place.

Figure 1 shows the two vial cases. The level glass is an integral part of the vial case. The cases are absolutely independent of each other. One is inserted from each side of the level and one case can be removed without disturbing the position of the other. Figure 2 shows a section of the level with one glass removed.

This lucky construction has given to the Empire level an added feature that was not figured on originally. The fact that the cases can be adjusted independently of each other makes possible the remarkable function of being able to line up both level and pitched surfaces from the same level opening without stopping to readjust the cases. This is accomplished by leaving one glass in its original level position, while the other glass is adjusted to the desired angle.

The biggest added feature of the Empire adjustable level, however, is not that of adjustability at all; it is interchangeability. This is an idea entirely new to any level and is found exclusively in the Empire. Interchangeability gives to the workman the opportunity to repair his broken level glasses quickly, cheaply and as good as done at the factory.

Level Glass Cases Interchangeable

Level glasses are always going to be broken so long as they are made of glass, but heretofore, the workman was up against a proposition that deprived

him of the use of his tool for some time and usually meant considerable expense whenever this accident happened. With an Empire level, the job of repairing a broken level glass takes about two minutes and is as simple as putting a new bit into an auger. The operation consists merely of removing the old case with the broken glass and inserting a new one. All cases are die cast and machined to fit any opening.

Of course, all the added features that we are able to give to a level, important as they are in themselves, are of secondary importance in the consideration of a level, to the element of accuracy.

Absolute accuracy in a level is all important. Without it, any other points are not worthy of consideration. To accomplish accuracy in the Empire levels, we have eliminated as far as possible the element of human uncertainty.

Production Process Guarantees Accuracy

It seems paradoxical, but it is true, nevertheless, that while the finest and most accurate work is that done by hand, yet any manufactured articles produced in quantities that depend upon human labor are bound to witness serious variations in their construction. Realizing that consistent accuracy is accomplished only by mechanical means, we have brought the manufacturing process of Empire levels almost entirely to a machine basis. The human element, on those parts of the level that directly concern its accuracy, has practically been eliminated.

To accomplish this end, it was necessary in most cases to invent special machinery which in itself was a considerable task, but the results obtained have more than justified the efforts expended. In the Empire adjustable aluminum level, we have incorporated the two most vital features of a level—absolute accuracy and a wider range of usefulness.

NEW SOUTHERN REPRESENTATIVE

The Clipper Tool Co. of Buffalo announce that arrangements have been made with Sidney St. J. Eshleman of New Orleans to represent them in the South. He will cover all of the territory from Virginia to Texas.

Mr. Eshleman is well known to all of the southern jobbing trade, having been closely identified with the Southern Jobbers Association for many years.

The Clipper Tool Co., manufacturers of vises, hammers, pliers, snips, molasses gates and other hardware, wishes to announce that after December 1, 1921, they will open an office in New York. It will be devoted exclusively to their interests in the Metropolitan district. The representation which has for several years been through Thomas A. Troy, Incorporated, 150 Chambers Street, is to be discontinued. Notice of new location, together with the name of district manager, will be published later.

Fugere & Eck have succeeded G. Gensch at Iron Mountain, Mich.

J. W. Dennis & Son have started a business at Tyrone, Oklahoma.

A. L. Hiltabidal is the successor to S. E. Burton at Rockford, Iowa.

C. Brown & Sons have opened a hardware store at Marysville, Mich.

The Lincoln Park Hardware Co. is a new enterprise at Wyandotte, Mich.

Edgar Mitchell and Chester Smith are partners in a new hardware business at Hermosa Beach, Calif.

The Drummond Hardware Co., which recently engaged in business at Denton, Mont., report a good outlook for the coming year.



MAKING TRANSPARENT BAKING WARE

It is safe to say that nearly every kitchen in the land includes some pieces of transparent baking ware. It is a dead certainty that the shelves of every hardware merchant handling hardware contain many items in the glass cooking ware line. So the following outline of the process of manufacturing of transparent baking ware should be most interesting to our readers.

For the facts and outline of this process, we are indebted to the McKee Glass Co., Jeannette, Pa. The description is based on their process in making "glasbak."

At Jeannette this company has one of the largest glass table ware manufacturing plants under one roof in the world. Since 1853 the company has made glass products of various sorts. As the trade well knows, transparent oven ware of glass serves for cooking and service on the table and radiates the oven heat, just as glass attracts the sun's rays. The pieces are practically unbreakable in ordinary use, in that they are not subject to deterioration, cracking or chipping in even the strongest oven heat.

Glasbak oven ware has been endorsed by the Good Housekeeping Institute and is accepted by the trade and by housewives generally.

Careful Mixture of Chemical Elements

This ware is made from pure white sand, which is mined in the central part of Pennsylvania, together with other chemicals such as salumina, boric oxide, silica, soda, etc., which are mixed very thoroughly in a dry powdered form. The proportion of these chemicals are carefully weighed and special care is taken so that the chemicals are at all times uniformly assembled and mixed. Chemists analyze every shipment as the chemicals arrive in order to insure uniformity of content.



The elements and factors, mixed according to chemical formula, is then deposited in a heat furnace container at a temperature of about 2700 degrees Fahrenheit, which very gradually and slowly melts the chemicals into a plastic state. The plastic chemical moves toward the opposite end of this furnace about thirty feet, and it is then in a condition for manufacture.

Gathered from the furnace on iron rods about five feet long by expert glass workers, it is placed in the red hot plastic state in the form of hot taffy, into an

iron mould. This mould has been so made as to be the exact shape of each individual item. A different mould is necessary for every piece, set on a press something similar to the old type printing press.

Eight Hours of Baking

When the glass has been pressed into the exact shape desired, it is cooled so that it may be handled with iron paddles and placed in a tempering oven on a moveable table. The article remains on this moveable table in the tempering oven for about eight hours, the table moving gradually until the items become slowly cooled.

Our selecting department then very carefully selects each and every piece. The imperfect ones are broken up and remelted in the hot furnace. The selected items are then sent to the grinding room, where all the sharp edges or corners are smoothed on the grinding wheel. Each piece is then wrapped in tissue paper by girls and placed in individual cartons.



SELLING HEAT BY THE WATT

Hardly an exposition, fair or other general display throughout the West this fall and winter has lacked an interesting, generous display by the Majestic Electric Development Co., of their various electric heaters.

Many a Majestic owner and not a few Majestic dealers have been heard to say in classic phrase, "Now is the winter of our discontent made glorious summer by Majestic heaters."

There are seven Majestic movable sunburst reflector types and three Majestic stationary heaters, to be placed in fireplaces. The latest is the Majestic electric water heater, which fits on the faucet easily and simply, and at a very small cost heats water for ordinary household purposes.

This glimpse of a recent Majestic booth is only typical of many others in various parts of the West, for the policy of the company is cooperation first, last and always with their distributors, and their large campaign of publicity and education has been "radiatingly" offered and "warmly" received the last few months, a tribute to Sales Manager T. D. McMullen.

Beal Bros. recently engaged in business at Monticello, Ind.

The Twelve Mile Hardware Co. has succeeded to Hoovers Bros. at Twelve Mile, Ind.

Chas. Cleck is erecting a new building at Tumwater, Wash., in which he plans to install a stock of hardware.

E. A. Hollingsworth, who recently purchased the business of his partner, F. H. Mars in the Holly-Mar Company at Centralia, Wash., is planning to add to the stock, in preparation of a busy new year.

STAR LINE OPENS THREE WESTERN BRANCHES

On another page of this publication, Hunt, Helm, Ferris & Co., manufacturers of Star equipment, make official announcement of the opening of their three new Pacific Coast branches at Los Angeles, San Francisco and Portland.

The Star line, comprising well-known Harvester hay tools and Cannon Ball hangers for barn doors and garage doors, has been rapidly growing in popularity in all of the coast states.

In these new branches complete stocks will be maintained to supplement distribution through jobbing channels and facilitate service.

In addition to the items already mentioned, the Star line includes stalls and stanchions for cows, calf pens, bull pens, hog pens, litter carriers for barn and for poultry houses, hay carriers, hay carrier accessories—in fact, everything for the barn and in addition to that the Overland coaster wagon, which has been a popular seller everywhere for the past fifteen years.

The Los Angeles branch, situated at 1811 East Seventh Street, is in immediate charge of C. B. Swan, who has represented Hunt, Helm, Ferris & Co. and the Star line in southern California for some time. The Portland branch, situated at 360 E. Morrison Street, will be in charge of Wm. Harris, who practically introduced the Star line to Pacific coast trade and has been its representative there for a dozen years.

Geo. H. Chapman will have general charge of all three branches, with headquarters at the San Francisco branch, situated at 283 Minna Street. Mr. Chapman, who was formerly assistant sales manager at the home office in Harvard, Ill., has in mind a number of plans to increase sales of Star line goods for the coast states dealers.

HANDLE TIME SALES FOR MERCHANTS

The Merchants' Reserve Finance Association has been organized to take off the hands of the retail merchants some of the problems and difficulties that their time sales, including book accounts, have represented. Endorsed by the leading institutions and credit men in San Francisco, with representative men on the board of directors, the new association should be of tremendous benefit to the retail merchants of California, in offering skilled professional assistance in the financing of their business.

Eugene Smith, president and manager of the company, has devoted years of study and practice to the problems which the company will handle. He has sold goods to the implement and hardware trade, managed credits, directed financing, and worked out a system that has been tried successfully.

The company is introducing a plan, and urging the merchant to get negotiable paper to cover all long time sales, and will cooperate with any merchant in securing and handling such notes from his customers. The adjustment department is most important at the present time, converting all forms of past due obligations into live assets, or fully establishing the fact that the claim is worthless.

Permanent offices have been opened at 422 Montgomery St., San Francisco, where the company offers to handle the book and past due accounts of California merchants particularly.

Edward P. Brown of the Wright-Brown Hardware Co. at Anthony, Kan., has purchased Mr. Wright's interest and has changed the name to the Brown Hardware Co.

Mr. Sweyd, western toy representative, who last month favored our readers with some valuable suggestions and hints along this line, has moved his offices into the Furniture Exchange Building, New Montgomery and Howard Streets, San Francisco.



THE BUFECO 061 FORGE

Back in the dim past someone conceived the idea of placing an ordinary hand bellows under the hearth of a forge. This made an awkward proposition to blow the fire and hence a further thought brought into play a long wooden handle hinged at the center and with one end attached to one handle of the bellows. This enabled the smithy to stand at the side of his fire and work the bellows with ease.

As time went on the bellows were replaced by the much more efficient fan blower. It now became necessary to slightly change the method of driving the blower and the well known crank and lever type forge was conceived.

Since then several improvements have been made, but these have been applied to the forges sold to craftsmen, such as blacksmiths, repair men and the like. The farmer who does his own repair work has not had his requirements as well taken care of. There have been several reasons for this apparent neglect, chief among which was that the later day improvements have all increased the cost of the hand blower forge and hence the average farmer has been content with the cheaper but less efficient outfit.

Thanks to Buffalo engineering and production skill this is no longer the case. The farmer and agriculturist can now obtain a forge equipment with a hand blower of the latest and most efficient design at a price within reach of all.

The "Bufco" 061 forge is the latest addition to the Buffalo Forge Company's line of blacksmith tools. The real new feature of this forge, which places it far in the van of all other agricultural forges, is the "Bufco" blower head.

This comprises a blower of new design, hand driven through a train of steel spur gears. The gear ratio of 36 to 1 gives a speed ratio consistent with a nominal rate of turning the hand crank. The gear train is set in a one-piece gear case, which is absolutely oil and dust tight. The fan is made of sheet steel and so designed that very little effort is required to furnish enough blast for the maximum heating capacity of the forge.

This forge is made with either an 18-inch or 22-inch cast iron hearth, set on four substantial and well braced steel pipe legs.

Quantity production makes this forge possible at the price offered.



KING COLE—BRUSHES EXCLUSIVELY

Old King Cole was a merry old soul,
And a merry old soul was he;
He called for his pipe and he called for his bowl,
And he called for his fiddlers three.

But young King Cole has a paint man's soul,
And a paint man's soul has he;
With Elastico and Koran under his control,
He has brushes for the paint fraternitee.

Mother Goose has had to amend her rhyme and bring it up to date to include "King Cole," the Brush King, graduate student from a good long course in the paint and brush business with prominent institutions and now leading spirit in the "King" Cole Brush Company, exclusive distributors of paint brushes of all kinds and qualities.

It is "King" Cole's claim that the company is the only one in the West exclusively handling paint brushes and specializing on this line. Their line includes "Elastico" varnish and "Koran" wall brushes of William A. Tottle & Co., Baltimore. In addition to this full line, he has several special brushes of his own, including "King" Cole Special, Leader, Practical and Dandy varnish brushes.

"King" Cole's career began in the paint business with none other than Sherwin-Williams at one of their factories. When the Pacific Hardware & Steel Co. took over one of the company's paint and brush lines some years ago, "King" Cole was included with the first order and shipped to the West to assume charge of the paint and brush department. He specialized in brushes and for many years worked to build up a strong department for the company and their successors, Baker, Hamilton & Pacific Co.

It has always been his practice to work with the company's regular salesmen, calling on the brush trade, and keeping well informed regarding the requirements and buyers in the terri-

tory. This knowledge will stand him in good stead in his present enterprise, and the business will be founded on cooperation and service at all times. He offers to ship brushes parcel post paid on approval to any merchant, to be returned parcel post charges collect if not satisfactory in any respect.

The company's office and warehouse are at 63 First Street, San Francisco, for their western business.

VIKO ALUMINUM TO BE NATIONALLY ADVERTISED

The Aluminum Goods Manufacturing Company, Manitowoc, Wis., has just announced a national advertising campaign on Viko, the popular aluminum, for 1922. Headed by the Saturday Evening Post, McCall's and Good Housekeeping, a wide list of farm publications and magazines reaching the middle-sized towns will be used.

Viko is the jobbing line of the Aluminum Goods Manufacturing Company and is confined exclusively to wholesalers. In the new consumer advertising, prominence will be given to a sentence urging dealers to ask their jobbers. Thus, the merchandising plan will be indicated even though the advertisement will be devoted mainly to selling the consumer.

Up to the present Viko has appeared only in the trade journals. Here prominence has also been given to the phrase "Ask your jobber" and a distinctive style of illustration and layout has been used. The same style will be followed in the national advertising. Most of our readers are familiar with the advertising and will be interested to hear of the wider publicity that is being planned.

Viko is the first popular priced line of aluminum kitchen utensils to be extensively advertised in national publications. Prices will be featured on the utensils illustrated in each advertisement. The combination of a substantial line of aluminum cooking utensils at a moderate price should prove very successful.

Mr. George Vits, president of the Aluminum Goods Manufacturing Company, in announcing the new Viko campaign, states that advertising has played an important part in the rapid growth of the organization and its products. It is planned to continue increasing the publicity which has been instrumental in the expansion of the company.

OFF'N'ON NON-SKID CHAINS

The Pyrene Manufacturing Co. announce to the trade placing on the market of their new Off'N'On non-skid chains, for which they claim many points of merit and superiority.

Some of the claims are that Off'N'On cross chains can be easily attached to any link in the side chains simply by slipping the link ahead around and back on the flat side of the link to which the cross chain is to be attached.

The opening in the mouth of the double end hook of the cross chain is just large enough to permit it to slip easily over the flat side of the side chain link.

The cross chain hook is then slid easily around the end of the side chain link. The cross chain link is locked securely in place. It rides on the inside of the side chain link across from the flat side of the link.

They claim that this is an ideal non-skid chain, the cross chains of which anyone can replace in a jiffy.

They are manufactured by the Off'N'On Chain Corporation, of Buffalo. The Pyrene Manufacturing Co. are the sole sales agents, and will be glad to give full information to HARDWARE WORLD readers.

Chains are a necessity for every car owner, and there should be a big demand for them.

Plumbing and Heating

THE BUILDING INDUSTRY AS IT SHOULD BE CONDUCTED

We want to direct special attention of the master plumbers among our subscribers to a most important article headed "The Building Industry as It Should Be Conducted."

This article has been prepared by Attorney George E. Rodman after a result of many years' experience and an intimate knowledge of the manner in which plumbers have been taken advantage of, sometimes innocently, and other willfully.

Mr. Rodman is the attorney for the Oakland Master Plumbers Association and speaks from a full knowledge of all the circumstances involved.

We should be glad to have any criticisms and suggestions of any of our readers as to this most important matter.

Generally speaking, to gain something you must lose something. Success comes from making your gains greater than your losses. It is a guess after all. The man who succeeds guesses right more often than he guesses wrong.

No trouble to meet expenses now—you meet 'em everywhere. The right thing to do is to so plan that you pass them by without recognizing them.

It is all right to lie in bed and plan what you are going to do tomorrow—if you DO it.

Don't try to sell anything unless you are first sold on it yourself.

MORALS IN BUSINESS

Loose moral standards do not go with good business; they are inevitably translated into loose business methods and finally into failure.

Mere honesty in the conventional sense of the old axiom that "Honesty is the best policy" is not enough.

The successful business man is the trusted business man, and the trusted business man is usually a man who commands trust by reason of his acceptance of the root principles of good morals.

Piety is not implied, nor is a strict adherence to any religion or faith, although our moral standards have been handed down by religion and none better have ever been developed for the guidance of men in their relations with society and one another.

Ethics are not enough. Codes and customs point a fairly rigid path along which the successful business man must go, but they do not provide the moral stamina which comes from the acceptance of the moral rules of the ages.

These rules of conduct are the fruit of experience and the firm foundation of social intercourse and business relations. The man who flaunts them does violence to the moral sense of his fellows and forfeits their respect and, in consequence, their confidence.

No individual is wiser than the ages. Men may deny their faith, ridicule precept and example, but they cannot abuse the moral standards by which the community lives and expect to win and hold an honored place in society or business.

Better wait a minute at the crossing than forever at the cemetery.

WHERE THE WEST BEGINS

(By Arthur Chapman)

Out where the handclasp's a little stronger.

Out where a smile dwells a little longer,

That's where the West begins.

Out where the sun is a little brighter,

Where the snows that fall are a trifle whiter,

Where the bonds of home are a wee bit tighter,

That's where the West begins.

Out where the skies are a trifle bluer,

Out where friendship's a little truer,

That's where the West begins.

Where there's laughter in every streamlet flow-
ing,

Where there's more of reaping and less of sow-
ing,

That's where the West begins.

Out where the world is in the making,

Where fewer hearts with despair are aching,

That's where the West begins.

Where there's more of singing and less of sigh-
ing,

Where there's more of giving and less of buy-
ing,

And a man makes friends without half trying,

That's where the West begins.

H. L. Villinger has sold his sheet metal and plumb-
ing business to Roy Sunderland at Turlock.

Dependable Service Quality Goods

We are exclusive agents for

**Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating
Valves**

Durable { Valve Discs
Rod Packing
Sheet Packing
Union Gaskets
Gauge Glasses

Distributors of

Wm. Powell Valves and Specialties

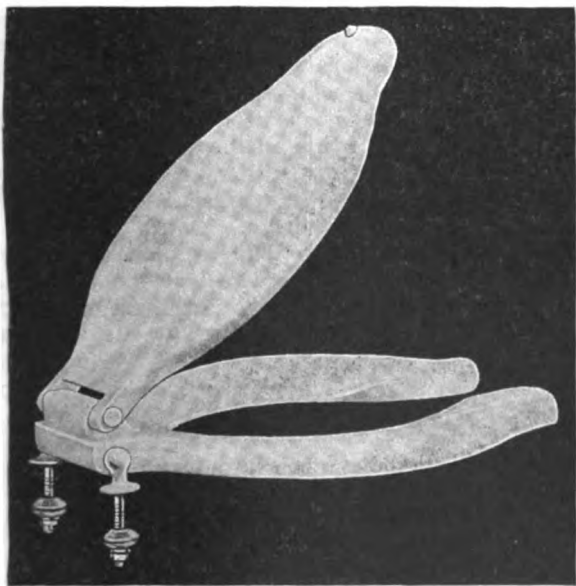
The M. L. Kline Co.

Wholesalers

**PLUMBING, HEATING AND STEAM
SUPPLIES**

84-86-87-89 Front Street - - Portland, Ore.

Church White Pyralin Closet Seats



are made in our own wood working shop and covered with genuine white sheet Pyralin which is applied by our patent-
ed process and should not be confused with enameled or sprayed coatings.

The surface of Church Seats is non-porous and requires only soap and water for cleaning. They can never turn yellow, chip nor crack.

Write for Latest Catalog

C. F. Church Mfg. Co.

Makers of High Grade Bath Room Supplies

Holyoke, Mass.

New York

San Francisco

Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by the leading jobbing and supply houses.

Publisher, Preacher, Politician, "Plumber"

LEST any of our readers think we have yielded to the temptation of alliteration in our heading to make facts conform to fancy, let us hasten to say that Dixon C. Williams is or has been among the national leaders in any one of the groups with which we have connected him.

In fact a summary of Mr. Williams' various activities reads more like a page in "Who's Who" than the humble record of a hardware and plumbing goods manufacturer.

As "Plumber" he is president of the Chicago Nipple Mfg. Co.; as Politician, he is a member of the democratic national committee; as Preacher he was at one time nationally famous as an evangelist, and as Publisher his career began as a newspaper editor at Lebanon, Tenn. Mr. Williams' fellow hardware men expressed their faith in him when he was appointed chairman of the important resolutions committee at the recent Atlantic City convention.

Since the days of his youth at Lebanon when his public career began as editor of the local newspaper, he has manifested an interest in world affairs and in men. Outgrowing the community there, with a growing interest in church and social welfare work, he set out to broaden his field of usefulness. For many years he traveled about the country, a great speaker on chautauqua platforms and at great revival and evangelist meetings. It was in these days that his friends and admirers knew him as "Dixey Williams," the evangelist.

Years of preaching, many times a day, most earnestly and strenuously, finally told on Mr. Williams' voice, and injury to his throat caused him to retire from the platform. Here began the chapter of his life devoted to education, when he served on the faculty of a middle western college, following his strong inclination and habitual interest in men and affairs. His keen interest in politics from the start was demonstrated by his participation in the campaign in 1890, on the stump for William McKinley.

Half a Billion Nipples Annually

This same energy and force of character, this original and constructive mind that had

made him a great preacher and teacher was now to make him a business leader.

He went to Chicago at the solicitation of friends and took over an interest in the manufacturing business which has developed with the years into the present Chicago Nipple Manufacturing Co., now said to be the greatest institution specializing in this one item in the country and whose production with an annual value of \$2,000,000 will run between 40,000,000 and 50,000,000 nipples.

With Mr. Williams' many years experience in human affairs, we may turn to him for many lessons in successful business methods and trade building. His motto is "personality." He flavors nipple making and selling with his whole individuality. He knows practically every one of his large buyers among the plumbing and hardware wholesale houses. He writes to all possible buyers original letters after his own design, making them better acquainted with him, and leaving Chicago nipples distinctly impressed in original terms.

Personality Even in Nipples

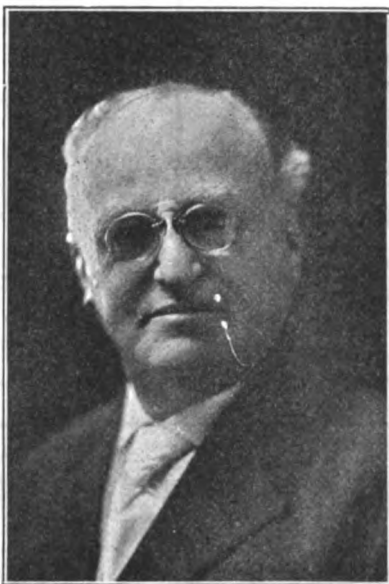
It is the claim of the company that their nipples are superior in finish and that they can produce more efficiently than any other manufacturer. Yet it is the company's personality, the undying energy of Mr. Williams and his sales representatives, the response of men to human qualities in other men which has built up this business.

In the West the company is ably represented by James A. Reardon, whose home is at Los Angeles and who covers the entire western trade. He carries out the same spirit in the West that Mr. Williams has spread from the factory, and is therefore a true representative.

Advertising is the artillery of business—long range selling. Successful manufacturers and merchants know it pays.

Indolence leads to idleness and idleness to iniquity.

To become an all-around man, be on the square.



DIXON C. WILLIAMS

When we had the pleasure of meeting Mr. Williams a few days ago we never dreamed we had ever met him in any other capacity, but as the conversation continued a "something" began to dawn upon us that his manner and voice were not altogether unfamiliar. And then the memories of thirty years ago slowly came forth from our "subconscious depths" and we asked him if he ever knew "Dixie Williams, the Evangelist." It was none other than he himself, whose work will be remembered by "old timers" like ourselves, in the days when Moody and Sankey and Sam Jones and Dixie Williams called "sinners to repentance and showed them the error of their ways." Now he is known as the world's largest nipple manufacturer.

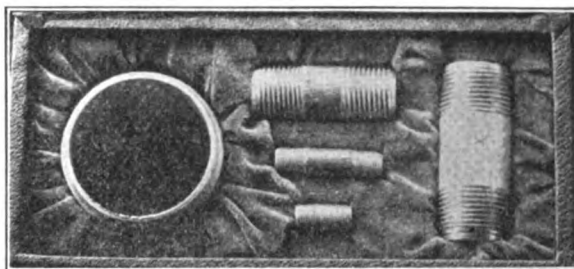


JAMES A. RIORDAN

The western representative of the Chicago Nipple Manufacturing Co., is an international figure in the plumbing world.

For thirty-two years he was connected with the Standard Sanitary Manufacturing Co., which is recommendation and testimony itself. From 1910 to 1920 Mr. Riordan was president and general manager of the Standard Sanitary Manufacturing Co., Ltd., of Canada, and took an active interest in trade affairs covering the entire length and breadth of the northern domain.

He now finds full outlet for his abilities selling Chicago nipples to the western trade



A handful of Chicago nipples chosen at random out of the 50,000,000 which the company produces annually. Although the average man is familiar with the general subject of nipples at an early age, nevertheless, there are few in the country who know as much about them, and produce them, as well as the Chicago Nipple Manufacturing Co.

THOSE MERCENARY AMERICANS

Ask the average American what he is working for and he will answer, "For money." Stop there and you will have a bad opinion of our countrymen. But ask him a second question: "What do you want money for?" The answer of at least eight out of ten will be: "To serve others with." Try it and see. Press your questions home until you get the true answer. The American business man is not the materialist he is pictured.

—Tom Dreier.

The black tin box containing the deeds of the old farm now has four rubber-tired wheels on it.

Savill Patented Swan-Neck Faucet

The Savill Patented Swan-Neck Faucet is opened and closed quickly, a half turn of the handle allowing a full stream of water. It can be shut off quickly; this feature has led to its introduction in hotels and restaurants, and it also finds a ready place in the kitchen, where time and labor are of importance in drawing water.

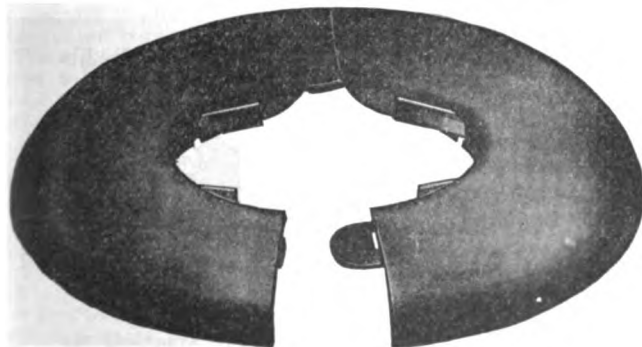
THOMAS SAVILL'S SONS

Wallace and Watts Sts. - Philadelphia, Pa.

Send postal card for catalogue showing 23 styles



Sold by Jobbers of Plumbing Supplies Everywhere



No. 10 Steel $\frac{1}{4}$ " to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & O" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.

Largest and Oldest Plate Company in the World

Pacific Coast Representative

W. HERWIN GILCHRIST

681 Market St.
San Francisco, Cal.



BUSINESS COMES EASILY TO THOSE WHO ASK FOR IT

The average plumber, the average man in almost any line who complains of lack of business, is often not getting it for one simple reason. He has been sitting back waiting for it to force its way through the doors of his store or shop.

He is not putting forth the proper efforts, really in many instances, no effort at all. He is not familiarizing himself with the needs of householders and owners in his community. He is not keeping informed as to what his customers really need.

While in many sections of the country the "build now" and "buy now" campaign will not be active until more open weather and it is not a bit too soon to begin to plant the germs of this idea in the minds of the people.

Herbert Hoover, chairman of President Harding's conference committee on unemployment has pointed the way. The Trade Extension Bureau campaign is going a step further than this idea by calling upon the traveling salesmen in plumbing and heating supplies to further the plan laid down by the president's committee.

They recommend that the owners of private homes, hotels, offices, etc., contribute to improving the situation by making repairs, alterations and additions during the winter instead of wait-

ing until spring when employment will then be more plentiful.

The Trade Extension Committee believe that there is much work that can be done by the municipalities in repairing the schools and streets, sewage, public buildings to the fullest extent compatible with the existing circumstances and that not every traveling salesman, but every plumber and every workman, every jobber can do much towards enlarging upon the idea.

When tools or necessary working apparatus are loaned, to someone outside of the business. are you careful that a note is made of the fact. and tools and apparatus are followed up until they are returned? It is astonishing how thoughtless and careless borrowers can be. They mean to bring back what has been lent to them, but all too often the article, even if it is something as big as a ladder or as small as a hammer, will be laid aside and overlooked. Then it is up to the owner when he wants to use the article, to hunt it up or to go and buy new.

Make the individual employe who does the lending responsible until the belonging, whatever it is, is back in its place.

Scotts Bros. recently opened a plumbing shop at Roseburg, Oregon.



Nye the Die Man

It's all in the point of view!

A sailor likes to see a lighthouse—a theatrical manager doesn't.

It's all in the way you look at it.

Some admire a girl's eyes, and some her pretty shoes.

It's all in the point of view.

Some men like to save money on the Die, and some on the job.

NYE DIES

are made for men who like to do a good job with a good Die.

Every job makes them money, because every job makes them friends.

They keep their temper and their trade, make a profit and a reputation.

NYE DIES

are made by a Die specialist, who talks about 'em in his sleep.

No other Die has its patented features—no other Die can.

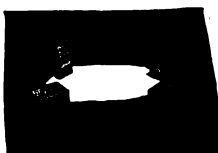
Best tool steel—fastest, easiest, best.

Don't cuss along with a cheap Die—they're too expensive!

HARRY G. NYE

The Nye Tool & Machine Works

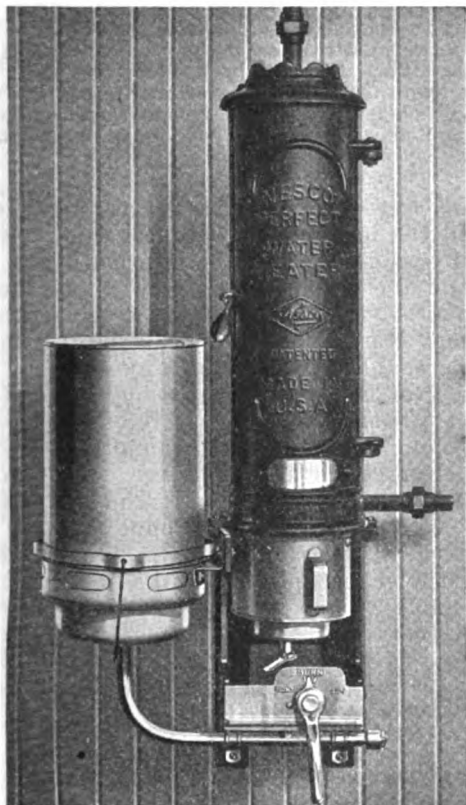
118-128 N. Jefferson Street Chicago, Ill.



Nye Solid Die



Nye Armstrong Die



AN OIL BURNING WATER HEATER

An oil burning water heater is being placed on the market, which can be attached in any rural home where there is running water or a storage tank. Hot water may then be drawn right from the faucet with all the convenience and comfort which it has meant to 'city folks' in the past, and at a cost of only one-half cent per hour, or less.

A tank of 30 gallons capacity is usually used with the heater. Water starts heating in the top of the tank and draws off from the top also. Thus it is possible to burn the heater only as long as necessary to heat a small quantity of water. In 15 minutes or less there is enough hot water for shaving and morning toilet; in 25 minutes enough for dish washing, and 45 minutes burning supplies hot water for a bath, or to start the laundry work.

It is claimed that the secret of the quick-heating is the efficiency of the 'Nesco' burner and wick, that a smokeless, odorless, intensely hot, steady blue flame rises high right up into and among the copper coils and that the chimney tubes never are overheated or require replacement, nor does the wick wear or burn out or require trimming.

The 'Rockweave Wick' is an almost indestructible oven fabric, made of strands of pure asbestos fibre wound around stiff brass wire. The burner arrangement for easy heat control is such that when not lighted the burner bowl with wick is lifted high out of the flame level, and the residue of oil burns out. Thus the wick dries and purifies itself—it is always clean, burning a smokeless, odorless flame when relighted.

The coil consists of four pieces of 7-16-inch copper piping, each 8 feet long. Heating efficiency is gained by a half turn of the coils. Less fuel is consumed to heat a given quantity of water, for the high blue flame is deflected from one coil to another. The rebound sends it clear up to a topmost coil.

At the top there is a flue collar for a chimney pipe desired. Water pipe connections are tapped for one-quarter inch pipe. The heater is equipped with

an all metal, leak proof fuel tank, capacity two gallons—enough for two days steady burning.

The heater is said to be absolutely safe. It can be burned steady without any danger, even during the night, so that there will be a whole tank of piping hot water for laundry work ready in the morning. It burns kerosene and the burner arrangement is such that there is no possibility of mishap. Coils are tested under 250 pounds cold water pressure.

The entire heater, including special burner and wick, is the product of the National Enameling & Stamping Co., Milwaukee.

WHITE BEAR SINK AND BATH COCKS

Bear brand brass goods have adopted several Polar Bears into their high-bred circle.

At any rate the Standard Brass Castings Co. is placing on the market all-white bathcocks and sink cocks. Each is covered with a vitreous china shield so that there is no nickel exposed to keep clean or to tarnish. These White Bear brand goods serve a sound purpose and are along the general tendency of modern building to make the plumbing fixtures in the kitchen and bathroom as white, as sanitary, as neat as is humanly possible. Removal of handles and shield exposes all working parts in both cases, and the installation is the same as for any standard bathcock.

All Bear brand goods are handled through the trade, but merchants or jobbers wishing further information should correspond direct with the Standard Brass Castings Co., either at the Oakland factory or through the sales manager, M. W. Wuesthoff, 823 Monadnock Bldg., San Francisco.

Garden Hose Valves

OF

Recognized Quality

Which command repeat orders for you



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent and straight hose spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist

Pacific Coast Representative
681 Market Street, San Francisco

DAMAGES IN CASE OF IMPROPER CANCELLATION

(Copyright by Elton J. Buckley)

The ever interesting subject of cancellation of orders continue to crop up in various forms. I publish and discuss all the matter I get on this subject, because I know it touches every reader. Read this:

Aplington, Iowa.

About a year ago we bought some goods from Mfg. Co., Peoria, Ill., part of the order to be shipped at once and part on March 1, 1921. The first shipment came and we paid for it, then as business began to fall off we cancelled the balance of the order that was supposed to be shipped March 1. We cancelled this on March 7, at which date we had not received the goods.

We wrote them when we cancelled the order that we intended to close out our business, which we at that time intended to do, but people would not buy, so we are still in the business.

Now, when they got our letter of March 7 the goods had been shipped and they arrived here a few days later. We refused them at the depot. The agent notified them that the goods were here refused. They kept writing us that we should take the goods, but we paid no attention to their letters and the agent notified them from time to time that the goods were still on hand refused. Then after several months they sent their salesman (who sold the goods to us) up here to try to make us take them. We didn't take them, so their salesman finally tagged the goods and returned them. The company paid the storage and transportation charges and now they want to sue us for the storage, which amounts to about \$40, and freight charges, and also 20 per cent. handling charges, amounting in all to \$91.74.

If they had taken the goods back right away there would have been no storage charges.

They have no signed order from us.

Now, we want to know if they can collect this from us after taking the goods back.

We wrote them today and offered to pay the transportation charges, which we thought would be fair.

Please advise as soon as possible what we must do by law, pay it or not.

H.

This correspondent does not ask me whether he had the legal right to cancel this contract, but in passing, and for the information of himself and the other readers, I will say that he had not. Evidently the goods were shipped on or about March 1, which would be in time, so that he could not cancel for any delay in shipment. Nor is the fact that a buyer decides to go out of business, and therefore will have no use for the goods, a legal ground for cancellation, even if the decision were consummated, which in this case it was not. The fact that the order was verbal is also unimportant, as part of the goods were delivered. There was no ground for cancellation, and the buyer is therefore liable to the seller for all the damages which naturally flowed from the buyer's breach. Those damages would be as follows:

- 1.—Any decline in price from the price named in the contract.
- 2.—Transportation charges both ways.
- 3.—Reasonable handling charges at both ends.
- 4.—Storage charges at the point of destination.

As to storage charges, what amount of storage charges can the seller charge in such a case? Only the reasonable charges, or, in other words, charges that are necessary under the circumstances. In this case there was apparently no reason for storing these goods over a period of several months. I believe that this correspondent has a successful defense to at least a part of the storage, but he should remember one thing, viz.: That where goods have been delivered to a buyer before cancellation is attempted, the seller is not compelled to take the goods back at all, but can sue the buyer for full purchase price. If in this case the goods were sold f. o. b. the seller's station, then delivery was made to the buyer when the goods were delivered to the railroad. Therefore this correspondent should bear in mind that the seller could have, and possibly still can, sue him for the full purchase price of these goods, holding them meanwhile subject to his, the buyer's order. This may make him a little less stiff in his dispute over the storage.

It is difficult in this country to keep one's mind on "Sinn Feins" when it is distracted by by so many "fine shins."

The Grant County Plumbing & Heating Company recently opened for business at John Day, Ore., by C. W. Bock.

The Casner Hardware Company have moved to a new location at Monrovia, Calif. They will carry increased stock. They are adding to the stock of enamel and aluminum ware, plumbing supplies, paint and building material generally.

SCAIFE "Copper-Brazed" TANKS

For Air, Gas and Liquids



Pneumatic and Storage Tanks

Range Boilers, Riveted
or Welded

SEND FOR CATALOGUES

WM. B. SCAIFE AND SONS CO.
PITTSBURGH, PA.

38 South Dearborn St.

Chicago, Ill.

BUSINESS IS BUSINESS

Business is business, we've often been told;
 Successful business is measured in gold;
 Do other men first or they will do you;
 Trust no man, not one, for no man is true;
 Every man for self, "Old Nick" for the last,
 Are terms in business we've used in the past,
 And we cared not how we were cussed and
 slammed,
 But got all we could—the public be damned.

Business is business whatever we think it;
 It may be a god, may be a trinket;
 It may be a mill for grinding out gold,
 A mart where humans are bartered and sold;
 It may be a trap to catch all we can,
 A snare for strangling our fellow-man;
 It may be a virile, strenuous game
 Which we play to win glory and fame;
 It may be a ladder to climb to power
 To be hailed by some, "The man of the hour;"
 It may be a joy-ride of riot and dash
 To gather a "rep." for spending the cash;
 It may be service to human kind;
 If we think so, it will be, we will find.

Business is business, and when understood,
 Business is service for all human good;
 And service means striving ever to give
 Sincere effort, aiding others to live.
 Trusting all men, all men will trust you;
 Believing all men, for all men are true;
 Success and happiness come without strife
 When business is service—business is life.

—Jimmie Heron in Forbes.

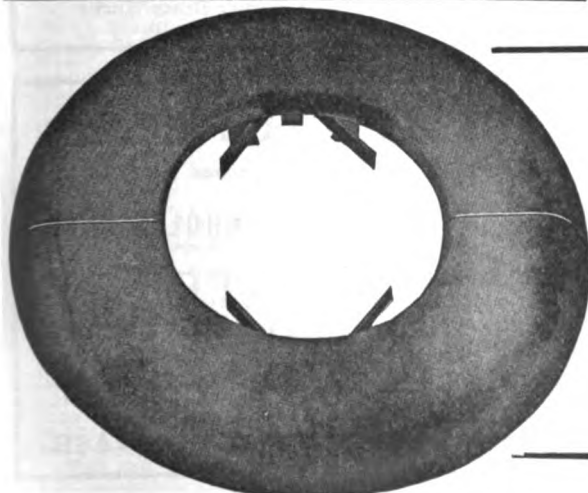


THE PACKHAM

Stove Pipe Crimper and Beader

MADE BY
THE PACKHAM CRIMPER CO.
 MECHANICSBURG, OHIO

If Your Jobber Does Not
 Carry It, Write Us

**THE PUBLIC DECLARES**

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
 NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, New Birks Building, Montreal, Quebec, Canada.



No. 206 Torch.
 List Price each
 \$32.00

Ask for Discount

End Your Troubles

by using C & L Improved Double Blunt Needle Torches. The Burner has wonderful generating power, saves fuel and burns perfectly in extreme cold and windy weather. It will outlast two of the ordinary Burners as both Needles are Blunt, not sharp

pointed, making it impossible to enlarge the gas orifice, which ruins the Burner. Upper Needle cleans orifice, lower Needle regulates. C & L Double Needle Torches will save you time and money. No. 208 is quart, No. 210 pint and No. 206 two quart size. Jobbers supply at factory prices. Send for catalogue.

CLAYTON & LAMBERT MFG. CO.

10611 Knodell Ave. - Detroit, Mich., U. S. A.

Prepare for February Weather

Look over your stock of TORCHES and FURNACES now. If it is not complete, place an order at once so you will receive the tools before the cold weather arrives.

You know that during the cold weather there is an unlimited demand for TORCHES and FURNACES. If you are short of those tools then you cannot complete promptly all of the orders you receive.

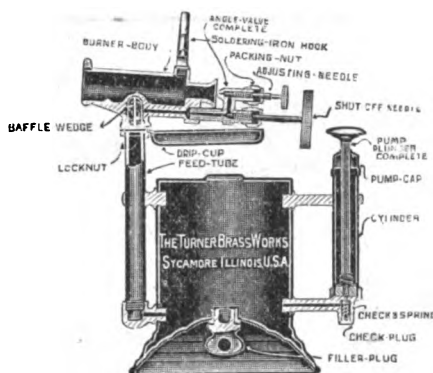
You should purchase a reliable make so that your customers can obtain satisfactory results. Order the "ALWAYS RELIABLE" and your trade will never again purchase the other brands.

Jobbers supply at factory prices.

OTTO BERNZ CO., NEWARK, N. J.

Established 1876

Manufacturers of the "ALWAYS RELIABLE"
 TORCHES and FURNACES



TURNER GASOLINE-KEROSENE TORCH

The Turner Brass Works of Sycamore are calling attention to their recent improvements in their new style Turner blow torches, especially the shut-off and needle valve being separate. It is designed to use the upper needle for a regulating or adjusting needle and the lower is used for shutting off the torch only.

With this new construction it positively eliminates the forcing or enlarging of the orifice when shutting off the torch, as all the strain is taken off the orifice or the delicate parts of the torch.

The baffle in the burner tube generates the low grade fuel, gasoline or kerosene, to a hot, dry gas, and this dry gas takes on more air and one is able to generate more heat on less fuel.

A flared tube is used in the inlet, which syphons the correct proportion of air regardless of the size of the flame.

The new style torches are light in weight and will not tire the operator.

They shall be glad to give full information of prices to any of our readers upon request.

L. E. Sanders has purchased the plumbing business of Dean E. Alger at Manteca, Calif.

George C. Gerle of Vallejo is preparing to engage in the plumbing business at Moorpark.

John Ingram is preparing to engage in the plumbing business at 4128 University Avenue, East San Diego.

STEARNS INCINERITES

E. C. Stearns & Company of Syracuse are placing on the market a line of incinerites, which they claim are sanitary, odorless and a most economical method of disposing of refuse for town houses, country houses, apartments, hotels, hospitals and other institutions.

The Incinerite is substantially built of heavy, serviceable castings, brass and sheet steel, lined with asbestos and practically indestructible. It burns either natural, manufactured or gasoline gas and destroys wet or dry, animal or vegetable garbage without odor.

These are manufactured in about a dozen sizes, both portable and wall type, ranging in size from a floor space of 15x15 inches to 22x51 inches.

E. C. Stearns & Company will be glad to give full information to any of our readers upon request.

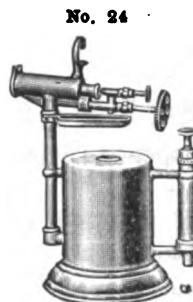


No. 208 Torch
Last Price
Each \$17.00
Ask for
Discount

CLAYTON & LAMBERT MFG. CO., 10611 Keodell Ave., Detroit, Mich., U. S. A.

The New Style And the Old

Over 60 per cent of the troubles experienced in using all old style Gasoline Torches is caused by the Sharp Pointed Burner Needle which quickly enlarges the orifice, causing an imperfect gas mixture. This is entirely overcome in the C & L Improved Double Blunt Needle Torches. They produce about 300 degrees more heat and are practically indestructible. Kerosene can be burned by changing the Jet Block. The No. 208 Torch is up-to-date and gives the user perfect satisfaction. Jobbers supply at factory price. Catalogue upon request.



No. 24
Price \$15.20
Ask for
Discount

BEST BY TEST

Time after time the Turner New Line Blow Torches have proven the best.

The Baffle in the burner (Turner Patent) will perfectly generate the low grade gasoline as well as kerosene. (No changing of parts necessary.)

Guaranteed 300 to 400 degrees more heat than any other torch made.

The torch with the shut-off and needle valve separate. Positively eliminates enlarged orifice.

Prices most reasonable. Send for catalogues.

Manufactured only by
The Turner Brass Works
Sycamore, Ill.

STOVE & FURNACE REPAIRS

Welding for All Makes

Repairs and Wicks for New Perfection and Puritan Oil Stoves and Heaters

JOBBERS MYER S. RUBENS WHOLESALERS

PLATERS

Gold, Silver, Nickel, Bronze, Copper,
Brass, Blue and Gun Metal Oxidizing

PLATERS

GALVANIZING

RESILVERING

RETINNING

Demountable Rims, Etc.

Head and Spot Lights

Milk and Ice Cream Cans, Etc.

Silver Ware Refinished

1009 W. FIRST AVE.

Also Rented for Weddings, Banquets, Etc.

SPOKANE, WASH.

PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

BATHS AND LAVATORIES

(Bath Tub Prices Less Fittings)

BATH TUBS—K64, C870, P1990, Essex, on Feet, 4-ft., \$44.00; 4½-ft., \$44.00; 5-ft., \$42.00; 5½-ft., \$47.50; 6-ft., \$66.70. K57, C860, P1991, Essex, on Base—4½-ft., \$55.50; 5-ft., \$55.50; 5½-ft., \$61.50; 6-ft., \$82.70. K80, P1993, Knickerbocker—5-ft., \$45.50; 5½-ft., \$58.50. K19 to K104, P2160 to P2173, Conrod Enam. Allover, Cardinal—4½-ft., \$76.00; 5-ft., \$80.00; 5½-ft., \$86.70. K10 to K104, P2160 to P2173—Conrod, Enameled Inside, Cardinal—4½-ft., \$60.00; 5-ft., \$64.00; 5½-ft., \$70.70. K104, P2180, to P2186, Recona. Enam. Allover, Cardinal—4½-ft., \$72.00; 5-ft., \$74.70; 5½-ft., \$81.50. K104, P2180 to P2186, Recona. Cardinal (Enam. Inside)—4½-ft., \$60.00; 5-ft., \$64.00; 5½-ft., \$70.70. F12 to F15, C316 to C319, P2305 to P2313, Pembroke, Viceroy Sierra (Corner)—4½-ft., \$90.70; 5-ft., \$94.70; 5½-ft., \$102.70; 6-ft., \$133.50. F16 to F17, C820 to C821, P2315 to P2318, Pembroke, Viceroy Sierra (Recess)—4½-ft., \$81.50; 5-ft., \$86.70; 5½-ft., \$94.70; 6-ft., \$128.00. F10 to F11, P2319 to P2322, Pembroke, Viceroy (Pier)—5-ft., \$199.50; 5½-ft., \$141.50; 6-ft., \$157.30. F7 to F8, P2380 to P2388, Woodmere, Imperator (Corner)—5-ft., \$177.50; 5½-ft., \$184.00. F9, P2390 to P2388, Woodmere, Imperator (Recess)—5-ft., \$166.70; 5½-ft., \$177.50. F6, Imperator (Swirling Pattern)—5-ft., \$261.50; 5½-ft., \$278.70. F6, Imperator (Wall Pattern) 5-ft., \$280.70; 5½-ft., \$244.00.

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection, light weight, Corner—5-ft., \$145.85; 5½-ft., \$158.85. H5015, 2028N, Special selection, light weight, Corner—5-ft., \$177.00; 5½-ft., \$198.35. H5020, 2029N, Regular selection, light weight, Recess—5-ft., \$133.35; 5½-ft., \$146.70. H5020, 2029N, Special selection, light weight, Recess—5-ft., \$166.70; 5½-ft., \$183.35. SHOWER RECEPTORS—K112, P2510, with Strainer and Waste—36x36-in., \$84.00; 42x42-in., \$112.00. K108, P2511, with Strainer and Waste—36x36-in., \$113.50; 42x42-in., \$150.70. K107, P2512, with P2580 Drain—38x38-in., \$149.50. K105, P2555, with P2580 Drain—36x36-in., \$120.00; 42x42-in., \$158.50. SHOWER MIXING VALVES—NC1, H15, P2745, \$30. NC1, H12, P2746, \$30.00. NF1, H10, P2747, \$30.00. P2748, \$30.00.

SHOWERS—

H965, P2766, Shower and Rose Sprays.....\$110.00
H1014, P2771, Shower and Needle Bath.....109.00
NF1200, H911, P2790, Shower.....54.70
H909½, P2791, Shower and Shampoo.....64.00
NC100, H954½, P2808, Shower.....29.35
H953½, P2804, Shower.....30.70
NC1100, H954½, P2807, Shower.....41.85
NC1100 (with stops), H954½, P2809, Shower.....40.70
H943½, P2815, Shower.....48.70
H944½, P2816, Shower.....46.70
H945½, P2819, Shower.....56.70
H946½, P2820, Shower.....55.85
NC1100½, H956, P2821, Shower and Shampoo.....47.70
P2823, Shower and Shampoo.....54.70
H1402, P2826, Shower.....16.00
H1406, P2827, Shower.....15.70
H1400, P2828, Shower and Shampoo.....31.70
H1404, P2829, Shower and Shampoo.....30.70
H1410, P2836, Shower.....36.70
H1411, P2837, Shower.....38.00
H1408, P2841, Shower and Shampoo.....50.70
H140, P2842, Shower and Shampoo.....52.00
NF1050, H900, P2855, Shower.....38.70
NF1050½, P2856, Shower and Shampoo.....51.00
NF1055, H995, P2857, Shower.....46.70
H904, P2860, Shower.....45.35
P2861, Shower and Shampoo.....58.00
H1246, P2868, Shower.....34.70
H1250, P2870, Shower.....27.70
H1600, Industrial Mixometer Shower.....34.70
H1625, Industrial Combination Valve Shower.....14.15
H1202, P2914, Shower.....52.00
H1200, P2916, Shower.....66.35
H1206, P2918, Shower.....44.35
H1204, P2919, Shower.....46.00
P2920, Shower and Shampoo.....59.00
P2921, Shower and Shampoo.....60.35
Portable Showers—
H1275, P2946, Portable Shower.....21.35
S124, Portable Shower.....15.00
Wall and Ceiling Showers—

H1270, P2950, Wall Shower.....13.00
H1268, P2952, Ceiling Shower.....13.00
LAVATORIES—(Less Fittings)—

C105, P3050, P3055, P3057, Copley—18x27-in., \$52.00; 22x33-in., \$66.65.
C114, K205, P3110, P3115, P3117, Laton—20x24-in., \$37.35; 22x27-in., \$42.65; 22x30-in., \$51.30.
C145, K332, P3840, P3845, P3846, P3847, Ophir—17x21-in., \$14.50; 18x24-in., \$18.20; 20x24-in., \$22.30; 22x27-in., \$38.70.
C145, K332, P3847, Ophir—20x24-in., \$22.30; 22x27-in., \$38.70.
C145, K332, P3850, P3855, Ophir—20x24-in., \$22.30.
C152, K582, P4045, Ralwon—17x19-in., \$12.80.
P4125, Arion—19x24-in., \$22.65.
P4205, Othello—18x21-in., \$13.80.
K580, C150, P4206, Othello—18x21-in., \$13.80.
K608, C162, P4335, Beverly—18x21-in., \$13.20.
K614, C164, P4345, Crescent—17x19-in., \$10.00.
K752, P4365, Alva—16x24-in., \$10.00.
K668, C180, P4940, P4945, Athena—20-in., \$30.00.
K668, C180, P4946, Athena—20-in., \$30.00.
K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in., \$30.00.
K690, C184, P4980, P4985, Verdun—16-in., \$15.30.
P5080, P5085, P5086, P5087, Everett—19-in., \$18.70.
K732, C190, P5110, P5115, Yale—16-in., \$11.50.
K762, C192, P5145, Aida—16-in., \$11.50.
Add for Waste when required—P11285, Imperial, \$9.85; P11289, Empire, \$8.00; P11290, Princess, \$6.70.

BRASS AND RUBBER GOODS

BATH FITTINGS, BUILT-IN—

H7025 Special, P11000—Compression, ½-in. Valves, 2-in. Waste (End Wall), \$29.00.
P11001—½-in. Valves, 2½-in. Waste, \$42.70.
H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back Wall), \$31.70.
P11008—½-in. Valves, 2½-in. Waste, \$45.35.
P11010—½-in. Valves, 2-in. Waste, \$37.35.
P11011—½-in. Valves, 2½-in. Waste, \$44.70.
P11012—½-in. Valves, 2-in. Waste, \$42.70.
P11013—½-in. Valves, 2½-in. Waste, \$47.85.
P11015, "Quicks" —½-in. Valves, 2-in. Waste, Top Nozzle, \$42.70.
P11016—½-in. Valves, 2½-in. Waste, Top Nozzle, \$47.85.
P11017—½-in. Valves, 2-in. Waste, Top Nozzle, \$45.35.
P11018—½-in. Valves, 2½-in. Waste, Top Nozzle, \$50.00.
Compression—
P11025—½-in. Valves, 1½-in. C. W. & O., \$23.70.
P11026—½-in. Valves, 1½-in. C. W. & O., \$28.35.
P11030—½-in. Valves, 1½-in. C. W. & O., \$27.35.
P11031—½-in. Valves, 1½-in. C. W. & O., \$32.00.
P11040—½-in. Valves, 1½-in. Waste, \$46.70.
P11041—½-in. Valves, 2½-in. Waste, \$51.35.
NC2570—Fittings for Por. Tubs, ½-in. Valves, 2½-in. Waste, \$64.00.
H2466—Speakman Dishler, ½-in. Valves, 2-in. Waste, for Por. Tubs, \$36.00.
Exposed for Essex Baths—Compression—
P11065—½-in. Valves, 2-in. Waste, \$34.70.
P11066—½-in. Valves, 2½-in. Waste, \$50.70.
"Quicks"—
P11090—½-in. Valves, 2-in. Waste, \$46.00.
P11091—½-in. Valves, 2½-in. Waste, \$50.70.
Exposed for Conrod Baths—
H6978 Special, P11115—½-in. Valves, 2-in. Waste, \$30.35.
Exposed for Pembroke and Woodmere Baths—
Compression—
H6978 Special, P11115—½-in. Valves, 2-in. Waste, \$40.00.
½-in. Valves, 2½-in. Waste, \$40.00.
P11125—½-in. Valves, 2-in. Waste, \$48.00.
Bath Cock Combination Fittings—For Essex Baths—
P11150—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, \$8.70.
P11155—"Quicks" Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, \$8.70.
P11160—Compression Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, \$21.35.
P11165—"Quicks" Supply and Waste Fitting, 9-16-in. O. D. Annealed Supplies, \$22.70.
BATH WASTES—P11175—Imperial 2-in. Waste, \$17.25.
P11176—Imperial 2½-in. Waste, \$18.70.
P11179—Imperial 2-in. Waste, \$18.00.
Bath C. W. & O.—
P11185—1½-in. N. P. C. W. & O. for Essex Bath, \$2.80.
P11188—1½-in. N. P. C. W. & O. for Conrod Bath, \$5.50.
1½-in. N. P. C. W. & O. for Conrod Bath, \$6.00.
P11189—1½-in. Rough C. W. & O. for Conrod Bath, \$5.00.
1½-in. Rough C. W. & O. for Conrod Bath, \$6.00.
P11190—1½-in. Rough C. W. & O. for Pembroke Bath, \$6.00.

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

COMBINATION LAVATORY FITTINGS—

P11260—Verona, Compression, Enamel Lavatory.....20.00
P11263—Verona, Compression, Vitreous Lavatory.....20.00

LAVATORY WASTES—

P11285—Imperial, China Knob.....9.35
P11288—Imperial, China Knob.....9.35
P11289—Empire, China Knob.....8.00
P11290—Princess, China Knob.....6.70
P11291—Princess, China Knob.....6.70
P11293—Princess, China Lever.....6.70
P11294—Princess, China Lever.....6.70
P11295—Princess, China Lever.....6.70
P11296—Princess, "B" China Handle.....6.70
P11297—Princess, 4 Ball Handle.....6.70

SHAMPOO FIXTURES—

P11358—Quicko Double Basin Cock.....9.35
P11359—Pedestal China Soap Dish with Drain.....2.70
P11360—Compression, as described.....30.00
P11368—Quicko, as described.....20.00

MIXOMETER FIXTURE—H2285—Built-in Mixometer, \$58.85.

LAVATORY SUPPLY PIPES—Strictly I. P. Size—Pipes to

Wall—Short Pattern, 6-in. x 7-in.
P11371—With W. H. Stop, ¾-in. \$7.45; ½-in. \$8.70.
P11372—With C. I. Stop, ¾-in. \$8.15; ½-in. \$9.35.
P11373—With L. K. Stop, ¾-in. \$7.45; ½-in. \$8.70.

LAVATORY PLUGS AND CHAIN STAYS—

P11395—P. O. Plug for Porcelain Enamelled Lavatory... .75
P11396—P. O. Plug for Vitreous Lavatory.....1.50
P11397—Chain Stay for Vitreous Lavatory......40

COMBINATION SINK AND SUPPLY FAUCETS—P11425—

Quicko, Swing Spout, No. 100, Classic or Faultless, \$10.35.

NICKEL PLATED SINK AND LAVATORY TRAPS—

Tubing Pattern, less Cleanout—
P11450—1¼-in. Plain "P" \$2.00; 1½-in. \$1.80.
P11451—1¼-in. Vented "P" \$3.00; 1½-in. \$3.15.
P11456—1¼-in. Bag, \$4.70; 1½-in. \$4.60.
P11462—1¼-in. Plain "S" \$2.70; 1½-in. \$2.70.
P11463—1¼-in. Vented "S" \$3.60; 1½-in. \$4.00.

With Cleanout—
P11450—1¼-in. Plain "P" \$2.80; 1½-in. \$2.70.

Cast Brass Traps with Cleanout—
P11450—1¼-in. Plain "P" \$2.75; 1½-in. \$2.70.

P11451—1¼-in. Vented "P" \$3.75; 1½-in. \$3.95.
P11456—1¼-in. Bag, \$3.75; 1½-in. \$3.70.

P11458—1¼-in. "P" (N. Y. Reg.) \$2.70; 1½-in. \$3.10.
P11462—1¼-in. Plain "S" \$3.20; 1½-in. \$3.40.

P11463—1¼-in. Vented "S" \$4.15; 1½-in. \$4.35.

COMPRESSION BIBBS—H100—½-in. Rough Plain SSS,

\$1.00; Finished, \$1.15; Nickel Plated, \$1.35. ¾-in. Rough,

\$1.40; Finished, \$1.35; Nickel Plated, \$1.65.

H102—½-in. Rough Hose SSS, \$1.15; Finished, \$1.40;
Nickel Plated, \$1.50. ¾-in. Rough Hose, \$1.50; Finished,

\$1.60; Nickel Plated, \$1.80.

H110—½-in. Rough Plain SOT, \$1.15; Finished, \$1.25;
Nickel Plated, \$1.50. ¾-in. Rough Plain SOT, \$1.50; Fin-

ished, \$1.60; Nickel Plated, \$1.80.

H112—½-in. Rough Hose SOT, \$1.40; Finished, \$1.35;
Nickel Plated, \$1.65. ¾-in. Rough Hose, \$1.65; Finished,

\$1.80; Nickel Plated, \$2.00.

H135—½-in. N. P. Plain Adj. Flange, \$2.05; ¾-in., \$2.50.
H137—½-in. N. P. Hose Adj. Flange, \$2.20; ¾., \$2.60.

H140—½-in. N. P. Plain Set Screw Flange, \$1.85; ¾.,

\$2.25.

H142—½-in. N. P. Hose, \$2.05; ¾-in., \$2.40.

H365—½-in. N. P. Comp. Stub W. T. Bibbs Plain, \$1.50.

H367—½-in. N. P. Comp. Stub W. T. Bibbs Hose, \$1.70.

QUICK COMPRESSION BIBBS—H410—½-in. Nickel Plated,

Plain SOT, Metal Handle, \$1.65; ¾-in., \$2.00.

H412—½-in. Nickel Plated, Hose SOT, Metal Handle,

\$1.85; ¾-in., \$2.20.

H413—½-in. Nickel Plated, Plain SOT, China Handle,

\$2.35; ¾-in., \$2.60.

H414—½-in. Nickel Plated, Hose SOT, China Handle,

\$2.20; ¾-in., \$2.50.

H435—½-in. Nickel Plated, Adj. Flange, \$2.15; ¾-in.,

\$2.60.

H437—½-in. Nickel Plated, Adj. Flange, Hose, \$2.30;

¾-in. \$2.80.

H438—½-in. Nickel Plated, Plain, \$2.50; ¾-in., \$3.00.

H439—½-in. Nickel Plated, Hose, \$2.65; ¾-in., \$3.10.

H440—½-in. Nickel Plated, Plain SS Flange, Metal Han-

dle, \$2.00; ¾-in., \$2.35.

H442—½-in. Nickel Plated, Hose, SS Flange, Metal Han-

dle, \$2.15; ¾-in., \$2.50.

H443—½-in. Nickel Plated, Plain, SS Flange, China

Handle, \$2.30; ¾-in., \$2.60.

H444—½-in. Nickel Plated, Hose, SS Flange, China

Handle, \$2.50; ¾-in., \$2.85.

SELF-CLOSING BIBBS—H478—½-in. Finished, Plain SOT,

\$2.80; Nickel Plated, \$3.00.

FULLER BIBBS—H510—½-in. Nickel Plated, Plain SOT,

\$1.75; ¾-in., \$2.05.

H512—½-in. Nickel Plated, Hose, SOT, \$2.00; ¾-in.,

\$2.25.

H540—½-in. Nickel Plated, Plain SS Flange, \$2.20;

¾-in., \$2.50.

H542—½-in. Nickel Plated, Hose SS Flange, \$2.35;

¾-in., \$2.60.

GROUND KEY BIBBS—H575—½-in. Finished, Plain SSS,

\$1.45; ¾-in., \$2.00.

H577—½-in. Finished, Hose SSS, \$1.65; ¾-in., \$2.20.

\$1.45; ¾-in., \$2.00.

H577—½-in. Finished, Hose SSS, \$1.65; ¾-in., \$2.20.

H585—½-in. Finished, Plain SOT, \$1.60; ¾-in., \$2.20.

H587—½-in. Finished, Hose SOT, \$1.75; ¾-in., \$2.35.

COMPRESSION STOPS—H600 and H608—½-in. Rough I. P.

Both Ends T. H., \$1.10; ¾-in., \$1.45. ½-in. Nickel Plated

Both Ends T. H., \$1.45; ¾., \$1.80.

H605 and H608—½-in. N. P. I. P. Both Ends W. H.,

\$1.80; ¾-in., \$2.20.

H615 and H618—½ x ½ O. D. T. H. or W. H. N. P.,

\$1.50. ½ x 9-16 O. D., \$1.50. ½ x 11-16 O. D., \$1.75.

H620 and H623—½-in. I. P. Both Ends Finished, Loose

Key, \$1.60; ¾-in. I. P. Both Ends N. P., Loose Key, \$1.80;

¾-in. I. P. Nickel Plated, Loose Key, \$2.80.

SELF CLOSING STOPS—H640 and H641—½-in. I. P. both

ends N. P., \$3.65.

COMPRESSION SILL COCKS—H650 to H654—½-in. Angle

Pattern, \$1.45; ¾-in., \$1.60.

BOILER DRAIN COCKS—H655 and H658—½-in., 90c; ¾-

in. Rough N. P. Male, \$1.00; ¾-in., \$1.00.

H656 and H659—½-in. Rough N. P. Female, \$1.00; ¾-in.,

\$1.00.

H700—½-in. TH or LH Stops, Solid Head, \$1.45; ¾-in.

\$2.05.

H708—½-in. TH or LH Stop and Waste, \$1.50; ¾-in.,

\$2.10.

GROUND KEY STOPS AND STOP AND WASTES—H730 and

H731—½-in. TH or LH Stops, Loose Handle, \$1.05; ¾-in.,

\$1.50.

H738 and H734—½-in. TH or LH Stop and Wastes, Loose

Handle, \$1.05; ¾-in., \$1.50.

COMPRESSION BASIN COCKS—H852—No. 1½ Midget Ba-

sin Cocks, Pair, \$3.40.

H855—No. 2 Medio Basin Cocks, Pair, \$4.20.

H856—No. 2A Medio Basin Cocks, Pair, \$5.25.

No. H870—No. 5 Dunlo Basin Cocks, Pair, \$5.85.

H871—No. 5A Dunlo Basin Cocks, Pair, \$5.95.

QUICKO BASIN COCKS—H901—No. 1½, \$3.35.

H902—No. 2 Quicko Basin Cocks, \$4.00.

H903—No. 3 Quicko Basin Cocks, \$7.50.

H908—No. 5 Quicko Basin Cocks, \$7.50.

"Allwite" Quick Comp. Basin Cocks, \$10.95.

FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks,

\$5.25.

H926—No. 0 Fuller Basin Cocks with Union, \$6.90.

SELF CLOSING BASIN COCKS—H950—"Standard" Ball

Bearing, Cross Handle, pair, \$8.10.

H951—"Standard" Ball Bearing, China Level, pair,

\$9.45.

H970—"Standard" Boston, pair, \$6.60.

Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair,

\$7.50.

DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks,

each, \$10.50. (For China Soap Cup see U11359.)

Glauber "Winton" Nu-Rapid—Double Basin Cock with

Gooseneck and China Index Lever Handles, 12-in. C to C of

Cock Holes, \$16.50.

PANTRY COCKS—

H1000—No. 1 Compression, pair.....5.50

H1010—No. 1 Quicko, pair.....8.65

H1015—Quicko, Double, each.....12.00

H1030—No. 1 Fuller, pair.....8.80

SLOP SINK COCKS—

H1070—Compression.....19.50

H1075—Fuller.....19.50

DOUBLE BATH COCKS—

H1100—No. 3 Compression.....4.90

H1105—No. 3A Compression.....5.25

H1142—No. 1½ Quicko.....5.60

H1150—No. 2½ L Quicko.....4.90

H1152—No. 2½ Quicko.....5.75

H1160—No. 10 Quicko.....10.80

H1170—No. 5¾ L Fuller.....4.90

H1172—No. 5¾ Fuller.....5.25

H1175—No. 4¾ L Fuller.....4.90

H1177—No. 4¾ Fuller.....5.25

CHICAGO FAUCET COMPANY'S BRASS GOODS—

A100—"Classic" N. P. Quatern Swing Spout Mixing

Faucet with Index Lever Handles, \$10.35 each. Extra

Washers for same, \$2.00 per hundred.

A500—N. P. Quatern Plain Bibbs SOT, Detachable Ta-

pered Shank, ¾-in., \$3.00.

A900—N. P. Quatern Plain Bibbs with Detachable Shank.

Adjustable Screw Flange, ½-in., \$3.10.

A1600—N. P. Quatern Single Pantry Cock with China

Lever Handle, \$5.90.

A1700—N. P. Quatern Double Pantry Cock with China

Indexed Lever Handle, \$17.40.

A1900—N. P. Quatern Basin Cock with Top China Indexed

Lever Handle, \$3.80.

A2000—N. P. Quatern Basin Cock with Side China In-

dexed Lever Handle, \$4.90.

A2100—N. P. Quatern Double Basin Cock with China In-

dexed Lever Handle, \$14.70.

A4500—No. 102 Amazon Basin Cocks, N. P. with China

Index Top, \$5.50.

Phosphor Bronze Removable Sleeve Seats for all "Qua-

tern" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball

Cocks, etc., Hot or Cold, 40c each.

N. P. BRASS ANNEALED TUBING—½-in. O. D. N. P. Brass

Annealed Tubing, \$24.00 per hundred ft.

O. D. N. P. Brazed Brass Tubing—Per 100 ft.—¾-in.,

\$37.50; ¾-in., \$41.25; ¾-in., \$48.75; 1-in., \$39.00; 1½-in.,

\$42.75; 1½-in., \$48.00; 1½-in., \$52.50; 1½-in., \$56.25;

2-in., 75.00.

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

SEAMLESS BRASS PIPE—I. P. Size, per lb.— $\frac{1}{4}$ -in., 61c;
 $\frac{1}{2}$ -in., 57c; $\frac{3}{4}$ -in., 58c; $\frac{1}{2}$ -in., 50c; $\frac{3}{4}$ -in., 47c; 1-in., 47c;
 $1\frac{1}{4}$ -in., 47c; $1\frac{1}{2}$ -in., 47c; 2-in., 47c; $2\frac{1}{2}$ -in., 47c; 3-in.,
 47c.

Add 70 per cent for Nickel Plating Pipe. Add 10 cents
 for cut lengths. Add 75 per cent for Copper Pipe.

MISCELLANEOUS BRASS TRIMMINGS—

$1\frac{1}{4}$ -in. Laundry Tray Plugs, $1\frac{1}{4}$ O. D. Tail Piece, doz.,	19.90
$1\frac{1}{4}$ -in. Laundry Tray Plugs, $1\frac{1}{4}$ I. P. Tail Piece, doz.,	19.90
Fin. Brass Wash Tray Plugs, $1\frac{1}{4}$ Met. Stopper, doz.,	5.50
N. P. Chain Stays, No. 1, doz.,	4.50
N. P. Chain Stays, Nos. 1, 2, 3, dozen,	5.20
China Chain Stays, doz.,	9.60
N. P. Chain Stay and Cock Hole Cover,	6.75
N. P. Basin Cock Hole Cover, doz.,	4.40
N. P. Basin Chain w/ Snap, No. 00, doz.,	1.50
N. P. Basin Chain w/ Snap, No. 0, doz.,	1.70
N. P. Bath Chain w/ Snap, No. 00, doz.,	2.00
N. P. Bath Chain w/ Snap, No. 0, doz.,	2.40
N. P. Basin Chain 12 Yd. Box, No. 00, doz.,	2.10
N. P. Basin Chain 12 Yd. Box, No. 0, doz.,	2.50
N. P. Basin Chain 12 Yd. Box, No. 1, doz.,	3.10
N. P. Basin Chain, No. 00, per 100 feet,	5.50
N. P. Basin Chain, No. 0, per 100 feet,	6.80
N. P. Basin Chain, No. 1, per 100 feet,	8.50
N. P. Basin Chain, 500-foot reels, No. 00,	5.30
N. P. Basin Chain, 500-foot reels, No. 0,	6.40
N. P. Basin Chain, 500-foot reels, No. 1,	8.30
Beaded Basin Chains, per dozen,	8.50
Beaded Bath Chains, per dozen,	8.90
N. P. Chain Snaps, large, per dozen,	.26
N. P. Chain Snaps, small, per dozen,	.24
N. P. Chain "S" or "8" Hooks, per dozen,	.48
$\frac{1}{4}$ -inch Threaded Brass Rod, per foot,	.87
$\frac{1}{4}$ -inch Rough N. P. Brass Nuts, threaded through, 100,	6.40
$\frac{1}{4}$ -inch N. P. Brass Cap Nuts, per 100,	5.60

FAIRFAXS BUILT-IN BATH ROOM ACCESSORIES—

F 1—Built-in Paper Holder, 6x6,	8.80
F115 and F125—Built-in Soap Holder, 6x6,	4.40
F140—Built-in Grab Rail, 6x6,	8.80
F150—Built-in Comb. Rail and Soap, 6x6,	8.80
F160—Built-in Tumbler Holder, 6x6,	4.40
F170—Built-in Sponge Holder, 6x6,	7.10

BRASSCRAFTERS ALL WHITE ACCESSORIES—

14086—Slab Soap Dish,	3.00
14039—Wall Soap Dish,	2.90
14076—Wall Soap Dish,	3.35
14049—Wall Soap Dish,	4.80
14078—Wall Soap Dish,	3.00
14044—Tub Rim Soap Dish,	2.60
14080—Tub Rim Soap Dish,	3.50
12306—6-inch Three arm Swinging Bar,	4.50
12103—14-inch Three arm Swing Bar,	5.90
12518— $\frac{1}{4}$ x18-inch Towel Bar,	3.35
12524—24-inch Towel Bar,	3.75
12530—30-inch Towel Bar,	4.55
11818— $\frac{1}{4}$ x18-inch Towel Bar,	4.00
11824—24-inch Towel Bar,	4.40
11830—30-inch Towel Bar,	5.00
11612—1x12-inch Towel Bar,	5.90
11618—18-inch Towel Bar,	6.40
11624—24-inch Towel Bar,	6.60
11630—30-inch Towel Bar,	7.35
11912—1 $\frac{1}{2}$ x12-inch Towel Bar,	12.00
14241—Wall Pattern Soap and Sponge Holder,	11.70
14502—Wall Towel Basket,	19.90
15124—Tumbler and Toothbrush Holder,	4.80
15118—Tumbler and Toothbrush Holder,	4.95
15167—Tumbler Holder,	3.40
15235—Combination T. T. B. and Soap,	11.90
15222—Combination T. T. B. and Soap,	8.15
15150—Tooth Brush Holder,	1.40
15108—Tooth Brush Holder,	1.60
15176—Tumbler Holder,	3.40
15195—Tumbler and Toothbrush Holder,	4.80
15192—Tumbler and Toothbrush Holder,	4.95
15298—Tumbler and T. B. and Soap,	11.90
15291—Tumbler and T. B. and Soap,	8.15
15297—Tumbler and T. B. and Soap,	6.95
15293—Tumbler and T. B. and Soap,	12.70
14811—Comb Tray,	5.70
14800—Comb Tray,	6.95
15752—6x24 Shelf,	10.95
15706—6x20 Shelf,	8.00
15710—5x18 Shelf,	7.70
15712—5x24 Shelf,	8.20
15714—5x30 Shelf,	9.50
15301—5x20 Rail,	4.55
15202—5x24 Rail,	5.00
15304—5x30 Rail,	5.70
15307—6x24 Rail,	5.75
15435—Paper Holders (Roll),	6.15
15420—Paper Holders (Roll),	2.90
15451—Paper Holders (Sheets),	4.95
15510—Hooks,	.60
15528—Hooks,	1.10
15513—Hooks,	1.30
15534—Hooks,	2.55
15533—Hooks,	3.20
15521—Hooks,	1.15
15520—Hooks,	1.20

15501—Hooks,	1.75
14510—Stool,	12.70
CHURCH BATH ROOM TRIMMINGS—	
No. 2 White Pyralin Routh Bath Stool, Rub'r Bumpers,	19.15
No. 7 White Pyralin Square Bath Stool, Cork Top,	22.30
No. 1 French Beveled Plate Glass Oval Mirror with White Pyralin Frame, 16x4,	34.30
No. 2, same, 20x28,	48.35
No. 1, same, Oblong with Square Corners,	42.50
No. 2, same, 20x28,	42.30
No. 3, same, 20-inch Round,	36.70
No. 4, same, 24-inch,	48.35

BRASSCRAFTERS NICKEL PLATED ACCESSORIES—

1612—1x12-inch N. P. Towel Bar,	4.10
4600—20-inch Roller Towel Bar with Lock,	5.20
2112—14-inch 2-arm Crystal Swing Rack,	3.10
2113—14-inch 3-arm Crystal Swing Rack,	4.10
2818— $\frac{1}{4}$ x18-inch Crystal Bar,	1.95
2824—24-inch Crystal Bar,	2.20
2918—1x18-inch Crystal Bar,	3.40
2924—24-inch Crystal Bar,	3.80
2930—30-inch Crystal Bar,	4.55
2936—36-inch Crystal Bar,	6.00
2618— $\frac{1}{4}$ x18-inch Opal Bar,	1.95
2624—24-inch Opal Bar,	2.20
2718—1x18-inch Opal Bar,	3.54
2724—24-inch Opal Bar,	3.95
2730—30-inch Opal Bar,	4.60
2736—36-inch Opal Bar,	6.15
5610—5x18-inch Crystal Shelf,	4.50
5612—5x24-inch Crystal Shelf,	4.90
5606—5x20-inch Crystal Shelf,	4.60
5801—5x20-inch N. P. Shelf Rail,	3.15
5101—Crystal Tooth Brush Holder,	.90
5150—Opal Tooth Brush Holder,	.95
5108—N. P. Tooth Brush Holder,	.55
5146—Comb, Tumbler and T. B. Holder,	1.55
5191 and 5117—Tumbler Holder,	1.95
5170—Tumbler Holder,	1.10
5196 and 5141—Tumbler and Toothbrush Holder,	3.00
5222—Tumbler, T. B. and Soap Holder,	5.95
5291—Tumbler, T. B. and Soap Holder,	5.95
5293—Tumbler, T. B. and Soap Holder,	8.15
5298—Tumbler, T. B. and Soap Holder,	8.40
DRAIN COCKS—E1739—T. H. Compression for Range Boiler Hose or Plain Rough, N. P. $\frac{1}{4}$ -inch \$1.00; $\frac{1}{2}$ x $\frac{1}{4}$, \$1.10.	
URINAL COCKS—E1765—Self Closing N. P. $\frac{1}{4}$ -inch, \$8.10.	
BALL COCKS—E1771—Silent $\frac{1}{4}$ -inch O. D. without Integral Stop, less Ball and Stem, \$3.10.	
BASIN COCKS—	
E1876—N. P. Comp. 4-arm China Index Brass Handle with Nut for O. D. Tubing,	1.95
E1887—N. P. Comp. 4-arm, All China Index Handle with Nut for O. D. Tubing,	2.90
E1902—Rapidac N. P. China Index Side Lever Handle with Nut for O. D. Tubing,	2.70
E1905—Rapidac N. P. China Index Top Lever Handle with Nut for O. D. Tubing,	2.30
E1912—Rapidac N. P. 4-arm, All China Index Handle with Nut for O. D. Tubing,	2.95
E1915—Rapidac N. P. Double China Index Side Lever Handle with Special Br. Y. with Nut for O. D. Tub.	10.40
E1926—Rapidac N. P. China Index Side Lever Handle (large pattern), Nut for O. D. Tubing,	5.30
E1985—Self Closing N. P. 4-arm Brass Handle China Index Nuts with Nut for O. D. Tubing,	3.60
E1995—Self Closing N. P. China Index Lever Handle, Plain Brass Nut with Nut for O. D. Tubing,	4.20

CLOSETS AND TRIMMINGS

CLOSET SEATS—

L3500—White Seat, less Cover,	11.35
L3600—Birch Mahogany, less Cover,	5.55
L3700—Oak, less Cover,	5.35
L3501—White Seat and Cover,	12.15
L3601—Birch Mahogany and Cover,	5.55
L3701—Oak and Cover,	5.35
B. O. T. Church, B326, 47-1A, L3503—All White Seat and Cover, White Hinge,	20.00
L3515—White Crescent Seat,	11.80
L3615—Birch Mahogany Seat,	10.15
L3615 $\frac{1}{2}$ —Birch Mahogany, Cantonment Type,	5.20
L3715—Oak Seat, Mahogany, Cantonment,	4.90
L3715—Oak Seat, Cantonment Type,	4.70
L3516—White Crescent Seat and Cover,	15.00
L3616—Birch Mahogany Crescent Seat and Cover,	10.70
L3716—Oak Crescent Seat and Cover,	10.70
L3520—White Horseshoe Seat,	12.50
L3620—Birch Mahogany Horseshoe Seat,	10.15
L3720—Oak Horseshoe Seat,	10.15
L3521—White Horseshoe Seat and Cover,	16.70
L3621—Birch Mahogany Horseshoe Seat and Cover,	10.70
L3721—Oak Mahogany Seat and Cover,	10.70
L3535—White Extended Seat Closet Front,	17.35
L3635—Birch Mahogany Extended Seat Closet Front,	13.35
L3735—Oak Extended Seat Closet Front,	13.35
L3536—White Extended Closet Front with Cover,	22.70
L3636—Birch Mahogany Ext. Closet Front with Cover,	16.70
L3736—Oak Extended Closet Front with Cover,	16.70
L3565—White Extended Open Front and Back,	16.70
L3765—Oak Extended Open Front and Back,	16.90
L3566—White, Ditto, with Cover,	26.70
L3766—Oak, Ditto,	30.00

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

DRAINS

DRAINS, CESSPOOLS, ETC.—

Extra Heavy Stable Cesspool—12x12x10, \$8.75 each; 16x16x10, \$11.25.
 C. I. Pl. in Top Cesspools—6x6x2, \$1.10 each; 9x9x3, \$1.90; 12x12x4, \$3.35; 15x15x4, \$3.95.
 C. I. Extra Heavy, Hinged Top—6x6x2, \$1.75 each; 9x9x3, \$3.15; 12x12x4, \$7.50; 15x15x4, \$9.40.
 Galvanized Refrigerator Drains, 1½-in. I. P., \$1.60 each.
 Blake, Iron w/ B. W. Valve—G102, 2-inch, \$10.15 each; G103, 3-inch, \$16.50; G104, 4-inch, \$24.75.

JOSAM DRAINS—

I. P. Govt. Pattern—203A, 5x2-inch, \$14.40 each; 207A, 6x3-inch, \$20.00; 2003A, 6x2-inch, \$21.60.
 800—4-inch N. P. Strainer, 2-inch I. P., \$8.15 each.
 Roof Drains—400, 4-inch, \$14.40; 401, 5-inch, \$17.55; 402, 6-inch, \$19.20.
 Wood Roof Drains—400A, 4-inch, \$19.20 each; 401A, 5-inch, \$22.55; 402A, 6-inch, \$24.00.
 Floor Drains, 4-inch I. P.—300A, 10-inch, \$18.15; 600, 8-inch, \$20.00.

M. & J. SAFETY DRAIN WITH B. W. VALVE—

2-inch Flat Iron Top, \$19.80 each; 4-inch Flat Iron Top, \$28.95; 4-inch Raised Iron Top, \$37.95.

SHOWER STRAINERS—

¾-inch N. P. Top by 1½-inch I. P. Female Outlet, P2998, \$2.40 each; 4-inch ditto by 2-inch ditto, \$2.70.
 5-inch N. P. Top by 2-inch I. P. Outlet Combination Drain and Trap, P2986, \$10.35.

PENBERTHY AUTO CELLAR DRAINERS—

No. 1, \$52.25 each; 2, \$54.00; 3, \$74.40. No. 1, Non-Automatic, \$21.90.
 Washing Machine Drainers, \$4.30 each. Hose and Adapters, 80c.

FIRE AND HOSE GOODS

FIRE HOSE, RACKS, EXTINGUISHERS, ETC.—

No. 901—Antex Electric Light Extension Reel with 25 feet of Flexible Waterproof Cord, \$16.00.
 No. B1101—2½-gal. Badger's Chemical Extinguisher, \$30.00.
 No. B1107—Extra Hose with Nozzle, \$1.50.
 No. B1108—Hanger, .25.
 No. B1106—8-oz. Acid Bottles, .25.
 No. B1114—Universal Soda and Acid Recharge, .75.
 No. 0—Fire Gun Extinguisher, 1 qt., \$10.00.
 No. 1—Fire Gun Extinguisher, 1½ qt., \$12.00.
 No. 2—Fire Gun Extinguisher, 1½ qt., \$14.00.
 Universal Liquid for Recharging Fire Gun, per quart, \$1.75.
 No. B1113—2½-gal. Foamite Firepan Extinguisher, \$30.00.
 No. B1118—Pump Tank Extinguisher, 5-gal., \$15.00.
 No. M1201—1-pint Safety Gasoline Cans, \$3.00.
 No. M1204—1-quart Safety Gasoline Cans, \$3.35.
 No. M1202—2-quart Safety Gasoline Cans, \$4.65.
 No. M1205—1-gal. Safety Gasoline Cans, \$5.35.
 No. M1203—3-gal. Safety Gasoline Cans, \$8.60.
 No. M1206—5-gal. Safety Gasoline Cans, \$10.00.
 No. M1207—6-gal. Justrite Oily Waste Can, \$6.65.
 8-gal. Justrite Oily Waste Can, \$7.35.
 10-gal. Justrite Oily Waste Can, \$8.00.
 No. S502—Small First Aid Kit, \$7.50.

GAS WATER HEATERS

AUXILIARY TYPE—500, 1½-inch, \$80.00.
 No. 1½, Lion, No. 25 Round, \$19.70.
 Double Copper Coil, \$19.70.
 No. 2, Lion, No. 35 Round, \$48.50.
 Triple Copper Coil, \$48.50.
 STORAGE TYPE—
 Pittsburgh or Round Multi-Coil Storage Heaters—
 No. Each
 30, \$50.00
 50, \$60.00
 100, \$240.00
 200, \$285.00
 300, \$350.00
 500, \$570.00
 Moment Valve Thermostats—
 No. Each
 30, ¾-inch, \$40.00
 50, ¾-inch, \$40.00
 100, ¾-inch, \$55.00
 200, 1-inch, \$70.00
 300, 1-inch, \$70.00
 AUTOMATIC TYPE—
 Pressure Valve, Pittsburgh—
 No. Each
 2 (Old No. 50), \$105.00
 2½ (New No. 50), \$120.00
 3 (New No. 60), \$165.00
 Thermostat Type Pittsburgh—
 No. Each
 2½ (New No. 55), \$185.00
 3 (New No. 65), \$190.00
 4, \$240.00
 6, \$310.00
 8, \$410.00
 Combination Boiler and Heater—
 No. 30, Royal Auto., \$89.40
 No. 40, ditto with Thermostat, \$108.15
 Marvel, ditto, less Thermostat, \$41.25
 No. 40, ditto, \$50.00

LEAD GOODS

HALF AND HALF SOLDER—500 lb. lots, \$29.85; 100 lb. lots, \$30.70; Less, \$32.00.
 EXTRA WIPING SOLDER—500 lb. lots, \$25.85; 100 lb. lots, \$26.70; Less, \$28.00.
 Wire Solder, Smooth, \$38.35.
 CALKING LEAD—2000 lb. lots, \$8.40; 500 lb. lots, \$8.75; Less, \$9.10.
 PIG LEAD—2000 lb. lots, \$8.10; 500 lb. lots, \$8.40; Less, \$8.75.
 SHEET LEAD—Full Rolls, \$13.10; Cut Pieces, full width, \$13.40; Cut Pieces, odd sizes, \$14.40.
 ¼-inch Lead Tubing, \$16.25.
 Bar Tin, \$50.00.
 Block Tin Pipe, full reel and coils, \$50.70.
 Block Tin Pipe, cut pieces, \$68.70.
 LEAD BENDS—4x5½x10, \$1.50 each; 4x5½x12, \$1.70; 4x5½x15, \$2.00; 4x5½x18, \$2.30; 4x5½x20, \$2.50. 4x10x10, \$1.95; 4x10x12, \$2.15; 4x10x15, \$2.45; 4x10x18, \$2.75; 4x10x20, \$2.90.
 LEAD PIPE—¾-inch to 1½-inch, full reels and coils, \$11.75;

2, 3, 4-inch Lead Soil Pipe, full lengths, \$11.75; Other sizes 2½ to 5-inch, full lengths, \$12.40; Cut Pieces, all sizes, \$13.10.

Note—Add to lead pipe when full reels are taken \$2.70 per reel.

Wood reels when returned to American Smelters Securities Co., San Francisco, Cal., direct via prepaid freight will be credited at \$2.00 each net, no freight allowance, on receipt of prepaid B. L.

LEAD WASHERS—\$26.20 per 100 lbs.

LEAD WOOL—\$18.70 per 100 lbs.

TRAPS—Standard—1½ Short "P", 50c each; 1½ Long "P", 75c; 1½ Short "B", 75c; 1½ Long "B", \$1.05; 1½ Short "S", 60c; 1½ Long "S", 95c; 1½ Short "S", 90c; 1½ Long "S", \$1.35.

Extra Heavy—1½ Short "P", 80c each; 1½ Long "P", \$1.15; 1½ Short "B", \$1.10; 1½ Long "B", \$1.50; 1½ Short "S", 90c; 1½ Long "S", \$1.45; 1½ Short "S", \$1.25; 1½ Long "S", \$1.95.

COMBINATION BENDS AND FERRULES—4x5½x12, \$2.20

each; 4x5½x14, \$2.40; 4x5½x16, \$2.60.

COMBINATION FERRULES, LEAD AND IRON—4x4, 50c

each; 4x6, 85c; 4x8, \$1.05; 4x10, \$1.25; 4x12, \$1.40;

4x14, \$1.60; 4x16, \$1.75.

Lead Traps and Bends not shown above—Barrel lots, plus 40 per cent; Less, 50 per cent.

Lead Drum, Traps, Comb, Lead and Iron Ferrules and Bends, and Soldering Nipples—Barrel lots, plus 40 per cent; Less, 50 per cent.

PIPE	Random	Wrought Steel		Wrought Iron Standard	
		Blk.	Gal.	Blk.	Gal. Thread
¾	4.80	7.00	11.10	14.35	.16
1	4.95	7.40	11.10	14.35	.16
1½	4.95	7.40	11.10	14.35	.16
2	6.35	8.15	11.85	14.55	.16
2½	7.90	10.00	13.90	17.55	.16
3	11.15	14.80	19.95	25.35	.18
4	15.10	19.85	26.95	34.80	.22
5	18.00	23.15	32.20	40.95	.24
6	24.15	31.10	46.40	57.70	.30
8	39.95	51.15	74.00	87.15	.46
10	52.15	66.85	96.75	113.95	.60
12	67.20	84.90	116.85	148.15	.76
14	79.55	100.95	137.90	193.80	1.06
16	112.15	141.75	207.80	262.30	1.66
18	145.55	184.00	268.90	340.50	2.10
20	200.00	258.35	.....	.....	2.56
22	209.85	265.35	.....	.....	3.00
24	294.70	.....	.....	.....	3.76
26	320.00	.....	.....	.....	4.50
28	412.00	.....	.....	.....	7.50

Outting Charge—½ Standard Threading. All prices quoted

per 100 feet.

Plugged and Reamed—2-in., \$40.00; 2½-in., \$65.95; 3-in., \$86.40.

PIPE FITTINGS

CAST IRON—BLACK—

	¾	1	1½	2	3	4
Bends, Y	.31	.43	.52	1.00	1.43	3.80
Bends, Rt. O.P.	.40	.46	.84	1.25	3.34	9.88
Bends, Rt. CP	.27	.31	.62	.87	2.58	7.60
Bushings	.05	.05	.06	.08	.12	.39
Crosses	.24	.32	.41	.81	1.14	3.04
Elbows, 90 dg.	.08	.09	.12	.16	.31	1.14
Elbows, 45 dg.	.09	.11	.15	.18	.37	1.27
Elbows, Red.	.09	.11	.14	.18	.35	1.29
Plugs	.08	.08	.04	.05	.09	.32
Tees	.12	.12	.14	.18	.44	1.67

MALLEABLE—BLACK—

	¾	1	1½	2	3	4
Bends, Rt. OP	.26	.32	.54	1.26	1.62	.....
Bends, Rt. CP	.21	.24	.46	.74	1.06	.....
Caps	.04	.04	.06	.10	.12	.36
Crosses	.08	.14	.20	.28	.46	.58
Crosses, Red.	.12	.22	.30	.54	.66	1.18
Couplings, WI	.10	.12	.16	.24	.38	1.08
Elbows, 90 dg.	.06	.08	.10	.14	.28	.48
Elbows, Red.	.16	.12	.18	.20	.34	.62
Elbows, 45 dg.	.04	.04	.08	.14	.20	.32
Elbows, St.	.04	.06	.10	.18	.32	.62
Locknuts	.02	.02	.04	.10	.14	.26
Reducers	.10	.06	.08	.12	.20	.42
Tees	.06	.10	.12	.16	.38	.64
Tees, Red.	.18	.12	.16	.22	.48	.84
Tees, 4-way	.10	.18	.22	.40	.96	1.52

MALLEABLE—GALVANIZED—

	¾	1	1½	2	3	4
Bends, Rt. OP	.88	.48	.78	2.06	2.68	5.94
Bends, Rt. CP	.84	.36	.66	1.18	1.88	.....
Caps	.06	.08	.14	.18	.36	.58
Crosses	.10	.20	.30	.66	1.04	1.66
Crosses, Red.	.18	.32	.46	.80	1.14	1.90
Couplings, WI	.10	.14	.18	.24	.32	.72
Elbows, 90 dg.	.08	.12	.14	.24	.48	.80
Elbows, Red.	.22	.14	.18	.26	.30	.58
Elbows, 45 dg.	.06	.08	.12	.20	.30	.62
Elbows, St.	.08	.10	.16	.28	.30	.54
Locknuts	.04	.04	.08	.14	.20	.26
Reducers	.14	.08	.12	.18	.28	.40
Tees	.10	.16	.18	.28	.64	1.12
Tees, Red.	.18	.20	.22	.36	.80	1.38
Tees, 4-Way	.16	.26	.34	.60	1.34	2.24

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

NIPPLES—WROUGHT IRON—Per 100—Black—									
	¾	½	1	1½	2	3	4		
Cl. Sh....	3.42	4.28	4.80	6.40	10.40	14.40	38.40	72.68	
Long....	5.14	5.98	7.20	10.40	16.00	21.60	57.60	102.60	
4-in. Long	5.98	6.84	.....	.....	.....	.....	.....	.....
5-in. Long	6.84	8.56	8.80	12.00	20.00	25.60	.....	.....
6-in. Long	8.56	10.26	10.40	14.40	23.20	30.40	68.00	.....

NIPPLES—GALVANIZED—Per 100—

	¾	½	1	1½	2	3	4		
Cl. Sh....	5.40	5.40	6.84	9.40	17.96	23.08	59.86	121.50	
Long....	9.90	9.90	11.98	16.24	29.92	40.18	94.06	168.80	
4-in. Lg....	10.80	11.70	.....	.....	.....	.....	.....	.....
5-in. Lg....	13.50	14.40	15.40	20.52	33.84	44.46	.....	.....
6-in. Lg....	15.80	16.20	17.96	23.94	39.34	52.16	111.16	.....

PIPE CUT TO ORDER

On Pipe cut to specified lengths, where the loss occasioned by cutting up stock lengths is assumed, a higher price is charged than for pipe in random lengths. This advance covers the pipe only, and there is an extra charge for cutting and threading as follows:

(1) Pipe cut to special lengths and threaded both ends, two threads are charged for each piece of pipe furnished, and no charge made for the cut.

(2) Where one end of the pipe is left blank, the charge is for one thread and one cut on each piece, the price of the cut being one-half of the threading list.

(3) Where both ends are left blank, a charge is made for all cuts and for the one thread necessary to make the remaining scrap salable. This applies to whatever the number of cut pieces may be.

(4) When pipe is made up to sketch, all couplings and J are charged for and all pipe is charged at cut length prices.

(5) When pipe of any size is furnished in exact lengths longer than one random length by coupling on a short piece, the cut price is charged for the entire length. All couplings furnished are charged for, but only two threads. This applies to whatever number of random lengths may be included in the run.

(6) A customer can make his own measurements, and to call for the exact lengths necessary to make up the run required, which will be charged at the cut price with two threads with additional charge for any extra couplings furnished.

(7) In the case of an order for specified amount of pipe, WHERE EXACT MEASUREMENTS ARE NOT ABSOLUTELY NECESSARY, the cut length price may be charged for the last piece furnished necessary to equal the amount called for after the random measurements have been ascertained.

(8) When pipe is furnished in random lengths by customer (he assuming the loss on the scrap), to be cut to order, the actual work done is charged for; that is, all cuts and all threads actually made. In such cases the scrap belonging to the customer, and no credit allowed for same.

(9) In charging cut pipe, no allowance is made for couplings or for threads already on the pipe.

(10) Where pipe in sizes to 2 feet inclusive is cut on roller cutter in pieces of 12 inches or less and not reamed or threaded, one cut is charged for each piece at one-quarter of the Threading list.

PLUMBERS' TOOLS

STOCKS AND DIES—Walworth Standard Stocks and Dies (Solid Die Type)—No. 0, complete, ¼-inch to ½-inch, \$10.40 each; No. 1, ½-inch to 1-inch, \$13.65; No. 1½, ¾-inch to 1½-inch, \$12.35; No. 2, 1-inch to 2-inch, \$13.85; No. 3, 2½-inch to 3-inch, \$45.50.

Extra Dies and Bushings—List plus 50 per cent.

Miller's Reversible Ratchet Stocks and Dies—"B" complete, ¼-inch to 1-inch, \$21.20 each; "C", 1-inch to 1½-inch, \$24.05; "D", 1½-inch to 2-inch, \$28.10.

Extra Dies, Bushings and Die Frames, List plus 30 per cent. All other Parts, List plus 40 per cent.

Armstrong Stocks and Dies—No. 1, ¼ to ½-inch, \$10.80 each; No. 2, ½ to 1-inch, \$14.40; No. 2½, ¾ to 1½-inch, \$16.80; No. 3, 1 to 2-inch, \$25.20.

Extra Dies—List plus 30 per cent. All other Repairs list plus 30 per cent.

Toledo Stocks and Dies—No. 00 complete, ¼ to ½-inch, \$32.00 each; ½ to ¾-inch, \$27.20; ¾ to 1-inch, \$16.00. Dies with Heads—¾, ¾ or 1-inch, \$4.80; ¾ or 1-inch, \$5.60.

Extra Dies (4 segments), all sizes, \$3.20 each.

Ratchet only, \$4.80.

No. 0 complete, ¼ to ¾-inch, \$25.60. R. H. Dies, complete, 8 sets, \$12.00. L. H. Dies complete, 5 sets, \$20.00.

No. 1 complete, 1 to 2-inch, \$31.20.

1-A Ratchet complete, 1 to 2-inch, \$39.04. Dies complete (3 sets), 1½, 1½, \$3.30. Same, Single Set, 4 pieces, \$2.76.

2-inch Dies for No. 1 or 1-A, \$3.76.

No. 2 complete, 2½ to 4-inch, \$110.00. Dies, complete, 4 sets, \$35.20. Dies, single sets, 5 pieces, \$8.50.

No. 3 complete, 4½ to 8-inch, \$380.00. Dies, complete, 5 sets, \$66.00; Dies, single sets, 5 pieces, \$13.20.

No. 4 complete, 9, 10 and 12-inch, \$550.00. Dies complete, 3 sets, \$66.00. Dies, single set, 5 pieces, \$22.00.

No. 10 complete, 1 to 2-inch, \$36.40. R. H. Dies complete, 4 pieces, \$5.52. L. H. same, \$5.52.

No. 10-A Ratchet, complete, 1 to 2-inch, \$44.20.

No. 25, complete, 2½ to 6-inch, \$253.04. Dies, complete, 4 pieces, \$8.80. All other repairs, list plus 30 per cent.

Toledo Power Drive, D. C. or A. C. Motor, \$660.00 each.

Beaver Stocks and Dies—No. 3 Ratchet, complete, ¾ to

1-inch, \$43.20 each. Extra Die Heads and Chasers, ¾-inch, \$5.40. Same, ½ or ¾-inch, \$6.30; 1-inch, \$7.20. Extra Chasers, any size (4), \$4.50.

No. 6 Beaverette, complete, ¾ to 1-inch, \$24.00. Extra Dies, per set, \$4.50.

No. 25, complete, 1 to 2-inch, \$39.00; Extra Dies per set, \$5.75.

No. 26 Ratchet, complete, 1 to 2-inch, \$45.50.

No. 41, complete, 2½ to 4-inch, \$118.00. Extra Dies per set, \$18.50.

No. 61, complete, 2½ to 6-inch, \$264.00. Extra Dies, per set, \$28.00. Other Repair Parts, List plus 50 per cent.

WRENCHES—Warnock Brass Pipe Wrenches—12-inch, ¼ to 2-inch, \$5.00 each; 18-inch, 1 to 5-inch, \$10.00. Extra

Straps—12-inch, \$1.00; 18-inch, \$2.00. Basin Wrench, \$2.30; Spud Wrench for Radiator Nipples, \$3.00.

Vulcan Bijaw Pipe Wrenches—No. 30 or 10, ¼ to ¾-inch, \$4.50 each; No. 31 or 11, ½ to 1½-inch, \$6.00; No. 32 or 12, ¾ to 2½-inch, \$8.00; No. 33 or 13, ¾ to 4-inch, \$12.00; No. 33½ or 13½, 1 to 6-inch, \$15.20; No. 34 or 14, 1½ to 8-inch, \$19.00; No. 35 or 15, 2 to 12-inch, \$30.70. Extra

Parts, List plus 100 per cent.

Agrippa Chain Wrenches—No. 21, ¼ to 1½-inch, \$6.50 each; No. 22, ½ to 2½-inch, \$9.30; No. 23, ¾ to 4-inch, \$13.00; No. 23½, 1 to 6-inch, \$16.75; No. 24, 1½ to 8-inch, \$20.50; No. 25, 2 to 12-inch, \$38.50. Extra Parts, List plus 100 per cent.

Walworth Bostong Wrenches—No. 0, 1 to 4-inch, \$18.00 each; No. 1, 2 to 6-inch, \$32.00; No. 2, 2½ to 10-inch, \$64.00; No. 3, 3 to 14-inch, \$120.00.

Walworth Reversible Bostong Wrenches—No. 2, ¼ to 2-inch, \$11.90.

PIPE CUTTERS—Barnes Three Wheel Type—No. 1, ¼ to 1-inch, \$4.50 each; No. 2, ½ to 2-inch, \$6.00; No. 3, 1½ to 3-inch, \$10.00; No. 4, 2½ to 4-inch, \$20.00; No. 5, 4 to 6-inch, \$30.00; No. 6, 6 to 8-inch, \$40.00. Extra Parts, List plus 20 per cent.

Knurled Wheels—No. 1, 70c each; No. 2, 84c; No. 3, \$1.12; No. 4, \$1.40; No. 5, \$1.54.

Saunders Roller Type—No. 1, ¼ to 1-inch, \$3.90 each; No. 2, 1 to 2-inch, \$5.96; No. 3, 2 to 3-inch, \$14.30; No. 4, 2½ to 4-inch, \$23.40; No. 5, 4 to 6-inch, \$6.40. Extra

Parts, List plus 40 per cent.

Knurled Wheels—No. 1, 70c each; No. 2, 84c; No. 3, \$1.12.

Trimmo—No. 1, ¼ to 1½-inch, \$4.95 each; No. 2, ½ to 2-inch, \$6.60; No. 3, 1½ to 3-inch, \$11.00. Extra Parts, List plus 20 per cent.

Beaver Square End—No. 1, ½ to 1-inch, \$27.00 each; No. 5, ½ to 2-inch, \$30.00; No. 10, 2½ to 4-inch, \$120.00.

Extra Knives, per set—No. 1, \$1.80 each; No. 5, \$2.24; No. 10, \$3.74.

Toledo—No. 250, 2½ to 6-inch, \$168.00 each. Extra

Blades (Set of 4), \$1.76.

MISCELLANEOUS CUTTERS—Chesterton or Fletcher Gauge

Glass Cutter, A5903, \$4.00 each.

Gasket Cutter, \$1.80.

PIPE TAPS AND REAMERS—R. H. A4201—¼ to 1-inch, List less 20 per cent; 1½ to 2-inch, List less 10 per cent; 2½ to 3-inch, List plus 40 per cent; 3½ to 4-inch, List plus 70 per cent.

L. H. A4201 and Reamers A4202—¼ to 1-inch, List plus 10 per cent; 1½ to 2-inch, List plus 32 per cent; 2½ to 3-inch, List plus 70 per cent; 3½ to 4-inch, List plus 110 per cent.

Combined Drill and Tap—A4203, ¼ to 4-inch, List plus 10 per cent.

Mueller Ratchet Reamer—ER E4850, ¾ to 1½-in., \$12.48 each; E4851, ¾ to 3-inch, \$18.16.

Reed No. 6 Bit Brace Taper Burring Reamer—¾ to 3-inch, \$19.20 each.

TORCHES AND FIRE POTS, C. & L.—No. 31 Torch, 1 qt., \$14.60 each; No. 32, 1 qt., \$15.36; No. 37, 1 pt., \$13.06; No. 38, 1 pt., \$17.66; No. 108, 1 qt., \$14.60.

No. 1 Firepot, 7 pts., \$26.12 each; No. 5, 5 pts., \$23.82; No. 10, 1 gal., \$14.40; No. 20, 1 gal. with Pump, \$15.94; No. 21, 1 gal., \$20.36. Parts, List less 4 per cent.

RANGE BOILERS

Standard Galvanized Vertical Pattern, High or Low Top—		Extra Heavy Galvanized Vertical or Horizontal—	
No.	Each.	No.	Each.
18, 12x36	12.00	30, 12x60	14.70
24, 12x48	12.00	40, 14x60	19.85
30, 12x60	12.00	52, 16x60	37.85
40, 14x60	16.35	66, 18x60	68.70
52, 16x60	28.00	82, 20x60	82.00
66, 18x60	48.00	100, 22x60	113.00
82, 20x60	58.00		
100, 22x60	80.00		
120, 24x60	90.70		
144, 24x72	146.70		
168, 24x84	135.35		
192, 24x96	160.00		

Standard Galvanized Horizontal—

No.	Each.	No.	Each.
30, 12x60	13.20	30, 12x60	47.50
40, 14x60	18.00	40, 14x60	57.85
52, 16x60	30.80		
66, 18x60	52.80		

Double Extra Heavy, Vertical, six-year guarantee—

No.	Each.	No.	Each.
30, 12x60	20.00		
40, 14x60	26.70		

Graves 300-lb. W. P. 6-year guarantee Boiler, coated with heat proof blue enamel—

No.	Each.	No.	Each.
30, 12x60	47.50		
40, 14x60	57.85		

PLUMBING GOODS—RETAIL SELLING PRICES—Continued.

Range Boilers—Continued.

Extra Heavy, Horizontal or Vertical, with 1-inch Steam Coil—

30, 12x60 43.85

40, 14x60 50.70

52, 16x60 76.70

66, 18x60 110.00

82, 20x60 133.85

100, 22x60 166.70

Boiler Stands—

Hawks Universal..... 2.70

Sanders Adjustable.... 2.15

Foster 2.15

SINKS AND FOUNTAINS

WASH SINKS—(Less Bibbs and Trap)—P910, P6450—3-ft., \$64.50; 4-ft., \$82.20; 5-ft., \$100.00; 6-ft., \$135.50.

P6495, Enameled inside, less Supply Pipe and Bibbs—48x24-in., \$40.00; 60x24-in., \$60.00; 72x24-in., \$78.35.

P6496, Enameled inside, less Supply Pipe and Bibbs—4x24-in., \$60.00; 5x20-in., \$76.00; 5x24-in., \$85.85; 6x20-in., \$96.70; 6x24-in., \$112.70.

DOUBLE WASH SINK COCKS—H1645, P6500, \$7.35; P6501, \$8.00; H1640, P6502, \$8.85; H1635, P6503, \$10.00; P6504, \$10.00.

CHICAGO FAUCET DRINKING FOUNTAINS—B7000, Wall Fountain with Trays, \$19.10; B7500, Self Closing Sink Bubbler, \$7.35; B7600, Self Closing Sink Bubbler, \$5.55; B7800, Self Closing Swinging Sink Bubbler, \$12.00; B8000, Self Closing Swinging Basin Bubbler, \$9.20; B8100, Self Closing Basin Bubbler, \$7.35; B8200, Self Closing Basin Bubbler, \$14.70; B8300, Self Closing Swinging Basin Bubbler, \$13.40; B8700, Nozzle 3/4-in. I. P., \$1.50.

GLAUBER DRINKING FOUNTAINS—H503A, \$8.55; H504E, \$7.80; H510A, \$9.10; H510B, \$9.10.

MUELLER DRINKING FOUNTAINS—E3728, \$8.70; E3729, \$10.65.

RUBBER MATS—P6990, for Interchangeable Drain Board—18x18-in., \$3.50; 18x24-in., \$4.50; 20x18-in., \$3.70; 20x24-in., \$4.70; 22x18-in., \$4.00; 22x24-in., \$5.35.

P6991, P6706-7, P6715-16, P6720-21—20x24-in., \$3.70; 20x30-in., \$4.35; 22x36-in., \$5.35.

P6710—20x30-in., \$4.35; 22x32-in., \$4.70; 22x36-in., \$4.70.

P6780-81, P6230-31—30x30-in., \$4.35; 22x36-in., \$5.35.

P6814—22x26-in., \$4.00.

P8815-16—20x24-in., \$3.70; 20x30-in., \$4.35; 22x30-in., \$4.50; 22x36-in., \$5.35.

P6817-18, P6822-23, P6826-27—20x30-in., \$8.50.

ADJUSTABLE SINK LEGS—P6992—Type "A"—Painted, \$2.55 each; enameled, \$4.00.

Type "B"—Painted, \$3.50 each; Enameled, \$5.35.

The Adjustable Sink Legs have an adjustment of 6 inches, making it possible to set the Sink at any height ranging from 30 to 36 inches from floor to top of rim.

SINK BACKS—K1176, C780, P7010—20-in., \$5.70; 24-in., \$6.80; 30-in., \$7.50; 36-in., \$10.90; 40-in., \$12.50; 42-in., \$16.40; 48-in., \$18.70.

END PIECES—K1182, P7012—18-in., \$5.70; 20-in., \$6.20; 22-in., \$6.90.

FLAT RIM SINKS—K1160, C725, P7020, with Nickel Plated Duplex Strainer—12x18-in., \$6.80; 14x20-in., \$8.80; 16x24-in., \$9.60; 18x24-in., \$9.70; 18x30-in., \$9.80; 18x36-in., \$14.40; 20x24-in., \$9.80; 20x30-in., \$10.00; 20x36-in., \$15.70; 22x36-in., \$18.50; 20x40-in., \$20.00.

STEEL SINKS—New Era Galvanized—16x24-in., \$5.30; 18x30-in., \$6.90; 18x36-in., \$7.80; 20x30-in., \$7.80; 20x36-in., \$9.30; 20x40-in., \$10.70.

New Era, Painted—16x24-in., \$4.40; 18x30-in., \$5.60; 18x36-in., \$6.70; 20x30-in., \$6.40; 20x36-in., \$8.00; 20x40-in., \$9.35.

GREASE TRAPS—No. 27 Wade—5-gal., 10x12-in., \$58.40; 10-gal., 12 1/2 x14-in., \$93.40.

SLOP SINKS—(Less Fittings)—K1200, C750, P7200—16x20-in., \$38.00; 18x22-in., \$44.00; 20x22-in., \$46.70; 20x24-in., \$49.40.

K1212, P7235—16x20-in., \$34.00; 18x22-in., \$40.00; 20x22-in., \$42.00; 20x24-in., \$44.70.

K1230, C760, P7274—Enameled inside, with 2-in. outlet and N. P. Duplex Strainer—16x16x10-in., \$11.40; 16x16x12-in., \$12.40; 20x14x12-in., \$12.40; 20x16x12-in., \$14.00; 22x20x12-in., \$18.00; 24x18x12-in., \$16.40; 24x20x12-in., \$18.70; 30x20x12-in., \$28.00; 36x20x12-in., \$3.40.

SLOP SINK TRAPS—P7280 to P7298—Enameled inside, \$12.70; Enameled all over, \$16.70.

SEWER PIPE

VITRIFIED SEWER PIPE—3-inch, 22c per foot; 4-inch, 27c; 6-inch, 38c; 8-inch, 52c; 10-inch, 75c.

BRANCHES AND CURVES—3-inch, 85c each; 4-inch, \$1.10; 6-inch, \$1.50; 8-inch, \$2.15; 10-inch, \$3.00.

TRAPS—3-inch, \$2.15 each; 4-inch, \$2.70; 6-inch, \$3.75; 8-inch, \$6.40; 10-inch, \$8.95.

BUSINESS OPPORTUNITIES

Announcements in this department will be inserted at the rate of five cents a word, including address, with a minimum charge of \$1.00; payable in advance. Copy should reach this office not later than the tenth of the month to secure insertion the following issue.

SALES CAMPAIGN?

Have you made arrangements for the sale of your goods in the Mountain and Pacific Coast States? Has the arrangement you now have been satisfactory, and has the amount of goods sold reached the high point you anticipated? If you want your line represented in the states mentioned on a strictly commission basis, we can give a few strictly up-to-date lines the best of attention. Hardware and housefurnishings our specialty, but other good standard lines considered. Have you figured your selling expenses where goods are sold by your own salesmen? If not, do so, and then write us. Cooperative selling is well to be considered—we work for your interests as well as our own. We can deliver the goods and satisfy your expectations. Pacific United Sales Company, office 507 Mission Street, Room 301, San Francisco, California.

SITUATION WANTED

Building material salesman open for position. Qualifications: 3 years with H. W. Johns-Manville, 7 years with Pioneer Paper Co. (in charge S. F. office). The Beaver Board Companies 2 years. Address Box 239, care HARDWARE WORLD.

UNUSUALLY ATTRACTIVE OPPORTUNITY

For high class Road Salesmen. To carry out its extensive 1922 Sales Campaign, the Southern Stove Works of Evansville, Indiana, will require services of several road salesmen, preferably experienced in sale of stoves, ranges, hardware, or kindred lines. Compensation will be figured on liberal commission basis. These positions offer unlimited possibilities to live, aggressive salesmen and offer a permanent connection to those who can measure up to the opportunity presented. State your qualifications fully. Apply by letter to Southern Stove Works Evansville, Indiana.

SALESMEN WANTED

Salesmen calling on hardware and furniture trade to carry pocket side line, low priced linoleum. Commission, \$4.50 per roll. Address, stating territory you cover, Hudson Carpet Mills, 160 Fifth Avenue, New York.

REPRESENTATION WANTED

Manufacturer's Agent, covering Southern California, calling on the Hardware, Household, Variety and Electrical trade. Would like to represent another firm in this territory on a commission basis. Address Box 614, care HARDWARE WORLD.

WANTED

Good live salesman for Central and Western territory, thoroughly conversant with stove and furniture business, by a manufacturer making a trade mark line of long standing. Past records must show progressiveness; also sales producing ability. Address Box 1863, care HARDWARE WORLD.

OPPORTUNITY

Arco, Idaho, is the county seat and buying center for 4000 people, with a big future ahead. Reclamation project opening new lands. A number of silver-lead mines developing nearby. This town has no exclusive hardware store and is an excellent opportunity for a "live wire" to get in on the ground floor and grow prosperous with the town. Think it over and write to H. H. Scarborough, Idaho Falls, Idaho.

WANT TO HEAR FROM OWNER

Having Hardware or other business for sale. Give cash price and information. John J. Black, Lock Drawer 17, Chippewa Falls, Wis.

TO BUY

Want to hear from owner of good hardware store for sale. State cash price and description. D. F. Bush, Minneapolis, Minn.

THOSE WHO DEMAND THE BEST

Find the "Community Club" Sales plan an invaluable medium for realizing the largest cash returns, at the least expense. Investigate and be convinced. The French Sales Co., P. O. Box 917, Portland, Oregon. ARE YOU READY FOR YOUR 1922

WANTED

Retail hardware clerk who has had actual selling and stock keeping experience in retail store. One who has been successful and who can hold down a responsible job. If you are familiar with SWP paints, you will be given special consideration. Write full particulars and state salary expected. Location near Los Angeles. Address R. E. C., care HARDWARE WORLD.

SALESMEN

Import Firm wishes to get in touch with Salesmen calling on Jobbers and Dealers of Hardware and Sporting Goods. Address Donald Craigie Co., 325 Sutter Street, San Francisco, California.

SALESMEN WANTED

Progressive cutlery house, carrying high grade STAPLE, ATTRACTIVELY PRICED, imported line, stock New York, is open to connect with high class salesmen. They must KNOW the wholesale and retail hardware, cutlery, and drug trade. ALL TERRITORY IS OPEN. Give full particulars, with three references from previous selling connections. Address Box 33, care HARDWARE WORLD.

SALESMEN WANTED

Calling on Hardware and Auto Accessory trade to sell "STOPSIT," the new door silencers—a household and auto necessity. Small size retails for 10c, large size retails for 50c—100 per cent profit. We pay good commissions and carry accounts. Samples of both, prepaid, 25c. Stopit Mfg. Co., 806 Mills Building, San Francisco, California.

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

	Box	Semi-Smkls	Smkls
Blank Rim Fire—			
22 Short	.20		
32 Short	.40		
Blank, Center Fire—			
32 S & W	.65		
38 S & W	.85		
38 Long Colt	1.35		
44 W C F	1.80		
Shot, Rim Fire—			
22 Long	.60	.70	
32 Long	1.20		
Shot, Center Fire—			
32 S & W	1.10		
32 W C F	1.55		
38 S & W	1.30		
38 W C F	1.80		
44 W C F	1.80	2.15	
44 X L	1.90	2.35	
44 Game Getter	1.80	2.15	
Rim Fire, Ball—			
BB Caps	.40		
OB Caps	.50		
22 Short	.30	.35	
22 Short H P.	.35	.40	
22 Long	.35	.40	
22 Long H P.	.40	.45	
22 Long Rifle	.40	.45	
22 Long Rifle H P.	.45	.50	
22 W R F	.60	.65	
22 W R F H P.	.65	.70	
22 Win Auto	.65	.70	
22 Win Auto, H P.	.70		
25 Short Stevens	.70		
25 Stevens	1.00		
32 Short	.70		
32 Long	.80		
38 Short	1.15		
38 Long	1.25		
41 Short	1.05		
Center Fire Pistol—			
22 Win SS	1.60	1.80	
25 Colts Auto		1.60	
25-20 Single Shot	1.70	2.00	
25-20 Win HV	1.55	1.90	
25-20 Win HV		2.20	
7.63 MM Mauser		2.75	
7.65 MM Mauser		2.75	
9 MM Luger		2.80	
32 Colts Auto		1.75	
32 Colts Short	1.05	1.15	
32 Colts Long	1.15	1.30	
32 Colts Police Positive	1.15	1.30	
32 S & W	1.05	1.15	
32 S & W Long	1.15	1.30	
32-20 Marlin	1.55	1.90	
32 Winchester	1.55	1.90	
32-20 Win HV		2.20	
35 S & W Auto		1.90	
38 Colts Auto		2.50	

38 Colts Short	1.30	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive	1.40	1.60
38 S & W	1.40	1.60
38 S & W Special	1.60	1.80
38 Winchester	1.85	2.30
41 Colts Short DA	1.60	1.80
41 Colts Long DA	1.85	2.10
44 Bull Dog	1.55	
44 S & W Amer.	2.00	2.30
44 S & W Rus.	2.10	2.30
44 S & W Special	2.15	2.85
44 Webley	1.75	
44 Winchester	1.85	2.30
45 Colts	2.85	2.60
45 Colts Auto		2.85
Center Fire Military and Sporting—		
22 Savage	1.60	
250-3000 Savage	1.75	
25-35 Winchester	1.40	
25-85 Short Range	1.40	
25-36 Marlin	1.50	
25 Remington Rimless	1.40	
6 MM U S N	2.30	
7 MM Spanish Mauser	2.30	
7.65 MM Bel Mauser	2.80	
8 MM Mauser	2.80	
9 MM Mauser	2.50	
30-30 Winchester	1.60	
30 Remington Rimless	1.60	
30 Government Rimless	2.80	
308 Savage	1.60	
32 Remington Rimless	1.60	
32-40 Winchester	1.15	1.85
32-40 Winchester HV	1.75	
32 Winchester Sif Ldg.	3.10	
32 Winchester Special	1.60	
33 Winchester	2.80	
35 Winchester Rimless	1.75	
35 Winchester	2.50	
35 Winchester Sif Ldg.	8.15	
351 Winchester Sif Ldg.	8.85	
38-55 Winchester Lead	1.50	1.70
38-55 Winchester HV	2.00	
38-56 Winchester	1.60	1.80
40-60 Marlin	1.60	
40-60 Winchester	1.50	
40-65 Winchester	1.60	1.80
40-70 Winchester	1.65	
40-72 Winchester	1.60	1.95
40-82 Winchester	1.65	1.95
401 Winchester Auto	1.80	
405 Winchester	2.75	
45-60 Winchester	1.60	
45-70-405 Government	1.60	1.85
45-75 Winchester	1.60	
45-90 Winchester	1.65	1.95
SHELLS, LOADED—		
MEDIUM GRADE.		
BULK—SMOKELESS.		
12 3 dra. x 1 oz., 24 gra. x 1		
oz., drop shot		\$1.30

8 dra. x 1 1/4 oz., 24 gra. x		
1 1/4 oz. drop shot		1.25
3 1/4 dra. x 1 1/4 oz., 26 gra.		
x 1 1/4 oz., drop shot		1.25
3 1/4 dra. x 1 1/4 oz., BB shot,		
drop shot		1.85
3 1/4 dra. x Buck shot, drop		
shot		1.85
16 2 1/2 dra. x 1/2 oz., 22 gra. x		
1/2 oz., drop shot		1.15
2 1/2 dra. x 1/2 oz., BB shot,		
drop shot		1.25
20 2 1/2 dra. x 1/2 oz., 18 gra. x		
1/2 oz., drop shot		1.15

HIGH GRADE SMOKELESS

12 3 1/4 dra. x 1 1/4 oz., 26 gra. x		
1 1/4 oz., chilled shot		1.40
3 1/4 dra. x 1 1/4 oz., 28 gra. x		
1 1/4 oz., chilled shot		1.45
16 2 1/2 dra. x 1/2 oz., 22 gra. x		
1/2 oz., chilled shot		1.30
20 2 1/2 dra. x 1/2 oz., chilled		
shot		1.25
2 1/2 dra. x 1/2 oz., chilled shot		1.35
Trap Loads—		
12 3 dra. x 1 1/4 oz., 7 1/2 chilled		1.85
3 1/4 dra. x 1 1/4 oz., 7 1/2 chilled		1.40
Black Powder—Loads—		
12 3 1/4 dra. x 1 1/4 oz., drop shot		1.05
Caps and Primers—		
Percussion	.30	
Musket Caps	.25	
Primers, 100 in box	.35	
Primers, 250 in box	.80	
Empty Paper Shells—Black pow.—		
12, 16, 20 Ga., per 100		1.50
10 Ga., per 100		1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100		1.80
10 Ga. per 100		2.10
HIGH GRADE SMOKELESS—		
12, 16, 20, 28 Ga.		2.30
10 Ga. per 100		2.40
Empty Brass Shells—		
Best Qual. 12, 16, 20		
28, Box 25		2.75
2nd Qual. 12, 16, 20		
28, box 25		2.10
Wads—		
Cardboard, box 250		.20
Black Edge, Reg., box		
250		.50
Black Edge, 1/4 in., 125		
in box		.40
Black Edge, 1/4 in., 250		
in box		.30

ADZES—All makes of Lipped Ship Adzes, 4 to 6, \$5.50; larger, \$6.00.
Lippincott's—House, \$3.00; Ship, \$3.50.
Whites or Bartons—House, \$5.00.
Ship Axes and Slicks—All makes Ship Axes, \$5.50; all makes Slicks, 3 to 3 1/4, \$5.00; Standard Slicks, \$4.75.

ALUMINUM WARE, CAST—

Griddles—	Size 8	6.75
Size 7		2.85
Size 8		3.25
Size 9		3.75
Size 10		3.85
Size 12		3.90
Kettles, Berlin—		
2 1/4 qts.		4.75
4 qts.		5.50
5 qts.		6.50
6 qts.		7.25
Kettles, Maslin—		
4 qts.		4.25
6 qts.		4.75
8 qts.		6.25
12 qts.		8.65
Kettles, Tea—		
Size 6		5.75
Size 7		6.25
Pans, Lipped Sauce—		
2 qts.		3.85
3 qts.		4.25
4 qts.		4.75
Skillets—		
Size 6		2.85
Size 7		3.00
Size 8		3.50
Size 9		4.00
Spoons, Basting—		
15-inch		.30
Spoons, Mixing—		
18-inch		.30
Waffle Moulds—		
Size, 7, Low		4.00
Size 8, Low		4.25
Size 7, Deep		4.25
Size 8, Deep		5.75

ALUMINUM WARE, PRESSED—

Boilers, Rice—		
1 1/2 quart	1.75	
3 quart	2.75	
Cups—		
Collapsible	.15	
Measuring	.25	
Covers, Pot—		
7 1/2 inch	.25	
8 1/2 inch	.25	
9 1/2 inch	.35	
10 1/2 inch	.40	
11 1/2 inch	.50	
Kettles, Convex—		
2 quart	1.10	
4 quart	1.75	
6 quart	2.10	
8 quart	2.50	
10 quart	2.85	
Kettles, Preserving—		
3 quart	1.10	
6 quart	1.75	
10 quart	2.35	
14 quart	3.50	
Kettles, Tea—		
5 quart	3.25	
6 quart	3.75	
8 quart	4.00	
Ladles—		
1/2 pint	.25	
Moulds, Jelly—		
2841 to 2848	.10	
Pans, Biscuit—		
11 1/2 x 7 1/2 x 1 1/2 inch	.65	
Pans, Bread—		
9 1/2 x 5 1/2 x 2 1/2 inch	.65	
Pans, Cake—		
Round, Plain, 8 1/2 in.	.35	
Round, Plain, 9 1/2 in.	.40	
Rd., Loose Bot., 8 1/2 in.	.45	
Rd., Loose Bot., 9 1/2 in.	.50	
Square, Plain, 9 1/2 in.	1.00	
Tube, Plain, 9 inch	.90	
Tube, Plain, 9 1/2 inch	1.25	
Mountain, 9 1/2 inch	.45	
Pans, Corn Cake—		
6-cup	.80	
12-cup	1.60	
Pans, Dish—		
10 quart	2.50	
17 quart	3.25	
Pans, Fry—		
9 1/2 inch	2.65	

RETAIL SELLING PRICES—Continued.

L. & G.—ROYAL ENAMEL WARE

Biggins, Coffee	40	.85	Ladles, Deep	34	.50	Plates, Deep Pie		
0	.....	.80	Cups and Saucers	100	.25	38	.....	.25
00	.....	1.00	800	.....	.45	40	.....	.30
320	.....	1.25	800S	.....	.35	Plates, Shallow Pie		
080	.....	1.45	Cuspidors	10	.45	27	.....	.25
Boilers, Coffee	10	.70	30	.....	1.25	30	.....	.40
60	.....	1.15	Dippers, Cup	10	.35	Plates, Dinner		
80	.....	1.50	Dippers, Windsor	110	.35	20	.....	.40
100	.....	2.50	Dippers, Suds	4	.70	Pots, Fireless Cooker		
Boilers, Rice	14	.....	Dishes, Soap	50, 60	.30	1450	.....	1.90
18	.....	1.25	Fillers, Fruit Jar	20	.25	1850	.....	2.75
22	.....	1.65	Flasks, Coffee	10	.50	Pots, Coffee		
26	.....	2.25	Funnels, Pieced	01	.25	2 1/2	.....	.50
Bowls, Wash	26	.40	03	.....	.35	5	.....	.60
30	.....	.50	05	.....	.45	25	.....	.75
34	.....	.65	06	.....	.60	45	.....	.95
Buckets, Covered	21	.40	Kettles, Convex	08	.65	Pots, Tea		
23	.....	.60	05	.....	.85	00	.....	.50
26	.....	.90	08	.....	1.15	0	.....	.65
28	.....	1.15	010	.....	1.40	20	.....	.80
32	.....	1.75	014	.....	2.00	011	.....	.60
150	.....	.50	020	.....	2.75	101	.....	.90
350	.....	.70	Kettles, Lipped			102	.....	1.00
450	.....	.80	Preserving	14	.45	Pots, Straight Sauce		
650	.....	1.00	22	.....	.70	018	.....	.95
850	.....	1.45	26	.....	.85	022	.....	1.25
1050	.....	1.65	30	.....	1.15	026	.....	1.85
1250	.....	1.95	36	.....	1.65	080	.....	2.85
Buckets, Dinner	110	2.00	40	.....	2.50	Pots, Soup Stock		
112	.....	2.35	50	.....	3.75	318	.....	9.75
118	.....	2.75	Kettles, Milk	71	.70	336	.....	13.75
502	.....	1.65	78	.....	1.00	218	.....	7.50
508	.....	1.85	74	.....	1.30	286	.....	11.25
Chambers	1	.50	Kettles, Tea	30	.85	Roasters		
2	.....	.75	50	.....	1.00	150	.....	2.90
8	.....	1.00	70	.....	1.25	180	.....	3.50
Chamber Covers	10	.25	90	.....	1.75	Skimmers, Flat		
20	.....	.35	100	.....	2.00	12	.....	.85
30	.....	.40	160	.....	1.25	Spoons, Basting		
Colanders	1	.65	180	.....	.95	10	.....	.30
8	.....	.95	190	.....	2.25	14	.....	.25
104	.....	.50				18	.....	.85
306	.....	.70				Steamers		
Cups	3 Mug)	.35				7	.....	1.50
6	.....	.85				8	.....	1.75
8	.....	.20				Steepers, Tea		
9, 10, 11, 25..	.35					8	.....	.70

ALUMINUM WARE, PRESSED—Continued.

10 1/4 inch	.....	3.00	Pans, Convex Sauce					
Pans, Milk			1 quart	.....	.65			
6 quart	.....	1.65	3 quart	.....	1.85			
Pans, Pie			6 quart	.....	2.00			
9 1/2 inch	.....	.40	Pots, Fireless Cooker					
Pans, Pudding			4 quart	.....	1.85			
1 quart	.....	.50	6 quart	.....	1.65			
2 quart	.....	.75	8 quart	.....	2.10			
4 quart	.....	1.00						
ANCHORS—Screws per 100, 8-16, \$4.15; 1/4, \$6.25.								
Sabco, 8-16x1/4 in. 1/4 in. 1 in., \$5.00 per hundred list;								
1/4 x 1/4 in. 1/4 in. 1 in., \$5.00 per hundred net.								
ANVILS—Vulcan No. 2, 20-lb., \$7.50; No. 3, 30-lb., \$8.50; No.								
4, 40-lb., \$10.00; No. 5, 50-lb., \$11.50; No. 6, 60-lb., \$13.00;								
No. 7, 70-lb., \$14.50; No. 8, 80-lb., \$10.50.								
Columbian—80 to 425 lbs., 32c per lb.; 70 to 79 lbs., 32 1/2c								
lb.; 60 to 69 lbs., 33c lb.; 50 to 59 lbs., 34c lb. With Clip								
Horn, 2c per lb. extra.								
ANTIMONY—Slab, 25c lb.								
APRONS—Carpenters—California Leg, \$2.25; No. 13 Long								
Brown, \$1.75; No. 2 Short Brown, 75c.								
AUGERS—Carpenters Nut—1/4 in., \$1.00; 1/2 in., \$1.00; 3/4 in.,								
\$1.15; 1 in., \$1.35; 1 1/4 in., \$1.60; 1 1/2 in., \$2.00; 1 3/4 in.,								
\$2.75; 2 in., \$3.00; 2 1/2 in., \$3.50; 3 in., \$4.00; 3 1/2 in.,								
\$4.50.								
AUGERS—Carpenters' Nut—								
Snell's Ship—								
Size	.....	1/4	.....	1/2	.....	3/4	.....	1 1/4
Each	.....	\$1.15	.....	\$1.15	.....	\$1.50	.....	\$2.25
Size	.....	1 1/4	.....	1 1/2	.....	2	.....	3
Each	.....	\$3.00	.....	\$3.40	.....	\$3.85	.....	\$4.15
16ths	.....	8-10	.....	11-12	.....	13	.....	15
With Screw	.....	\$1.35	.....	\$1.45	.....	\$1.65	.....	\$1.85
No Screw	.....	1.60	.....	1.75	.....	1.90	.....	2.10
16ths	.....	17	.....	18	.....	19	.....	20
With Screw	.....	\$1.90	.....	\$1.95	.....	\$2.10	.....	\$2.25
No Screw	.....	2.35	.....	2.40	.....	2.50	.....	2.55
16ths	.....	23	.....	24	.....	25	.....	26
With Screw	.....	\$2.25	.....	\$2.30	.....	\$2.35	.....	\$2.40
No Screw	.....	3.75	.....	3.85	.....	4.35	.....	4.40
16ths	.....	29	.....	30	.....	31	.....	32
With Screw	.....	\$5.10	.....	\$5.15	.....	\$6.00	.....	\$6.10
No Screw	.....	6.10	.....	6.15	.....	7.25	.....	7.35

AUGERS—Post Hole—Iwan, 6-inch, \$3.00 each; 7-inch, \$3.25; 8-inch, \$3.25. Vaughan's, 4 to 8-inch, \$2.75.

ASBESTOS—

Mill board, 20c lb.; cut, 30c lb.
Paper, 20c lb.; cut, 25c lb.
Wicking, 1/4-lb. balls, 85c each.
Wicking, 1-lb. lots, 75c.
Cement, per sack, \$7.50; per lb. 9c.

AXES—

Plumb's Hunter's handled, 12 oz., \$1.50; 1 lb., \$1.65; 1 1/2 lb., \$1.75.
Boy Scout—Handled with sheath, \$2.25; without sheath, \$2.00; sheaths, 85c.
Double Bit—Handled, \$3.75; unhandled, \$2.75.
Single Bit—Handled warranted, \$3.00; second grade, \$2.75; unhandled, \$2.00.
Marble's Pocket—No. 2, \$3.25; No. 3, \$3.50; No. 5, \$2.00; No. 6, \$2.25.

BAGS—WATER—

Closed Top—		Sanitary Top—	
1-gal.	..... 1.25	1-gal.	..... 1.40
2-gal.	..... 1.75	2-gal.	..... 1.85
3-gal.	..... 2.65	3-gal.	..... 2.85
5-gal.	..... 3.50	5-gal.	..... 3.75

BABBITT—Frictionless, 45c lb.; Magnolia, 45c lb.; No. 4, 9c lb.; No. 3, 12c lb.; No. B, 20c lb.; No. A (genuine), 70c lb.; XXXX Nickelled, 75c lb.

BARS, CROW—Pinch Point, Wedge or Lining, 14c lb. Claw, 25-lb., 17c lb.; 30-lb., 15c lb. Ripping or Wrecking, 1/2 x 12-in., 25c each; 3/4 x 20-in., 40c; 1/2 x 24-in., 45c; 3/4 x 24-in., 50c; 1/2 x 30-in., 65c.

BATTERIES—Dry Cell—Columbia, Ever Ready, Red Seal, Red Devil or Red Label, etc., Nos. 6 and 68, 50c each. Hotshot Multiple, 4 cell, \$2.75; 5 cell, \$3.00; 6 cell, \$3.50. See also Sparkers.

BEDS—AUTO—B-1 Red Seal Auto Bed, \$28.45; C-5 Red Seal Bed, Tent and Dust Bags, \$50.00.

BELLS—Alarm—House, 85c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, \$1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, \$1.35 each; 6-inch, \$2.00; 7-inch, \$2.75; 8-inch, \$4.00; 10-inch, \$6.50.

RETAIL SELLING PRICES—Continued.

BELLS—Continued—

12-inch, \$10.50; Rotary Door, No. 163, \$1.25; No. 3241, \$1.00.

BELLS—Farm—(100 lb.), \$16.00.

BELLS—Cow—No. 0, \$1.35 each; 1, \$1.15; 2, 90c; 3, 75c; 4, 65c; 5, 55c; 6, 45c.

BELLS—Electric—2 1/2-inch, Eclipse Iron Box, 90c each; 3-in., Nonpareil, \$1.00.

BELL STRAPS—

Cow—1 1/4 lb., \$1.00; 1 1/2 lb., \$1.25; 1 3/4 lb., \$1.35.

BEVELS—Sliding T—No. 18, 6-in., \$1.00; 8-in., \$1.25; 10-in., \$1.35. No. 25, 6-in., 70c; 8-in., 75c; 10-in., 80c; 12-in., 90c. No. 1—Odd Jobs, \$1.10.

BIBBS—Compression—(See also Plumbing Prices)—

	1/2-in.	3/4-in.	1-in.	1 1/2-in.
Plain—Rough brass	.85	1.15	1.50	...
Finished brass	1.10	1.35	1.75	3.25
Nickel plated	1.25	1.50	2.00	3.50
Hose—Rough brass	1.00	1.25	1.50	7.00
Finished brass	1.25	1.50	2.00	3.50
Nickel plated	1.40	1.75	2.25	...

BITS—Auger—

16ths	Jen's Pat'n	R. J.	Irwin	Jen. Car	Wood
3	.40	.75	.40	1.20	.25
4	.40	.65	.40	1.20	.25
5	.40	.65	.40	1.20	.25
6	.40	.65	.40	1.20	.30
7	.40	.65	.40	1.05	.35
8	.40	.65	.45	1.20	.40
9	.40	.75	.50	1.35	.45
10	.40	.75	.55	1.45	.45
11	.45	.90	.65	1.60	.50
12	.45	.90	.65	1.75	.50
13	.55	1.05	.75	1.85	.55
14	.55	1.05	.75	2.00	.60
15	.65	1.20	.85	2.15	.65
16	.65	1.20	.85	2.35	.70
17	...	1.50	1.00	...	.75
18	.75	1.50	1.00	...	.85
20	.90	1.60	1.10	...	.90
22	...	1.70	1.25	...	.95
24	...	1.80	1.35	...	1.35

Bits in Sets—Common, 6 bits, \$3.25; 8 bits, \$4.00; 13 bits, \$6.50. R. J., 13 bits, \$11.00. Irwin, 13 bits, \$6.50; 8 bits, \$5.00.

Ship Auger Car Bits same prices as Ship Augers.

Expansive—Clark's—small, \$2.00; large, \$2.75; Steers, small, \$3.00; large, \$4.00.

Expansive Bit Cutters—Clark's No. 1, 85c; No. 2, 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 65c; No. 2, 65c; No. 3, 70c; No. 4, 75c.

BIT HOLDERS—Extension—

Millers Falls, No. 8—		Stanley, No. 1—		Millers Falls, No. 6—	
12	2.00	18	1.90	12	2.00
15	2.15	21	2.00	15	2.15
18	2.25	24	2.35	18	2.25
21	2.35	...	...	21	2.35
24	2.50	...	...	24	2.50
12	1.75	18	2.35	12	1.75
15	1.75	24	2.35	15	1.75

BLOCKS—Tackle—

Wood—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.75	.90	1.00	1.20	2.00	3.30
Double, Plain Bushed	1.35	1.65	1.85	2.15	3.50	5.50
Single Roller Bushed	1.20	1.25	1.35	1.60	2.75	4.25
Double Roller Bushed	2.15	2.40	2.55	3.10	5.10	7.50
Triple Roller Bushed	...	3.50	3.75	4.75	7.50	10.50
Snatch Roller Bushed	...	...	...	4.75	6.75	10.00
Steel—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.70	.85	.90	1.15	1.80	3.00
Double, Plain Bushed	1.35	1.65	1.80	2.00	3.15	5.00
Triple, Plain Bushed	1.80	2.15	2.25	3.00	4.65	6.90
Single Roller Bushed	...	1.65	...	2.25	5.50	8.75
Double Roller Bushed	...	3.30	...	4.10	10.00	15.00
Triple Roller Bushed	...	4.65	...	5.75	14.25	20.00
Snatch, Plain Bushed	...	...	...	4.10	6.00	8.75
Snatch, Roller Bushed	...	...	...	7.00	9.75	15.25

BLOWERS—

No. 400 Champion, without Tyre Irons, \$40.00; No. 400 Champion, complete, \$42.50.

No. 40 Lancaster, complete, \$31.50.

Royal H. without Tyre Irons, \$46.00; complete, \$48.50.

No. 200 Buffalo, complete—12-in., \$44.00; 14-in., \$50.00.

No. 700 Climax—12-in., complete, \$28.00.

BOARDS, IRONING—Rid-Jid, with Table, no Sleeve—No. 1, \$5.25; No. 3, \$5.00.

Stanwell—No. 1, \$2.25; No. 2, \$2.00.

Without Table (skirt boards)—4-foot, \$1.00 each; 5-foot, \$1.50; 5 1/2-foot, \$1.75; 6-foot, \$2.00.

BOARDS, WASH—(See Washboards).

BOLTS—Common Carriage—

	3-16 & 1/4"	5-16"	3/4"	7-16"	1 1/2"
1 1/2	10	100	10	100	10
2	15	.85	15	1.15	.25
2 1/2	15	1.00	20	1.25	.35
3	15	1.10	20	1.45	.40
3 1/2	15	1.15	20	1.55	.45
4	15	1.25	20	1.65	.50
4 1/2	20	1.35	25	1.75	.55
5	20	1.40	25	1.85	.60
5 1/2	20	1.50	25	1.95	.65
6	20	1.55	25	2.05	.70
6 1/2	25	1.80	30	2.35	.85
7	25	1.90	30	2.45	.90
8	30	2.10	35	2.65	1.00
9	...	...	35	2.90	1.10
10	...	...	40	3.10	1.20
11	...	...	45	3.30	1.30
12	...	...	50	3.50	1.40
14	...	...	60	4.00	1.60
16	...	...	70	4.50	1.80
18	...	...	80	5.00	2.00
20	...	...	90	5.50	2.20

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove—

	1/2"	5-82"	3-16"	3/4"	5-16"	1 1/2"
1/2	10	.45	10	.45	...	...
1 1/2	10	.45	10	.45	...	...
2 1/2	10	.45	10	.45	...	...
3 1/2	10	.45	10	.45	...	...
4 1/2	10	.45	10	.45	...	...
5 1/2	10	.45	10	.45	...	...
6 1/2	10	.45	10	.45	...	...
7 1/2	10	.45	10	.45	...	...
8 1/2	10	.45	10	.45	...	...
9 1/2	10	.45	10	.45	...	...
10 1/2	10	.45	10	.45	...	...
11 1/2	10	.45	10	.45	...	...
12 1/2	10	.45	10	.45	...	...
13 1/2	10	.45	10	.45	...	...
14 1/2	10	.45	10	.45	...	...
15 1/2	10	.45	10	.45	...	...
16 1/2	10	.45	10	.45	...	...
17 1/2	10	.45	10	.45	...	...
18 1/2	10	.45	10	.45	...	...
19 1/2	10	.45	10	.45	...	...
20 1/2	10	.45	10	.45	...	...
21 1/2	10	.45	10	.45	...	...
22 1/2	10	.45	10	.45	...	...
23 1/2	10	.45	10	.45	...	...
24 1/2	10	.45	10	.45	...	...
25 1/2	10	.45	10	.45	...	...
26 1/2	10	.45	10	.45	...	...
27 1/2	10	.45	10	.45	...	...
28 1/2	10	.45	10	.45	...	...
29 1/2	10	.45	10	.45	...	...
30 1/2	10	.45	10	.45	...	...

BOLTS—Machine, Square Head and Nut—

	1/2"	5-16"	3/4"	7-16"
1-1/2	.15	1.15	1.85	.20
2	.15	1.20	1.45	.20
2 1/2	.15	1.25	1.50	.20
3	.15	1.35	2.00	.25
3 1/2	.20	1.40	2.00	.25
4	.20	1.45	2.00	.25
4 1/2	.20	1.65	2.05	.30
5	.20	1.70	2.15	.30
5 1/2	.20	1.75	2.20	.35
6	.25	1.85	2.30	.35
6 1/2	.25	1.90	2.40	.35
7	.25	1.95	2.50	.35
8	.25	2.05	2.70	.40
9	.25	2.20	2.85	.45
10	.30	2.30	3.05	.45
11	.30	2.40	3.25	.50
12	.30	2.55	3.40	.50

	1/2"	5-16"	3/4"	7-16"
1-1/2	.35	2.70	.45	8.90
2	.35	2.90	.50	4.20
2 1/2	.35	3.10	.55	4.50
3	.40	3.30	.55	4.75
3 1/2	.40	3.50	.60	5.05
4	.45	3.70	.60	5.35
4 1/2	.45	3.90	.65	5.65
5	.50	4.10	.70	5.90
5 1/2	.50	4.30	.75	6.20
6	.50	4.45	.75	6.50
6 1/2	.55	4.65	.80	6.75
7	.60	4.85	.80	7.05
8	.60	5.25	.90	7.60
9	.65	5.65	.95	8.25
10	.70	6.00	1.00	8.75
11	.75	6.40	1.05	9.30
12	.80	6.80	1.15	9.90
13	.85	7.35	1.20	10.45
14	.90	7.55	1.25	11.00
15	.95	7.95	1.30	11.60
16	.95	8.35	1.40	12.15
17	1.00	8.75	1.50	12.75
18	1.05	9.15	1.55	13.35
19	1.10	9.50	1.60	13.90
20	1.15	9.90	1.65	14.45
21	1.20	10.30	1.75	15.00
22	1.25	10.70	1.80	15.60
23	1.30	11.10	1.85	16.15
24	1.35	11.50	1.90	16.75
25	1.40	11.85	1.95	17.25
26	1.45	12.25	2.00	17.85
27	1.50	12.65	2.10	18.45
28	1.55	13.10	2.20	19.00
29	1.60	13.50	2.25	19.60
30	1.65	13.80	2.35	20.15

RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Cast Iron, Japanned—

4-inch	.20
5-inch	.20
6-inch	.25
8-inch	.40

Light Wrought Steel, Jap.—

2½-inch	.10
3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25

CHAIN—

Cast Iron Japanned—

6-inch	.50
8-inch	.60
10-inch	.85

Cast Iron, Amber or
Bronzed—

4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper
or Dull Brass—

4-inch	.75
6-inch	1.00
8-inch	1.10

CUPBOARD, Japanned—

3-inch	.75
6-inch	.75
10-inch	1.75

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—

6	4.00
6Q	5.50
11	1.50
11Q	2.50
14	2.75
14Q	4.00
14½	2.25
15	3.50
15Q	5.00
15½	8.25

Universal—

21	2.25
22	3.50
71	2.75
72	4.00
81	4.00
82	5.50
91	3.50
92	5.00
592	6.00

Ferrostat—

504R	10.00
505N	15.00
505L	16.00

BOXES—Mitre—

Goodell—	
1285 26x4	27.75
1305 25x5	30.75
1306 30x5	30.00

Stanley—	
50½	11.50
246	24.50
358	29.00
460	35.00

Acme—	
72	22.50
73	21.50
74	26.00

BRACES—

P. S. & W., No. 7008,	\$4.75; each; No. 7010, \$5.00; 7012, \$5.25; 8010B, \$6.00; 8012B, \$6.25; 8014B, \$6.50.
Stanley, No. 921—8-inch,	\$5.00 each; 10-inch, \$5.25; 12-inch, \$5.50; 14-inch, \$5.75.
No. 945—8-inch,	\$2.75; 10-inch, \$2.85; 12-inch, \$3.00.
No. 965—8-inch,	\$2.15; 10-inch, \$2.25.
No. 966—8-inch,	\$1.15; 10-inch, \$1.25.

BRACKETS—Shelf—

Japanned—	Pair	
8x4	.15	
4x5	.20	
5x7	.30	
6x8	.35	
7x9	.40	
8x10	.45	
10x12	.60	
12x14	.85	

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

Flush, T. Head—All Finishes—Cast Brass—

3-inch	.60
4-inch	.70
6-inch	.90

Wrought Brass—All Finishes—

3-inch	.85
4-inch	.40
6-inch	.50

FOOT—

Cast Iron, Japanned—	
6-inch	.40
8-inch	.50
10-inch	.60

Amber or Bronzed—

6-inch	.55
8-inch	.75

Other Finishes—

4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—

3-inch	.50
6-inch	.80
10-inch	1.85

FILLERS—Thermos and Uni-

versal—	
½ Pint	1.25
1 Pint	1.50
1 Quart	2.00

LUNCH KITS—

Thermos—	
392 and 396	3.50
393 and 397	4.50
394 and 398	5.25

Universal—

310	3.50
320	4.50
410	4.25
510	4.75
4070	5.50
3070	8.75

Thermos—Food Jars, Fillers

600	3.75
601	4.50
602	6.00

Thermos—Jugs, Fillers—

556	9.50
557	10.00

Thermos—Cases—

104	6.25
104Q	9.25
114	9.75
114Q	14.75
130	9.75
180Q	14.75

75

Langdon—	
25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	28.00
75	31.25

Stearns' Perfection—

20	4.50
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BRADS—Wire—

Bulk per lb.	½-lb. pkgs.	¼-lb. pkgs.
½ and ¾-inch	.30	.15
¾ to 1½-inch	.25	.15
1½ to 2-inch	.20	.10

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, \$1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, \$2.75 each; No. 4, \$3.50 each; No. 8, \$4.50 each; No. 44, \$3.25 each. Cake Maker, No. 1, \$3.50; No. 2, \$4.50.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROILERS, WIRE—No. 216, 45c each; 218, 50c; 220, 65c; 1102, 70c; 1103, 75c; 1104, 85c; 1105, 95c; 1153, \$1.05; 1154, \$1.15; 1155, \$1.25.

BROOMS—House—Economy, 75c each; No. 2, \$1.25; 3, \$1.00. Steel Band, \$1.00.

Push or Street—Bassine, with Handles—14-inch, \$1.85 each; 16-inch, \$1.50; 18-inch, \$1.65; 24-inch, \$2.25; 30-inch, \$2.75. Rattan, with Handles—16x8 inches, \$1.10; 16x10, \$1.25. Wire, no Handles—12x5 inch, \$1.35; 14x5, \$1.60. Handles, 15c each. Whisk—1B, 25c each; 370, 40c; Pullman, 45c.

BRUSHES—

CASTING—		Fibre, 20-inch	2.50
Round	.75	Fibre, 24-inch	3.25
Oblong	.70	Hand or Nail	.10
Counter—		Horse—	
Dusting, com.	1.00	Rice Root, 12½ lb.	.70
Extra quality	1.25	Rice Root, 13 lb.	.75
White bristles	2.50	Palmyra Fibre, 12½ lb.	.45
FLOOR—		Palmyra Fibre, 13 lb.	.90
Fibre, 12-inch	1.50	Mixed Fibre, 13 lb.	.85
Fibre, 16-inch	1.90	Ox Fibre, 8½x9 in.	.75
Hair, 12-inch	3.10	Ox Fibre, 4½x11½ in.	.85
Hair, 16-inch	2.65	Kalsomine—	
Mixed, 12-inch	1.75	7-in. single	3.25
Mixed, 16-inch	2.15	8x7½ in. blocks	6.75
Bristles, 14-inch	5.00	Marking—(Round)—	
Bristles, 18-inch	6.25	White Bristles—	
Garage—		¾ in.	.10
Fibre, 16-inch	2.00	1-1½ in.	.15
Fibre, 18-inch	2.25		

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	.35	...	.70	...	...
3-inch	.50	.70	.80	1.85	...
3½-inch	.65	.85	1.10	1.85	3.00
4-inch	.80	1.10	1.50	2.25	4.25
4½-inch	...	1.65	...	3.25	5.75

Roofing—Knotted—

3 knots, 14-lb.	2.25
4 knots, 18-lb.	2.65

Sash—Chisel Point—

¼x1½-in.	.20
¾x1½-in.	.25
¾x2-in.	.35
1x2½-in.	.45

Scrub—

Gray Tampico, 10"	.35
Gray Tampico, 12"	.40
Ox Fibre, 7"	.35
Ox Fibre, 16"	.40
Ox Fibre, 12"	.55
White Tampico, 8"	.20
White Tampico, 11"	.35
White Tampico, 12"	.60

Shoe—

Dauber, wood	.20
Dauber, iron	.30
Brush only, ¾-in.	.35
Brush only, 1½-in.	.75
Combination	.35
Extra bristles	.50
Best 1½-in. bristles	.85

Sink—

Ox Fibre	.15
Split Bamboo	.05

Shaving—Rubber Set—

Ebonized handle	.55
Boxwood, small	1.00
Boxwood, medium	1.10
Boxwood, large	1.85
White Bone, small	1.00
White Bone, medium	1.25
Octagon Bone	2.00
Octag. Bone, polished	4.00

Stencil—

1½-in., 2½lb.	.25
1½-in., 3½ lb.	.35
1½-in., 5-lb.	.45
1½-in., 6-lb.	.55

Window—

Gray fibre	.80
Black horsehair	.90
Pope's Eye	1.25
Squeeges, 10-in.	.35
Squeeges, 12-in.	.40
Squeeges, 14-in.	.45
Squeeges, 16-in.	.50

BUCKETS—(See Galv. Ware).

BURNERS—Lamp—¾-inch wick, 15c each; 1-inch, 20c; 1½-inch, 35c.

Lantern—For Cold Blast, ¾-inch wick, 20c each; 1-inch, 30c; for Kerosene, ¾-inch, 20c; 1-inch, 30c; Lard, Sperm and Sig. Oil, ¾-inch, 15c; 1-inch, 20c.

Rubbish—No. 1, 20-inch Steel, \$9.00 each; No. 3, 30-inch Steel, \$15.00. Wire, 11-14-inch, \$2.25-\$3.25.

BUTTS—(See Hinges).

RETAIL SELLING PRICES—Continued.

CANTEENS—BEAR BRAND AND BOYCO—Covered—No. 2, \$1.15; No. 3, \$1.25; No. 4, \$1.35; No. 6, \$1.65; No. 8, \$2.00. Government, \$1.35; American, 8-pt., \$1.10; Army \$1.40; Army, 5-pt., \$1.60; De Luxe, 3-pt., \$1.75; De Luxe, 5-pt., \$2.10.

RUNNING BOARD OUTFITS—
Boyco Service Units—No. 5, \$5.75; No. 22, \$6.65; No. 112, \$8.00; No. 212, \$8.40; No. 312, \$8.60.
Bear Brand—Lincoln—No. 100, \$2.00; No. 200, \$2.50; No. 300, \$2.85.
Auto Oars—Covered, No. 1, \$1.95; No. 2, \$2.30; No. 3, \$2.70; No. 5, \$3.85. Plain, No. 1, \$1.45; No. 2, \$1.70; No. 3, \$2.00; No. 5, \$2.50.

CANT HOOKS— Maple Hdl. Hickory Hdl.
2¼x4½ 2.00 3.65
2½x4½ 3.00 3.75

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, \$3.50.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, \$14.00 each; using wire cable or manila rope for steel, wood, cable track, \$18.00; Sling, \$23.00; Steel Hay Carrier Track, 30c foot; Steel Hay Carrier Hanging Hooks, 20c each; Rafter Brackets, 10c.

CATCHERS, GRASS—No. 1, \$1.10 each; 2, \$1.15; 10, \$1.15; 20, \$1.25; 1000A, \$1.50. No. 1, Perfex, \$1.75; No. 2, Perfex, \$2.00. No. 5, Easy-Em., \$2.00; 10G, Easy-Em., \$2.25; 12G, Easy-Em., \$2.50.

CHAINS—Tire—

Size.	Tire—Weeds	Pair.	Size.	Pair.
3 x30	4.50	4½x33	7.25	
3½x30	5.00	4½x34	7.50	
3½x32	5.50	4½x35	8.00	
4 x31	6.00	4½x36	8.00	
4 x32	6.00	4½x37	8.75	
4 x33	6.50	5 x35	9.00	
4 x34	7.00	5 x36	9.00	
4 x35	7.50	5 x37	9.75	
4 x36	7.50	5½x36	12.00	
4½x32	7.00	5½x37	13.00	
4½x33	7.00	5½x38	14.00	

CHAIN—Yankee Straight Link (Coil)—

6-0, 18c ft.; 5-0, 11c; 4-0, 10c; 3-0, 10c; 2-0, 9c; 0, 8½c, 1, 8c; 2, 8c.

Norway Straight Link (coil)—½, 35c lb.; ¾, 35c lb.; 1, 30c lb.

Passing Link (coil)—4-0, 14c ft.; 3-0, 12c ft.; 2-0, 12c ft.

Proof, Straight Link (coil)—8-16 Black, 22c lb.; ¾, 20c lb.; 5-16, 18c lb.; ¾, 17c lb.; 7-16, 15c lb.; ¾, 15c lb.; ¾, 15c lb.; ¾, 15c lb.; ¾, 15c lb.

Proof Twisted Link (coil)—3-15 black, 30c lb.; ¾, 25c lb.; 5-16, 25c lb.; ¾, 20c lb.

B. B. Proof, Straight Link (coil)—5-16, 25c lb.; ¾, 25c lb.; ¾, 20c lb.; ¾, 20c lb.; ¾, 20c lb.

Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 15c ft.; 2-0, 15c ft.; 0-15c ft.

Jack, Iron—No. 20, 7½c yd.; No. 18, 7½c; No. 16, 10c; No. 14, 10c; No. 12, 10c; No. 10, 10c; No. 8, 15c.

Jack, Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 10c; No. 114, 20c; No. 112, 20c; No. 112, 25c; No. 110, 85c.

Safety Brass and Nickel Plated—00 and N00, 15c yd.; 0-10, 20c yd.; 1-N1, 20c yd.; 2-N2, 25c yd.; 3, 30c yd.

Sash Chain Fasteners—5c ft.; 02 Copper Plated, 5c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 3½c ft.; 10 Cable, 80c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—10, 20c set; 100, 45c set.

CHALK LINE—Yellow, 35c per 100-foot hank; 20c per 50-foot hank. Braided White, 20-foot hanks—120, 10c each; 220, 10c; 320, 15c. 50-foot balls—150 15c; 250, 15c; 350, 15c.

CHESTS, TOOL—A, Leather Covered, \$26.50; AA, Leather Covered, \$30.25; B, Quartered Oak, \$24.25; BB, Quartered Oak, \$26.50; BBB, Quartered Oak, \$32.00; D, Quartered Oak, \$16.25; DD, Quartered Oak, \$17.75; DD, Leather Covered, \$19.00; DDD, Leather Covered, \$20.25; DDD, Quartered Oak, \$20.00; E, Quartered Oak, \$24.25; EE, Quartered Oak, \$28.50; F, Quartered Oak, \$20.00; F, Leather Covered, \$20.25; FF, Leather Covered, \$23.75; FF, Quartered Oak, \$23.25; G, Plain Oak, \$14.00; GG, Plain Oak, \$15.50.

CHECKS—Door—All makes. Liquid Checks—A-11, \$6.25; B-13, \$8.25; C-13, \$9.75; D-14, \$12.00; E-15, \$15.00. For hold open arm, add \$1.25 each.

Screen Door Check—No. 01, \$3.85.

CHOPPERS—Meat and Food—

Enterprise 0 2.00
5 3.00
10 5.00
12 4.50
22 8.00
32 10.00

Universal 1 2.50
2 3.00
3 4.00
304 8.00

Russawin 0 R 2.50
1 R 3.00
2 R 3.50
3 R 4.75

Whites No. 2 1.30
1.85

Pocket Bevel Edge 1.85
1.85

Inside or Bevel 1.85
1.85

CHISELS— Socket 1.15
Firm 1.20
Bev. Edge 1.20

¼ 1.15
¾ 1.20

¾	1.25	1.40	1.50	1.85
1¼	1.80	1.45	1.55	1.40
¾	1.85	1.50	1.60	1.50
¾	1.40	1.55	1.65	1.65
¾	1.50	1.65	1.75	1.75
1	1.65	1.75	1.80	1.85
1¼	1.85	1.90	2.00	2.00
1½	2.00	2.00	2.25	2.25
1¾	2.35	2.15	2.40	2.50
2	2.50	2.30	2.75	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.75
1¼	1.45	.85
1½	1.50	1.00
1¾	2.00	1.25
2	2.25	1.50
		2.50
		3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
¾	.15	.35	.45	.50	.50
5-16	.15	.35	.50	.50	.55
¾	.15	.40	.55	.55	.60
¾	.20	.45	.65	.65	.75
¾	.25	.55	.85	.70	.85
¾	.35	.65	.90	.90	1.00
¾	.50	.90	...	...	1.25
1	.70	1.00	...	...	1.50

CHURNS—Barrel—No. 0, \$10.00 each; 1, \$11.25; 2, \$12.75; 3, \$14.25.

Improved Cylinder—No. 1, \$5.50; 2, \$6.50.

Glass Family, Universal—No. 15, \$2.75 each; 125, \$3.25; 135, \$4.00; 145, \$4.50. Dazey, No. 10, \$1.75; 20, \$2.25; 30, \$2.75; 40, \$3.50. Extra Jars, Dazey, No. 10, 55c; 20, 90c; 30, \$1.20; 40, \$1.50.

Tin without Dasher—1½ gal., \$1.50 each; 2 gal., \$1.55; 3 gal., \$1.60; 4 gal., \$1.75.

Dash—IX Tin—2-gal., \$2.25; 4-gal., \$2.75; 6-gal., \$3.25. Dash and Handle—25c extra.

CLAMPS—Carpenters'—Stearns, No. 212, \$6.75 pair; 213, \$8.25; 214, \$9.25; 215, \$10.00; 216, \$18.25; 218, \$21.50.

Carriage Makers'—Plain, No. 12, 40c each; 13, 45c; 14, 65c; 15, 80c; 16, \$1.00; 18, \$1.50; 20, \$2.00; 22, \$2.50.

Quilt Frame—No. 1, 10c each; 3, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—Rubber—10-inch, 45c each; 12-inch, 50c; 14-inch, 60c; 16-inch, 65c; 18-inch, 75c.

Wood Floor Cleaners—14-inch, 60c; 16-inch, 75c.

CLEANING COMPOUND—

Cedar Sweep—1½-lb. carton, 20c; 4½-lb. carton, \$6.00; 33-lb. box, \$2.00; 100-lb. drum, \$8.75; 250-lb. barrel, \$8.50.

Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, \$8.00.

Shineolium—1 quart, \$1.00; 1 gal., \$8.50; 5 gals., \$12.50.

Cedar Mist—1 gal., \$8.50; 5 gals., \$12.50.

Sweeping Compound—No. 2, Green, 8c lb.; No. 3, Brown, 2½c lb.; No. 4, Black, 2½c lb.

CLEVISSES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to ¾ in., each, 15c; ½, 20c; ¾, 25c; 1, 35c; 1½, 55c; 2, 1¼ in., 60c.

CLIPPERS—Bolt—

New Easy— Extra Cutters—

No. 0 3.75 No. 0 2.25
No. 1 5.00 No. 1 2.75
No. 2 7.00 No. 2 3.75
No. 3 8.75 No. 3 4.75

O. K.— 10-inch 2.35 14-inch 3.00

CLOCKS, ALARM—Westclox—America, \$1.85 each; Bluebird, \$2.25; Lookout, \$2.25; Sleepmeter, \$2.50; Bunkie, \$3.25; Ironclad, \$3.00; Jack-O'-Lantern, \$3.75; Bingo, \$3.75.

Circle, \$3.25; Flash, \$3.25; Gale, \$4.50; Ideal, \$3.00; Indian, \$1.85; Peerless, \$3.00; Pershing, \$3.50; Practical, \$3.00; Slumber Stopper, \$4.50; Startle, \$3.50.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2½, 10c straight; No. 1 to 3, 15c. Carborundum or Axolite—Nos. FF 90, 15c straight.

CLOTH, WIRE—Hardware Galvanized—Per lineal foot—

Mesh 24-in. 30-in. 36-in. 42-in. 48-in.

1-inch86 .45 .54 .63 .72
¾-inch28 .85 .42 .49 .56
¾-inch28 .35 .42 .49 .56
2-inch20 .25 .30 .35 .40
2½-inch20 .25 .30 .35 .40
3-inch20 .25 .30 .35 .40
4-inch21 .26 .32 .37 .42
5-inch21 .26 .32 .37 .42
6-inch22 .28 .33 .39 .44
8-inch24 .30 .36 .42 .48

CLOTH, SCREEN WIRE—Per lineal foot—Retail prices have been figured on the following basis: 12M Black, 4½c; 14M Galv., 5½c; 14M Opal, 5c per sq. ft.

RETAIL SELLING PRICES—Continued.

COCKS—

No.	Each	No.	Each
Bell—			
1/4-inch...	1.50	7-inch...	1.25
3/4-inch...	1.75	8-inch...	2.00
1-inch...	2.10	Gas Hose—	
1 1/2-inch...	3.25	3/4-inch...	.80
Floats—		1/2-inch...	.85
5-inch...	.60	3/4-inch...	.50
6-inch...	.90		

Service, Standard—Square or Flat Head—

	1/4"	3/8"	1/2"	3/4"	1"	1 1/4"	1 1/2"	2"
Each .....	.50	.55	.60	.70	1.15	1.85	2.50	4.50

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, \$17.00 each; No. 80, \$28.25; 85, \$19.75; 50, \$30.00; 55, \$32.00; 60, \$35.00; 70, \$48.50.

Legs—Set, \$3.50.

Soapstone Discs—Each, \$1.75.

COOLERS—Water—Galvanized Lined—02, \$5.00 each; 03, \$6.00; 04, \$7.00; 06, \$8.25; 08, \$10.25; 010, \$12.25.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.	6 pints	Tea Pots.
8 1/4 inch	2.00	
9 1/4 inch	2.25	2 pints
10 1/4 inch	2.50	3 pints
Coffee Pots.		4 pints
3 pints	1.50	Wash Boilers.
4 pints	1.65	348
5 pints	1.85	349

COOPERS, SOLDERING—Family—

1, per set	1.65
2, per set	1.50

Tinner's—

1/4 pound, per pair .....	.30
1 pound, per pair .....	.80
1 1/2 pound, per pair .....	.85
2 pound, per pair .....	.45
3 to 14 pounds .....	.45

CORD—Sash, Common—Per hank: No. 6, \$1.00; 7, \$1.35; 8, \$1.50; 10, \$2.50; 12, \$3.00.

Silver Lake—Per hank: No. 6, \$1.65; 7, \$2.20; 8, \$2.65; 10, \$4.25; 12, \$5.25.

CORD, TINNED PICTURE—

No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—

Norcross, 1GO-5, each, \$2.00; 5N, \$1.50; 8N, \$1.35; Midget, 60c. Pull Easy, PEC, each, \$2.00; PE5, \$1.65; PEW2, \$5.00.

CUTTERS—Pipe—Barnes, No. 1, \$3.25 each; 2, \$4.25; 3, \$7.00; 4, \$14.00; 5, \$20.00.

Saunders—No. 1, \$2.75 each; 2, \$4.00; 3, \$9.50. Trim—No. 1, \$3.50; No. 2, \$4.75; No. 3, \$8.00.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 80c; 9, \$1.15; 10, \$1.50.

DIVIDERS—Wing, No. 35 and 50—6-inch, 75c; 7-inch, 85c; 8-inch, \$1.00; 10-inch, \$1.25; 12-inch, \$1.50; 14-inch, \$3.65. Wing Ext. No. 1—6-inch, \$1.25; 7-inch, \$1.50; 8-inch, \$1.75. Excelsior—6-inch, 90c; 8-inch, \$1.25; 10-inch, \$1.65.

DOORS—Ash Pit—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS—Screen—

241 Common Varnished, 3/4-in.—2-6x6-6, \$3.25; 2-8x6-8, \$3.25; 2-10x6-10, \$3.50; 3x7, \$3.75. 276 Black, 1 1/4-in.—2-6x6-6, \$3.65; 2-8x6-8, \$3.75; 2-10x6-10, \$4.00. 311 Black, 1 1/4-in.—2-6x6-6, \$4.50; 2-8x6-8, \$4.75; 2-10x6-10, \$5.00; 3x7, \$5.25. 391 Galv.—2-8x6-8, \$5.50; 2-10x6-10, \$5.75; 3x7, \$6.00; 3x6-8, \$6.25. 525 Black—2-8x6-8, \$6.50; 2-10x6-10, \$6.75; 3x7, \$7.00; 3x6-8, \$7.25.

DRILLS—

Goodell-Pratt Bench Drills—	No.	Each	Yankee—Millers Falls, Hand—	No.	Each
8	87	7.50	1	1	8.50
8 1/4	97	9.50	2	2	5.25
9 1/4	99	14.00	3	3	3.50
10 1/4	112	24.00	4	4	1.10
490 1/4	212	20.00	5	5	8.75
1008		18.50	98	98	5.75
1005		26.50	105	105	3.75
11		22.00	306	306	5.50
Goodell-Pratt Breast Drills—			343	343	4.00
6		5.85	1980	1980	5.75
07		5.50			
245		5.00			
279		18.25			
Millers Falls (Breast)—					
12		6.25			
13		7.75			

Drill Presses—Millers Falls

20	11.00	23	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—Millers Falls

1	8.50	105	3.75
2	5.00	303	3.00
3	8.50	306	5.50
5	3.75	343	4.00
98	5.75	980	5.75
		1980	5.75

Chain Drills—Goodell-Pratt

307	4.50	818	7.00
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	8.00	44	3.75
42	2.50	40	8.50

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.15	305 .....	.55
301	1.15		

Yankee Drill Points

Set of 8, \$7.10; each, 15c; 2 for 25c.

DRILLS, TWIST—

Bit	Rd. Shk.	Coos	Sqr. Tpr.	Str. Shk.	Tpr. Shk.
Stock	Prentiss		Shk.		
1-16 .....	.20			.10	
1/4 .....	.20	.35		.15	.35
3-16 .....	.30	.40		.15	.35
1/2 .....	.35	.45	.55	.20	.45
5-16 .....	.45	.55	.60	.25	.55
3/4 .....	.55	.60	.70	.35	.60
7-16 .....	.70	.75	.75	.55	.75
1 .....	.85	.90	.85	.75	.90
9-16	1.00	1.05	.90	1.60	1.05
1 1/4	1.20	1.20	1.00	1.70	1.20
1 1/2	1.35	1.35	.15	1.75	1.35
1 3/4	1.55	1.50	1.80	1.85	1.50
2	1.95	1.95	1.60	2.45	1.95
2 1/4	2.85	2.65	1.90	8.10	2.65
1 1/2				8.75	3.40
1 3/4				4.40	4.15
1 1/2				5.05	4.90
1 3/4				5.75	6.40

Sebec Four Point Star, Brick and Concrete—

	1/4	3/8	1/2	3/4	1	1 1/4	1 1/2	2
12-inch .....	.40	.40	.45	.65	.85	1.30	2.25	4.50
18-inch .....	.50	.50	.60	.80	1.10	1.55	2.50	5.00
24-inch .....	.65	.65	.70	1.00	1.20	1.75	2.80	5.25

ELECTRICAL APPLIANCES—

Universal Goods—			
Dishes, Chafing—		E9646	17.50
E940	18.00	E9649	19.50
E9850	15.50	E9676	10.00
Grills—		Ranges, Table—	
E982	11.50	E9841	22.00
E984	12.50	Stoves—	
Heaters, Immersion —		E998	8.75
E970	5.25	E997	8.75
Irons, Curling—		E9960	7.75
E9901	6.25	Toasters—	
E99011	6.75	E945	7.50
Irons, Pressing—		E946	8.75
E901	7.50	Urns, Coffee—	
E902	6.75	E916	17.00
E905	6.75	E919	18.50
E9023	6.25	E9136	15.00
E9085	6.75	E9146	19.50
E9051	8.00	E9149	21.50
Pads, Heating—		E9166	22.50
E9940	10.75	E9169	25.00
Percolators—		E9176	15.50
E9435	13.50	E9179	17.00
E9437	15.00	E9166044	41.25
E9439	16.50	E9169044	43.75
E9685	11.50	Vacuum Cleaners—	
E9687	13.00	E701	39.50
E9089	14.50	Attachments	10.50

RETAIL SELLING PRICES—Continued.

Hot Point Goods—

Chafing Dishes—No. 20501, \$10.00 each; 20502, \$19.00; 20503, \$22.50.

Grills—116G1, \$11.50 each; 186G1, \$12.50; 20101, \$10.50.

Heaters, Air—No. 80408, \$11.00 each; 80404, \$18.00; 20608, \$22.50; 80604, \$44.00; 116A4 (Heddlie), \$11.00.

Heaters, Immersion—No. 118W16 (50201), \$5.25 each; 115W16 (50202), \$6.25; 115W17 (50203), \$7.25.

Irons, Curling—No. 112L5, \$7.25 each; 112L6, \$6.50.

Irons, Pressing—No. 1118F12 (11108), \$7.95 each; 118F22 (11208), 3 lb., \$6.25; 115F5 (11205), 5 lb., \$6.95; 115F17 (11206), 6 lb., \$6.95; 11807, \$8.75; 11808, \$9.25; 11810, \$11.00; 11812, \$15.50; 11815, \$17.00.

Pads, Heating—No. 114Q3 (50142), \$9.00; 114Q4, (50151) \$10.25.

Ovens—No. 40701, \$6.50; 40201, \$25.00.

Percolators—No. 20611, \$10.00; 20620, \$12.00; 20621, \$13.00; 20622, \$17.50; 20650, \$18.00; 114P18 (20651), \$28.00; 114P17 (2652), \$25.00.

Stoves—No. 116D1, \$10.00; 116D1, \$11.50; 20801, \$7.00; 20302, \$7.25; 40101, \$7.50; 40102, \$9.25; 40103, \$18.00; 40104, \$15.00; 40105, \$17.50.

Toasters—114T5, \$6.75; 115T1, \$8.50.

Vacuum Cleaners—122V2, \$45.00. Attachments, \$11.00.

ELECTRICAL SUNDRIES—

Amylites 1.85

Ammeters—

Ever Ready 1.25

Readrite 1.00

Volt 1.15

Bells, Door—

2½-inch85

3-inch 1.00

Buzzers85

Chain, Fixture25

Cleats, Porcelain05

Cord—

Heater No. 16 12½

No. 18 10

Lamp No. 18, G. & Y.04

No. 18, Par Silk07½

No. 20, Par Silk06

No. 18, Tw. Silk07

No. 20 Tw. Silk05

1-64 Single Fixture08

No. 18 Reinforced 10

Fans—

Menominee, 500-9-in. 12.00

Robbins-Meyers

8-inch non-osc. 12.50

9-in. non-osc., 8 sp. 19.50

9-in. osc., 8-speed 24.50

12-in. non-osc., 8 sp. 29.00

12-in. osc., 8-speed 37.00

Fuses—

Plug, 6 to 80 amp 12½

Knobs—

Porcelain, 5¼ Solid08½

Nailit, 5¼ Split05

Lamps—

Nilco-Masda type List

Masda Auto List

Hylo Tungsten 1.00

Hylo Carbon75

Lamp Guards—

No. 1425 Loxon45

No. 107 Neverbreak35

No. 44 Portable 3.25

No. 48, Portable 2.75

Loom—

"Duraduct" 7-82 in.06

¼-inch08

Plates, Switch—

Single gang25

Two gang50

Receptacle60

Plugs—

Benjamin 2-way 1.85

Benjamin 3-way 1.75

Twinklite 2-way 1.20

Attachment—

903 Benjamin80

2500 Chelton40

4 Mueller20

Fitsall w-o spring65

Fitsall spring75

EMERY—Per lb., 25c.

Stones—See Stones.

Cloth—See Cloth.

Wheels—See Wheels.

FASTENERS—Ossement, common brass plated, 35c; Sash,

common brass plated, 20c, two for 25c.

FAUCETS—Cork Lined—

8-inch30

7-inch, each25

9-inch35

Push Buttons—

Wood20

Dull Brass25

Pearl Button50

White Button45

Receptacles—

Flush45

Arrow E60

Cleat25

Rosettes—

Concealed, 2-pc.30

Cleat, 2-pc.80

Cleat, 1-pc.20

Shades—

Tin Flat, 8-inch25

Tin Flat, 10-inch35

Cone, 8-inch40

Cone, 10-inch45

Shade Holders—

2¼-inch Acme10

2¼-inch Uno20

Sockets, Key—

Freeman DB45

Arrow E DB50

Freeman Nic.60

Arrow E Nic.65

Jockets, Pull Chain—

Freeman DB75

Arrow E DB80

Arrow E Nic. 1.00

Levolier DB80

Sockets, Keyless—

Freeman DB45

Arrow E DB50

Staples—

Insulated, ¼-inch80

Switches—

Snap50

Push60

Battery S. P. S. T.40

Battery S. P. D. T.60

Battery, D. P. S. T.65

Battery, D. P. D. T.90

Tape—

Friction, 1 oz. to 1 lb. 1.25

Rubber, ¼ lb. to 1 lb. 1.25

Tubes—

Porcelain, 5-16x8-in.05

Transformers—

Arrow 1.90

Jefferson Jr. 2.00

Wire, Rubber Covered—

No. 1003½

No. 1208

No. 1402½

Weather-proof—

No. 1040

No. 1235

No. 1425

Bell Wire—

No. 18, Single02

FENCE, POULTRY—Blue Ribbon—10 Rod Rolls—24-inch, \$5.25 roll; 36-inch, \$6.75 roll; 48-inch, \$8.00 roll; 60-inch, \$9.25 roll; 72-inch, \$10.50 roll.

Union Lock—10 Rod Rolls—24-inch, \$4.25 roll; 36-inch, \$5.25; 48-inch, \$6.25; 60-inch, \$7.25; 72-inch, \$8.00.

FIBRE WARE—Keelers—No. 2, \$4.25 each; 3, \$3.85.

Measures—1-qt., \$2.50; 2-qt., \$3.00.

Pails—12-qt., \$1.75.

Spittoons—No. 2, \$2.35; 3, \$2.00.

Tubs—No. 1, \$9.25; 2, \$8.00; No. 3, \$7.50.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
¼ inch.....	1.25	.25	¼ inch.....	3.50	.20
3-16 inch.....	1.50	.30	3-16 inch.....	4.50	.25
¼ inch.....	2.00	.35	¼ inch.....	5.75	.30
5-16 inch.....	2.25	.40	5-16 inch.....	6.75	.30
¾ inch.....	2.75	.50			
¾ inch.....	4.50	.75			

FILES—

Length, inches—	3-3¼	4	4½	5	5½	6	8	10
Band Saw, Slim.....	.15	.20	.25	.30	.35	.40	.45	.55
Knife, Bastard.....	.80	.85	.90	.95	1.00	1.05	1.10	1.15
Regular Taper.....	.15	.15	.15	.20	.20	.20	.20	.45
Slim Taper.....	.15	.15	.15	.15	.20	.20	.25	.40
Warding, Bastard.....	.25	.25	.25	.25	.30	.35	.40	.50
Length, inches—	3-4	5	6	8	10	12	14	16
Flat Bastard.....	.20	.25	.25	.30	.35	.50	.75	.95
Half Rd. Bastard.....	.25	.30	.35	.40	.50	.65	.85	1.10
Mill Bastard.....	.20	.20	.20	.25	.30	.40	.60	.80
Round Bastard.....	.20	.20	.20	.25	.30	.40	.60	.80
Square Bastard.....	.20	.25	.30	.40	.55	.75	1.00	1.00

FIXTURES—Grindstone—Auto—01, \$2.00; 02, \$2.50; 15, \$1.25; 17, \$1.85; 19, \$1.50; 21, \$1.75; Am. Heavy—17, \$1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS—Eveready Daylo—Complete—No. 6961, \$1.00 each; 6962, \$1.25; 1991, \$1.50; 2604, \$1.70; 2681, \$1.85; 2682, \$2.25; 1619, \$2.25; 2616, \$2.00.

Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

Kwiklites

Tubular Nos.	5220	5221	5228	5229	5381	6240	6240B
Complete, ea.	\$1.85	\$1.70	\$2.00	\$2.00	\$2.25	\$1.55	\$1.70
Case & Bbl., ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos.	6241	6241B	6249	6249B	6348	6348B	6351
Complete, ea.	\$1.85	\$2.00	\$2.35	\$2.55	\$2.25	\$2.45	\$2.25
Case & Bbl., ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2578	3475	3475B	3577	3577B	3579
Complete, ea.	\$1.00	\$1.25	\$1.35	\$1.50	\$1.65	\$1.90	\$1.90
Case & Bbl., ea.	.70	.85	.95	1.05	1.10	1.25	1.50
Watch Ch. Nos.	6289	6289B	6289C	6289D	6289E	6289F	6289G
Complete, each.	\$1.00	\$1.10	\$1.10	\$1.10	\$1.10	\$1.10	\$1.10
Case & Bbl., ea.	.75	.85	.85	.85	.85	.85	.85

Battery only—

Nos. 1202 1208 1206 1207 1271 1801 1808 1809

Each \$0.30 \$0.35 \$0.30 \$0.30 \$0.30 \$0.50 \$0.40 \$0.40

FLATTERS—Blacksmith—2-in., \$1.35; 2½-in., \$1.85; 3-in., \$2.25; 3½-in., \$3.00.

FORGES—No. 150 Chicago, \$16.85; No. 151 Chicago, \$17.00.

Buffalo—No. 310 Steel Ball Bearing Rivet, \$38.00; No. 722, \$38.00; No. 742H, \$40.00.

FORKS—Hay—Nellis, 94 single harpoon, \$7.50; 95 double harpoon, \$4.65; 96 double harpoon, \$9.50; 87 double harpoon, \$5.50; 98 double harpoon, \$9.50. Grapple, No. 99 (4 times), \$17.50; No. 100 (6 times), \$20.00. Jackson Patterns, 4 ft., \$22.50; 4½ ft., \$24.00; 5 ft., \$28.00.

FREEZERS—Arctic—

	3.20	3	5.40
1	3.20	3	5.40
2	3.75	4	6.60
3	4.50	6	8.40
4	5.50	8	10.75
6	7.00	10	14.50
8	8.60	12	17.25
Toy	2.75	15	20.50
		20	26.50

White Mountain

1 3.90

2 4.50

Acme

2 Qt. Tin or Gal., dos. 12.00

4 Qt. Tin or Gal., dos. 20.00

FROES—Special—Each, 12-in., \$2.00; 14-in., \$2.25; 16-in., \$2.50. Common—Each, 12-in., \$1.85; 14-in., \$2.00; 16-in., \$2.15.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil—

Stebbins—¼-inch, 50c each; 1-inch, 60c; 1½-inch, 70c; 1¾-inch, 75c; 2-inch, 85c.

Perfection—¼-inch, 75c each; ¾-inch, 85c; 1-inch, \$1.00; 1¼-inch, \$1.10; 1½-inch, \$1.35; 2-inch, \$

RETAIL SELLING PRICES—Continued.

GAUGES, MARKING—

Steel—		Wood—	
90	.75	0	.15
92	2.50	61	.20
93	1.75	62	.35
95	1.75	65	.90
97	1.25	71	1.00
98	1.85	72	.60
		78	1.15

Altitude Gauges, \$5.35.
 Steam Gauges, 4½ in. face I. C., \$5.35.
 Thermometer, Straight, \$1.50.
 Thermometer, Angle, \$1.75.

GLASS—Window—3B Grade—Single Strength, 80 per cent; Double Strength, 80 per cent.

Extras for Putting in Glass—	Per Light
First 3 Brackets.....	.50
Second 3 Brackets.....	.75
Third 3 Brackets.....	1.00
Larger Lights.....	\$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1¾	.50	1¾	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.20

GLASSES, GAUGE—

	%	Standard ½ & %	%	Extra Heavy ½ & %	%
10	.35	.35	.35	.55	.75
12	.35	.35	.50	.60	.90
14	.45	.45	.60	.70	1.05
16	.55	.55	.65	.85	1.25
18	.60	.60	.75	.95	1.35
20	.65	.65	.80	...	...
22	.70	.70	.90	...	...
24	.80	.80	1.00	...	...

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 65c. Railroad—Clear, 25c each; Green or Red, 70c. Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 60c; 4-0 Bullseye, 85c; 5-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—Common, 30c lb.; Cabt., 85c; White, 45c.

Imperial Liquid—	Size—	1 Oz.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.	1 Gal.
List, doz.....	1.06	3.60	2.80	6.00	10.20	18.00	54.00
Sug. Ret. Ea.	.20	.80	.30	.50	.85	1.50	4.50

Le Page's Glue—	Size—	1 Oz.	2 Oz.	¼ Pt.	½ Pt.	1 Pt.	1 Qt.
List, doz.....	2.40	1.65	1.80	3.60	6.00	10.20	18.00
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50

GOUGES—Buck's, Socket Firmer, Outside Bevel—No. 42—¼-inch, \$1.20; ¾-inch, \$1.20; 1½-inch, \$1.25; 2-inch, \$1.30; ¾-inch, \$1.40; 1-inch, \$1.55; 1½-inch, \$1.65; 2-inch, \$1.85; 2½-inch, \$2.10; 3-inch, \$2.25; 4-inch, \$2.50. Witherby No. 320—¼-inch, \$1.25 each; ¾-inch, \$1.25; 1-inch, \$1.35; 1½-inch, \$1.40; 2-inch, \$1.50; 2½-inch, \$1.65; 3-inch, \$1.75; 4-inch, \$2.00; 5-inch, \$2.15; 6-inch, \$2.40; 7-inch, \$2.75.

P. S. & W. Firmer—	Size—	160—¼ inch.	150—½ inch.	140—¾ inch.	130—1 inch.	120—1½ inch.	110—2 inch.
160—¼ inch.	1.50	1	1	1	1	1	1
150—½ inch.	1.50	1½	1½	1½	1½	1½	1½
140—¾ inch.	1.65	1½	1½	1½	1½	1½	1½
130—1 inch.	1.70	1½	1½	1½	1½	1½	1½
120—1½ inch.	1.80	2	2	2	2	2	2
110—2 inch.	2.00						

GRAPHITE—Dixon's Flake, per can—1's, 85c; 5's, \$3.75; 10's, \$7.00.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, \$1.25; 25 lb. pails, \$2.75.
 Mica—1 lb. can, 25c; 8 lb. can, 60c; 5 lb. can, 95c;
 10 lb. can, \$1.90; 25 lb. can, \$4.00.
 Cup Grease—5 lb. cans, \$1.00 each; 10 lb. cans, \$1.75;
 25 lb. cans, \$3.75.
 Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.		
15 to 40 lbs.....	8.00	Sterling, No. T100...	15.75
40 to 200 lbs.....	8.00	Wood Frames No. 1.....	12.50
Over 200 lbs.....	8.50	Wood Frames, No. 2.....	13.35
Fixtures and Axle—		Angle Steel Frames.....	11.75
15 inch.....	1.25	Tubular Steel Frames.....	15.75
17 inch.....	1.35	300 Cy. or 115 Frame.....	11.50
19 inch.....	1.40	400 Cy. or T100 Fr.....	15.50
Mounted—Auto—		Harvest King (power).....	16.50
No. A120, Size 1.....	15.00	Loose Stones, lb. ....	.09
No. A130, Size 2.....	13.75	Fixtures—Auto—	
No. A140, Size 3.....	12.00	01.....	2.25
Bi-Treadle.....	14.00	02.....	2.50
Empire Power.....	37.50	15 Common.....	1.25
Samson—		17.....	1.40
No. S155, Size 2.....	12.00	19.....	1.60
No. S160, Size 2.....	10.50	21.....	1.85

HACKSAW BLADES—

Lenox, Power—	Lgth.	Width.	Lt. Heavy.	17"	1.....3.25	4.15
8"	9-16	.90	...	Hand Lennox, Starrett, Victor Star—		
10"	1	1.15	1.95	Length.....	Each.	Dos.
10"	1	1.35	2.45	8-inch.....	.10	.75
10"	1	1.35	2.45	9-inch.....	.10	.85
12"	1	1.35	2.85	10-inch.....	.10	1.00
12"	1	1.60	2.85	11-inch.....	.10	1.10
12"	1	2.30	2.95	12-inch.....	.15	1.20
14"	1	1.70	...	Hand, Starrett, Victor, Star—		
14"	1	1.90	2.75	8-inch.....	.10	.80
14"	1	2.65	3.50	9-inch.....	.10	.90
16"	1	2.15	8.15	10-inch.....	.15	1.00
16"	1	8.05	8.90	12-inch.....	.15	1.25
17"	1	2.30	...			

HACK SAW FRAMES—M. F.—4B, 75c; 6, \$2.50; 9, \$2.25; 15, \$3.50; 77, \$1.25; 78, \$1.35; 1027, \$3.50; 69, \$3.30; 69B, \$3.00; 14, \$3.40; 4 Milford Adj., \$4.00; 7 Milford Adj., \$2.25; 36½ Disston, \$1.50; 40 Extension, 75c.

HAMMERS—Vanadium, No. 4½, \$2.65 each; Plymouth, No. 11½, \$1.90; No. 2 Ball Pein, \$2.00.

HAMMERS—Maydole Carpenters'—No. 1, \$2.00 each; 1½, \$1.75; 2, \$1.65; 11, \$2.00; 11½, \$1.75; 12, \$1.65; 13½, \$1.50; 13, \$1.40; 14, \$1.35; 34, \$1.25; 611½, \$2.75; 710, 2.85; 711, \$2.00; 711½, \$1.75; 712, \$1.65; 713, \$1.50.

Maydole Chipping—No. 100, \$1.90 each; 101, \$1.75; 102, \$1.55; 103, \$1.40. Maydole Cross Pein—No. 174, \$1.50. Maydole, Ball Pein—No. 70, \$3.00 each; No. 70½, \$2.65; 71, \$2.40; 72, \$2.25; 73, \$2.00; 74, \$1.80; 75, \$1.65; 76, \$1.50; 77, \$1.40; 78, \$1.35; 79½, 1.25.

HAMMERS, CLAW—

Stanley No. 22—	16 oz.	20 oz.	264	264
16 oz.	2.00	2.25	Plumb's Machinist's Ball Pein—	
20 oz.	2.25	2.50	18.....	.65
No. 12 and 12B—			379.....	1.20
5 oz.	1.65	1.75	371.....	1.25
7 oz.	1.75	1.80	372.....	1.25
10 oz.	1.85	1.95	373.....	1.25
13 oz.	2.00	2.10	374.....	1.35
16 oz.	2.25	2.35	375.....	1.65
20 oz.	2.50	2.60	376.....	1.75
Plumb's Engineers—			377.....	1.75
261.....	1.65	1.75	379.....	2.00
262.....	1.75	1.85	381.....	2.25
263.....	1.85			

GALVANIZED WARE

Boilers, Wash	3	1.10	15	.50	Pails, Stock		Pots, Watering	
227	2.25	4	1.25	25	1.75	14	514	1.00
228	2.35	5	1.65	105	1.25	16	516	1.15
229	2.50	6	2.00	205	1.65	18	518	1.35
Bowls, Wash	70	2.50	Canteens, see page		20	520	1.50	
7	.80	80	5.75	179.		522	1.75	
7½	.85	90	6.50	Dippers, Laundry		526	2.25	
Buckets, Fire	100	9.00	525 (4-qt).....	.55	Pails, Water		Tubs, Foot	
314	.70	Garbage Cans in lots of 3 dozen or more, 5 per cent from above prices.	Hods, Coal		8	.35	51	.75
Buckets, Well	101 10 qt. ....	.35	615	.75	10	.40	52	.85
Cans, Garbage Smooth	200	.95	616	.85	12	.45	53	1.00
300	1.10	65	617	.90	14	.50	54	1.25
400	1.25	501	618	1.00	Pails and Tubs, 6 doz. assorted 5 per cent discount.		Tubs, Wash	
500	1.65	505	Pails, Cement		A	.65		
600	2.00	605	14	1.50	B	.70		
700	2.50	Cans, Gasoline	114	2.00	0	.90		
Corrugated	2	.95	8-qt.	.85	1	1.05		
		0	10-qt.	.90	2	1.20		
		02	12-qt.	1.00	3	1.35		
		Cans, Oil	Pails, Chamber		10 S	1.55		
		0	8-qt.	.85	20 S	1.80		
			10-qt.	.90	30 S	2.00		
			12-qt.	1.00				

RETAIL SELLING PRICES—Continued.

Riveting—		Plumb's Brick—		HEADS, MOP—Cotton—No. 9, 25c each; No. 12, 25c. Linen, No. 012, 50c; No. 015, 65c; No. 018, 75c; No. 020, 80c.	
Plumb's, Stanley No. 147—	461	Plumb's Brick—	2.00	HINGES—Back Flaps—No. 814, 1-inch, 10c each; 1½-inch, 10c; 1½-inch, 15c; 1½-inch, 20c; 2-inch, 25c. No. 816, 1-inch, 10c; 1½-inch, 10c; 1½-inch, 10c; 1½-inch, 15c; 2-inch, 20c.	
250, 4 oz.	1.10	462	1.75	Floor—	
251, 7 oz.	1.15	3154	1.15	Bommer, D 15.....	1.85
252, 9 oz.	1.20	3155	1.35	R. EA, 315.....	2.00
253, 12 oz.	1.25	Plumb's Prospector's Pick		SHA, E, 265.....	2.25
254, 15 oz.	1.35	470	2.75	2.....	3.75
255, 18 oz.	1.45	471	2.85	4.....	5.50
256	1.55			302, 602.....	5.50
HANDLES—Adze, extra select, 90c; second growth, 90c.				304, 604.....	8.10
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, \$1.00.				252.....	6.50
Chisel—Hickory, 10c; Leather Tip, 15c.				254.....	9.75
Hammer Handles—All sizes—1st Quality, 25c; 2nd Quality, and Machine, 20c.				Chicago—	
Hatchet Handles—18 and 14, 25c; 15 and 16, 30c.				R. EA, KF, 200.....	3.25
Peavy Handles—		Select Maple Rock Maple Select Hickory		SHA, E, 200.....	3.50
2½x4.....	2.30			R. EA, 230.....	4.75
2½x4½.....	2.40			KF, SHA, E 230.....	5.00
2½x4¾.....	1.25	1.60	2.50	Corbin—D, 512.....	2.00
2½x5.....	1.40	1.75	2.65	R. EA, 512.....	2.10
2½x5½.....	1.65	2.00	3.80	SHA, E, 512.....	2.40
3 x 5½.....			4.45	Katz—R. EA, 2.....	1.85
3 x 5¾.....			5.25	KF, SHA, E, 2.....	2.15
Pick—36-inch Drift, Select, 75c; Extra Select, \$1.00; Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, \$1.15.				R. EA, 3.....	4.75
Sledge—36-inch, Select, 60c; Second Growth, 75c.				KF, SHA, E, 3.....	5.25
Saw, Hand—Diaston, No. 7, 50c; No. D8, 85c; No. 12, \$1.25.				R. EA, 3½.....	5.75
Crosscut, Diaston, No. 112, \$1.00; No. 113, \$1.25; No. 114, \$1.50.				KF, SHA, E, 3½.....	6.00
Simonds Reversible Guard, per pair, \$1.60; Simonds No. 6, \$1.60; Atkins No. 24, \$1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 30c. Auger M. F. No. 1, \$1.00; No. 2, \$1.25; No. 3, \$1.75; No. 4, \$4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, \$4.75.				Rixon—7.....	15.00
HANGERS, BARN DOOR—		Flat Track—		8.....	16.50
No., B-and.....	Each.....	48, Richards.....	1.25	10.....	18.75
5, Myers.....	2.50	248, Richards.....	1.85	15.....	22.50
25 Myers Garage Set.....	3.25	Round Track—		20.....	36.00
11, Lanes.....	2.15	5, World's Best.....	2.50	25.....	45.00
11½, Lanes.....	2.65	384, Cannon Ball.....	2.25	30.....	53.00
18, Lanes.....	4.75	440, Cannon Ball.....	2.75	Standard—R. EA 450.....	
25, Lanes.....	1.50	715, Cannon Ball.....	2.00	SHA, E, 450.....	3.50
30, Lanes.....	1.50	800, Cannon Ball.....	12.50	R. EA, 452.....	12.00
40, Lanes.....	1.75	Trolley Track—		Ornamental Surface	
98, Lanes.....	1.50	120 Coburn's.....	4.25	"Butterfly"—	
28, 20th Century.....	2.00	122½ Coburn's.....	5.75	1420, D2 & F—	
37-1, Richards.....	1.65	195A, Coburn's.....	4.75	1½x1½.....	.25
38-1, Richards.....	1.75	195B, Coburn's.....	6.75	STRAP AND TEE HINGES—	
42-3, Richards.....	1.75	24-2, Richards.....	8.25	Strap—	
42-5, Richards.....	2.75	120, Richards.....	7.00	900, Light, Plain.....	12½
42-6, Richards.....	4.00	150, Richards.....	8.00	900SC, with Screws.....	15
HANGERS, HOUSE DOOR—		No., Brand.....		902, Heavy, Plain.....	20
No., Brand.....	Each.....	1, Johns.....	6.00	902SC, with Screws.....	25
101, Lanes.....	12.00	011, Richards.....	8.50	935, Corgd, Plain.....	20
101½, Lanes.....	6.00	11, Richards.....	7.00	935SC, with Screws.....	25
105, Lanes.....	9.25	012, Richards.....	4.00	SC1300¼, Light Galv.....	25
105½, Lanes.....	4.75	12, Richards.....	8.00	SC1302¼, Heavy Galv.....	35
58, Prouty.....	4.35	015, Frisco.....	8.00	SC1305¼, Corgd. Galv.....	40
5D, Prouty.....	8.75	15, Frisco.....	6.00	Tee—	
01, Johns.....	3.00	140-1, Richards.....	4.00	904, Light, Plain.....	12½
Trolley—No. 016, 3-in., \$5.75; 3½-in., \$6.00; 4-in., \$6.50; 4½-in., \$6.75; 5-in., \$7.25; 6-in., \$8.50. No. 16, 5-in., \$11.00; 5½-in., \$11.25; 6-in., \$11.50; 7-in., \$12.00; 8-in., \$12.50; 10-in., \$14.25. No. 019, 3-in., \$4.75; 3½-in., \$5.25; 4-in., \$5.75; 4½-in., \$6.00; 5-in., \$6.25; 6-in., \$7.50. No. 19, 5-in., \$9.50; 5½-in., \$9.75; 6-in., \$10.00; 7-in., \$10.50; 8-in., \$11.00; 10-in., \$12.50. No. 132, 3-in., \$5.50; 3½-in., \$6.25; 4-in., \$6.50; 4½-in., \$7.25; 5-in., \$7.50; 6-in., \$8.75. No. 132, 5-in., \$11.50; 5½-in., \$11.75; 6-in., \$12.00; 7-in., \$12.50; 8-in., \$13.50; 10-in., \$15.25.		189 F—2x2.....		3-inch.....	85
135, 1.....	3.50	9T, Midget.....	.60	2½x2.....	.70
135, 2.....	5.00	90T, Midget Track.....	15	2½x2½.....	.95
HASPS—Common—		Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each, 15c; 10-in., 20c. Size 36, 6-in., each, 20c; 8-in., 25c.		189 N—2x2.....	.75
Hinge—912, 3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 70c.		S. C. 912—3-in., each, 15c; 4½-in., 15c; 6-in., 20c; 8-in., 30c; 10-in., 50c.		2½x2.....	.45
1308¼—3-in., each, 35c; 4½-in., 45c; 6-in., 60c.		Lock—20, Prouty, 75c each, 22, Prouty, 95c.		2½x2½.....	1.10
Safety—915, 3-in., doz., 20c; 4½-in., 25c each; 6-in., 35c. SC915, 3-in., 20c each; 4½-in., 25c; 6-in., 35c; SC915, 3-in., 30c each; 4½-in., 40c; 6-in., 60c; 941J, 60c.		HATCHETS—Underhill Star, No. 10, Chicago Pat., \$3.00; No. 5, Boston Pat., \$3.00; No. 15, St. Paul Pat., \$3.25.		289 D2, F, & B—2x2.....	.25
Sayre—Boston, No. 30, \$3.00; Chicago, No. 40, \$3.25.		Flooring—Plumb, \$3.25; White, \$4.00.		2½x2.....	.30
Broad—1 Plumb, \$2.25; 2, \$2.50; 3, \$2.85; 4, \$3.25; 5, \$3.75.		Bench—(single or double bevel)—8 White, \$3.00; 7, \$3.25; 6, \$3.25; 5, \$3.50; 4, \$4.00.		2½x2½.....	.30
Claw—1 Plumb, \$2.00; 2 Plumb, \$2.15; 3 Plumb, \$2.00.		Shingling—1 Plumb or equal, \$1.85; 2, \$2.00; 3, \$2.50.		289 S F 2, S D 2, S A 4.....	.30
Half—1 Plumb or equal, \$2.00; 2, \$2.10.		Barrel or Fruit Box—Sayre 400, \$2.75; Sayre 401, \$2.50.		and H—2x2.....	.30
				2½x2.....	.35
				2½x2½.....	.35
				289 N—2x2.....	.35
				2½x2.....	.35
				2½x2½.....	.35
				295 D 2 and F—2.....	.25
				2½.....	.25
				295 N—2.....	.30
				2½.....	.35
				284 D 2 and F—2-inch.....	.20
				2½-inch.....	.25
				Bright Steel—No. 804—2x2, 15c; 2½x2½, 20c; 3x2½, 25c; 3x3, 25c; 3½x3½, 30c; 4x4, 45c. 808—2x2, 15c; 2½x2½, 15c; 3x3, 20c; 3½x3½, 30c; 4x4, 40c. 823—2½x2½, 25c; 3x3, 30c; 3½x3½, 30c; 4x4, 35c. 838—1, 10c; 1½, 10c; 1½, 10c; 2, 10c; 2½, 15c; 3, 15c; 3½, 25c; 4, 85c. 840—1, 10c; 1½, 10c; 1½, 10c; 2, 15c; 2½, 15c; 3, 20c.	
				Galvanized—Brass Pins—1819—2x3, 40c; 2½x2½, 45c; 3x3, 55c; 3½x3½, 75c. 1834—2x2, 40c. 2½x2½, 50c; 3x3, 65c; 3½x3½, 75c; 4x4, 95c.	

RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

Finished—		3½x3½	.40
241 D2, F, F 2 and B—		4x4	.45
2x2	.35	738—2x2	.35
2½x2½	.40	2½x2½	.40
3x3	.40	8x8	.40
3½x3½	.40	8½x8½	.40
4x4	.55	4x4	.50
4½x4½	.80	4½x4½	.75
5x5	1.40	5x5	1.30
6x6	2.35	6x6	2.25
241 S D 2, S F & S A 4—		740 J 1—2	.25
2x2	.45	2½	.30
2½x2½	.45	8	.35
3x3	.50	747—2½x2½	.30
3½x3½	.50	8x8	.35
4x4	.65	747 J 1—2½x2½	.35
4½x4½	.90	8x8	.40
5x5	1.55	749 J 1—2x2	.35
6x6	2.65	2½x2	.35
241 H—2x2	.45	2½x2½	.35
2½x2½	.50	Half Surface—	
3x3	.50	160 D 2, F—2-inch	.40
3½x3½	.50	2½-inch	.45
4x4	.70	8-inch	.50
4½x4½	.95	8½-inch	.55
5x5	1.60	4-inch	.75
6x6	2.75	4½-inch	1.05
241 N—2x2	.50	160 S F 2—2-inch	.45
2½x2½	.50	2½-inch	.50
3x3	.50	8-inch	.55
3½x3½	.55	8½-inch	.65
4x4	.70	4-inch	.80
4½x4½	1.00	4½-inch	1.10
5x5	1.65	160 H—2-inch	.50
Parliament—		2½-inch	.55
260 D 2 and F—3-inch	.45	8-inch	.60
3½-inch	.55	8½-inch	.70
4-inch	.60	4-inch	.85
4½-inch	.70	160 N—2-inch	.50
5-inch	.75	3½-inch	.55
260 S D 2, S F 2—		3-inch	.60
3-inch	.50	3½-inch	.70
3½-inch	.60	4-inch	.85
4-inch	.65	4½-inch	1.15
4½-inch	.70	165 D 2 and F—2-inch	.50
5-inch	.75	2½-inch	.50
260 H & S A 4—3	.50	8-inch	.55
4	.60	8½-inch	.60
4½	.65	4-inch	.80
5	.70	4½-inch	1.05
260 N3	.50	165 S F 2—2-inch	.50
3½	.60	2½-inch	.55
4	.65	8-inch	.60
4½	.70	8½-inch	.70
5	.80	4-inch	.90
828—8½	.35	4½-inch	1.15
4	.40	165 N—2-inch	.55
4½	.45	2½-inch	.60
5	.50	8-inch	.65
6	.55	8½-inch	.75
Japanned—		4-inch	.90
731—2x2	.25	4½-inch	1.25
½x2½	.30	Soas Invisible—	
3x3	.30	100	.45
3½x3½	.30	101	.75
4x4	.40	103	.60
4½x4½	.55	104	1.35
5x5	.75	108	2.10
731½—2½x2½	.35	112	3.25
3x3	.40	116	4.50
Spring, Chicago Triplex and Bommer—Single Acting—			
Pair—Size 3" 4" 5" 6" 7" 8" 10"			
Japanned	1.85	2.25	2.60
Ant. Cop., Dull Br.	2.50	3.00	3.55
Ant. Br., Sd., Nic.	3.35	4.00	4.75
Double Acting—			
Japanned	8.15	8.65	4.85
Ant. Cop., Dull Br.	4.15	5.00	5.90
Ant. Br., Sd., Nic.	5.50	6.65	8.00
New List Price of Chicago Triplex and Bommer Spring			
Hinges—			
Single Acting—3" 4" 5" 6" 7" 8" 10"			
Japanned	3.10	3.70	4.30
Ant. Cop., Dull Br.	4.10	5.00	5.90
Ant. Br., Sd., Nic.	5.50	6.60	7.90
Double Acting—			
Japanned	5.20	6.10	7.20
Ant. Cop., Dull Br.	6.90	8.30	9.80
Ant. Br., Sd., Nic.	9.20	11.00	13.20
Spring, Chicago—			
No. 1½, Double Acting—			
% to 1	2.35	1½ to 1½	2.00
1½ to 1½	3.90	1½ to 1½	2.35
1½ to 1½	4.65	1½ to 2	3.35
1½ to 2	6.75	2½ to 2½	6.10
2½ to 2½	13.50		
Wrought Brass, With Brass Screws—			
% 1 1½ 1½ 2 2½			
Narrow	.10	.10	.15
Middle	.10	.10	.15
Broad	.10	.10	.15
Desk	.15	.15	.20

HOLLOW WARE—STEEL—Balled Griddles, Cooking surface					
12 inches, \$1.90 each; 13 inches, \$2.35; 14 inches, \$2.50.					
Handled Griddles—Cooking surface 9 inches, \$1.80; 10 inches \$1.50; 11 inches, \$1.65.					
Spiders—Diameter, bottom, 8 inches, \$1.10; 9 inches, \$1.20; 10 inches, \$1.50; 11 inches, \$1.75; 12 inches, \$2.00.					
HOLLOW WARE, CAST—Dutch Ovens—No. 8, \$3.75 each; 9, \$4.25; 10, \$5.50; 11, \$6.75; 8, \$2.85; 2, \$2.75; 1, \$3.85; 0, \$4.85; 00, \$6.85.					
Gem Pans—No. 1, \$1.10 each; 3, \$1.10; 6, \$1.10; 10, \$1.35; 11, \$1.10.					
Griddles—No. 7, \$1.05 each; 8, \$1.15; 9, \$1.45; 10, \$1.80; 12, \$2.15; 14, \$2.65; 16, \$3.15.					
Kettles, Stove—No. 7, Round, \$2.85 each; 8, \$3.15; 9, \$4.25; 7, Flat, \$2.85; 8, \$3.15; 9, \$4.25.					
Skillets or Spiders—No. 4, \$1.00 each; 5, \$1.05; 6, \$1.15; 7, \$1.20; 8, \$1.25; 9, \$1.65; 10, \$2.00; 11, \$2.45; 12, \$3.00.					
Scotch Bowls—No. 2, \$1.85 each; 3, \$2.25; 4, \$2.55.					
Waffle Irons—No. 7, \$2.00 each; 8, \$2.50; 9, \$2.75; 7-D, \$2.50; 8-D, \$2.75; 11, \$3.00; 12, \$5.00.					
HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 20c each; 0, 25c; 1, 30c; 2, 35c; 3, 35c; 4, 40c; 5, 50c; 6, 60c; 7, 75c.					
Griddles—No. 8, \$1.00 each; 9, \$1.35; 10, \$1.40; 12, \$1.80; 14, \$2.00; 16, \$2.35.					
Skillets or Spiders—No. 7, \$1.30 each; 8, \$1.35; 9, \$1.45; 10, \$2.00; 12, \$2.35; 07, 35c; 08, 40c; 09, 55c; 1010, 65c; 012, 75c.					
HOOKS AND EYES—(Price per dozen)—					
		Screw Hooks		Screw Eyes	
		Steel	Brass	Steel	Brass
0		.60	...	.45	...
1		.50	...	.40	...
2		.45	...	.35	...
3		.40	...	.30	...
4 or 104		.30	...	.25	...
5 or 105		.25	...	.20	.75
6 or 106		.15	.75	.15	.60
7 or 107		.15	.60	.15	.45
8 or 108		.15	.45	.10	.40
9 or 109		.10	.85	.10	.35
10 or 110		.10	.80	.10	.30
11 or 111		.10	.25	.10	.25
12 or 112		.10	.20	.05	.20
13 or 113		.10	.15	.05	.15
14 or 114		.10	.10	.05	.10
Gate Hooks and Eyes—					
Size	1½	2	2½	3	3½
No. 40, steel...	.20	.25	.30	.40	.45
No. 1040, brass...	.60	.75	.90	1.10	1.50
Gross lots, 35% off list.					
Ceiling—	Ea.		Wire, tinned	.....	.30
2½-inch cast iron...	.60		Wire, nickel plated...		.40
2½-inch cast iron...	1.35		Clothes Line—	Ea.	
2½-inch, other finishes	1.50		Malleable iron, Jap...		.10
Oast, coppered	.65		Malleable iron, Galv...		.15
Wire, coppered	.35		Grass—	Each	
Wire, Japanned	.40		14-in., 16-in., 18-in...		.50
Wire, tinned	.40		Bronzed		.65
Wire, nickel plated...	.55		12-in., enameled, green		.60
Wire, brass plated...	.55		12-in., enameled, black		.65
			Finest quality steel...		.90
			Forged tool steel...		.60
Oast and Hat—			Hammock—		
Double, cast, heavy...	.70		To screw		.15
Single, cast	.45		With plate		.15
Medium, cast	.35		Hay Fork—		
Heavy, cast	.90		¾-inch pl. wr'ght steel		.30
Cast, nickel plated...	.85		¾-inch pl. wr'ght steel		.45
Mast, copper finish...	.95		¾-inch galvanized		.15
Cast, brass finish	1.10		¾-inch galvanized		.15
Cast, bronze, all fin...	4.25		7-16-inch galvanized...		.20
Porcelain, solid	.15		¾-inch galvanized		.25
Wire, Japanned	.30				
HOSE FIXTURES—Hose Washers—¾-inch, doz., 5c; bulk, 45c lb.					
Hose Couplings—Cast Brass, Common—¾-inch, 25c each; ¾-inch, 25c; 1-inch, 40c. Heavy Brass, Clincher, ¾-inch, 40c; ¾-inch, 40c.					
Brass Hose Clamps—¾-inch, 5c each; ¾-inch, 5c; 1 inch, 15c; 1½-inch, 20c; 1½-inch, 30c; 2-inch, 35c.					
Galvanized Steel Hose Clamps—¾-inch, 5c each; ¾-inch, 5c; 1-inch, 10c; 1½-inch, 20c; 1½-inch, 30c; 2-inch, 35c.					
Hose Menders—Clincher, ¾-inch, 20c each; ¾-inch, 20c.					
Sherman Seamless Brass, ¾-inch, 10c; ¾-inch, 10c. Wood, ¾-inch, 25c; ¾-inch, 30c. Caldwell Hose Straps, ¾-inch, 2½c; ¾-inch, 8c. Caldwell Hose Strap Pliers, No. 1 for ¾ or ¾-inch Hose Bands, 40c each.					
Hose Nozzles—Boston, ¾-inch, 95c each. Magic, ¾-inch, 15c; ¾-inch, 17c; 4-ply, black, ¾-inch, 15½c, ¾-inch.					
HOSE GARDEN—Coupled in 50-ft. lengths—Cotton, ¾-inch, 15½c; ¾-inch, 19½c; 4-ply, black, ¾-inch, 16½c; ¾-inch, 20c; 5-ply, black, ¾-inch, 17c; ¾-inch, 21c; 5-ply, red, ¾-inch, 20c; ¾-inch, 22c.					
Reels, not coupled, per ft.—Electric, corrugated, ¾-inch, 21c; ¾-inch, 24c; 1-inch, 35c; Electric smooth, ¾-inch, 20c; ¾-inch, 23c; 1-inch, 30c; Second Grade, ¾-inch, 19c, ¾-inch, 22c; Third Grade, ¾-inch, 16c; ¾-inch, 19c; Fourth Grade, ¾-inch, 15c; ¾-inch, 18c.					

RETAIL SELLING PRICES—Continued.

IRONING BOARDS—(See Boards, Ironing).

IRON SHEETS—Galvanized—		Out Sheets	Full Sheets
14 to 16	.....	.11	.10
18 to 22	.....	.12	.11
Black Sheets—			
10 to 16	.....	.11	.09 1/2
18 to 24	.....	.11	.09 1/2
30	.....	.12	.10
Corrugated Sheets, Galvanized—			
26 Ga.	.....	8.75	
28 Ga.	.....	8.00	
Rockface Siding	.....	8.75	
Brickface Siding 28 Ga.	.....	8.25	

IRONS—			
Plane, Stanley or Bailey—	2 1/2-inch, Single.....	1.05	
1 1/2-inch, Block	.....	.75	1 1/2-inch, Double..... 1.10
1 1/2-inch, Single	.....	.75	2-inch Double..... 1.20
2-inch, Single.....	.80	2 1/2-inch, Double..... 1.25	
2 1/2-inch, Single.....	.85	2 1/2-inch, Double..... 1.55	
2 1/2-inch, Single.....	1.00	2 1/2-inch, Double..... 1.65	

IRONS—Sad. Common, 18c lb.
 Mrs. Potts—No. 50, \$2.50 per set.
 70, \$4.25; G. Pressing, 20c lb.; T Tailors' Goose, 20c lb.; N Gasoline, \$5.25 each. Handles, 35c; Asbestos No 60, \$3.00 set.

KNIVES—Hay—
 Lightning, \$2.25; Iwan Sickle, \$3.25; Iwan Serrated, \$3.25; Heath's Upright, \$2.75.

KNOBS—Maple base, each, 5c; doz., 35c.

LADDERS—Extension, No. 1, \$1.00 foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—QO329, Eastern and Central States, \$9.00; Rocky Mt. and Pac. Coast States, \$9.50.

LAMPS, ELECTRIC—Hygrade, Save, B First, Whitelite, Marvel, Brit-Lite and other makes.

Type B Lamps—		Clear	Frosted
10 to 50 watts.....		.40	.45
60 watts.....		.45	.50
100 watts.....		1.00	1.10
Type O Lamps—		Clear	Frosted
50 watts.....		.65	.70
75 watts.....		.70	.75
100 watts.....		1.00	1.10
150 watts.....		1.40	1.50
200 watts.....		1.90	2.00

LANTERNS—Coleman Quick-Lite, Gasoline, LQ327—East and Central States, \$7.50; Rocky Mt. and Pac. Coast States, \$8.00.

Note—General rise in lantern prices will be itemized next month. Ask your jobber.

LANTERNS—Diets Tubular—

HOT BLAST	
Little Star Tin Lanterns.....	1.50
Hi-Lo Tin Lanterns.....	2.00
Victor Tin Lanterns.....	1.85
Monarch Tin Lanterns.....	1.85
O. K. Tin Lanterns.....	1.50
No. 2 Royal Tin Lants.....	1.75

COLD BLAST	
Junior Tin Lanterns.....	1.50
Junior Brass Lanterns.....	2.50
Junior Brass Nickel-plated Lanterns.....	2.50
No. 2 Crescent Tin Lanterns.....	2.10
No. 2 Blizzard Tin Lanterns.....	2.10
No. 2 Large Fount Blizzard Lanterns.....	2.00
Little Wizard Tin Lanterns.....	1.45
D-Lite Tin Lanterns.....	1.65
No. 2 Large Fount Wizard Lanterns.....	2.10

DASH AND WAGON	
Buckeye Dash Lant'ns.....	2.25
Junior Wagon Lant'n.....	2.35
Roadster Wagon Lant'ns.....	2.85
DRIVING	
Eureka Driving, plain lens.....	2.50
Same with optical lens.....	2.65
Octo Driving, pl'n lens.....	4.50
Same, optical lens.....	5.10
Union Driving, plain lens.....	5.10
Same with optical lens.....	5.50

MILL	
Watchman's Mill Lanterns, enamel fin.....	2.50
LEAD—Bar, 18c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 16c lb.; Sheet (full), 26c lb.; Wool, 85c lb.	
LEVELS—No. 36, 12-inch, \$3.35; 18-inch, \$4.00; 24-inch, \$4.75. No. 37, 12-inch, \$4.50; 18-inch, \$5.25; 24-inch, \$6.25.	

Underwriter's Mill Lanterns.....		2.75
No. 2 Blizzard Mill Lanterns.....		8.75
FIRE DEPT.		
King Fire Dept. Tin, enamel finish.....	5.10	
Same, Nickel-plated on Tin.....	5.65	
Same, all Brass.....		
Same, Nickel-plated on Brass.....	6.50	
WALL		
No. 15 Wall Lanterns.....	8.00	
No. 25 Wall Lanterns.....	8.15	
No. 80 Beacon Wall Lanterns.....	8.15	
No. 60 Beacon Wall Lanterns.....	9.00	

STREET AND HANGING	
Pioneer Street Lanterns, Tin.....	7.50
Same, Brass Founts.....	9.50
Same, all Brass.....	12.50
Pioneer Hanging Lanterns, Tin.....	8.10
Same, Brass Founts.....	11.00

Watchman's Mill Lan-	No. 12 Display Stand and
terns, enamel fin. 2.50	Assortment 25.00
LEAD—Bar. 18c lb.; Calking (100 lbs.), 17c lb.; Pig (100	

UNCLASSIFIED	
Police Flash Lanterns.....	2.00
Traffic Signal Lanterns.....	4.35
No. 12 Display Stand and Assortment.....	25.00

LOOKS—Rim—Steel, 75c set; Cast, 60c set.

LUBRICANTS—Galena Superior Greases—

	1-lb.	2-lb.	3-lb.	5-lb.	7-lb.	10-lb.	25-lb.
Axle Grease.....	12 1/2	...	.35	.50	.70	1.10	2.20
Superior Cup.....	20	...	.40	.55	.85	1.60	...
No. 2 Transmis'n.....	...	...	...	1.10	...	1.95	...
No. 42 Transmis'n.....	...	...	...	1.15	...	2.10	...
Black Transmission.....	...	...	...	.90	...	1.55	...
Black Fibre Trans.....	...	...	...	1.10	...	2.00	...
Plow Grease.....	10	...	.80	.45	...	...	...

Galena Superior Oils—

	1/2-gal.	1-gal.	5-gal.	15-gal.	30-gal.	55-gal.
Light Motor Oil.....	.70	1.20	4.65	.92	.81	.77
Medium Motor Oil.....	.70	1.20	4.80	.95	.84	.80
Heavy Motor Oil.....	.70	1.20	4.90	.96	.85	.81
Tractor No. 1.....	1.80	5.15	1.02	.91	.87	
Tractor No. 2.....	1.80	5.30	1.08	.98	.89	
600 Transmission.....	.95	3.50	.69	.58	.54	
600 Steam Cyl.....	1.15	4.50	.89	.78	.74	
Castor Machine.....	.60	1.00	3.85	.76	.65	.61
Farm Mach. No. 2.....	.55	.90	3.85	.66	.55	.51
Separator.....	.55	.90	3.80	.64	.54	.50

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, \$7.75; No. 40, 46-inch, with end, \$4.25; No. 6, 66-inch, open, \$4.65; No. 50, 65-inch, with end, \$5.00.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, \$1.85; 16x27, \$1.75; 18x30, \$3.00; 20x33, \$3.50; 22x36, \$4.00. Cocoa Fibre, Medium—16x27, \$2.50; 18x30, \$2.75; 20x33, \$3.50.

Steel—15 1/2 x 23 1/2, \$2.25 each; 17 1/2 x 30, \$3.00; 21 1/2 x 36, \$4.25.

Steel Matting in Rolls—Per sq. ft., \$1.00.

MATTOCKS—

Short Cutter, Standard, 5 1/2 lbs.....	Each	1.25
Long Cutter, Standard, 6 lbs.....		1.25
Pick, Standard, 6 lb.....		1.25

MAULS—Post—10-lb., \$1.50 each; 18-lb., \$2.00; 16-lb., \$2.50; 18-lb., \$2.75; 20-lb., \$3.15.

Ship or Top, 25c lb.

Wood Choppers—Adze or Round Eye, 24c lb.

MILLS—Older—

	Junior	Senior
.....	48.00	72.00
Medium.....	52.00	Force Feed..... 32.50

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c. O-Cedar, Handled—No. 4, small triangle, \$1.00 each; No. 3, large triangle, \$1.50; No. 10B, polish, \$1.50.

Self-Wringing—No. 10, \$1.00 each.

Round—No. 1, \$1.75; No. 2, \$1.25.

MOP STICKS—No. 2, 25c each; No. 7, 55c each; No. 13, 35c each; No. 70, \$1.10; Janitor's, 75c each.

NAILS—Standard—All sizes, base, \$4.90. 6d and larger, 8c lb.; 5d and smaller, 9c; 2d Fine Blue (Lath), 10c. 25 lb. lots, add to selling base \$1.25 per keg. 50 lb. lots, 75c.

Cement Coated—All sizes, base, \$4.10. 6d and larger, 10c lb.; 5d and smaller, 12c.

Felt Roofing—1/4 inch Plain, 15c lb.; 1/2 inch Galvanized, 18c.

Brads and Nails in Packages—All sizes, 40 per cent. Advances on Standard Wire Nails, in Kegs—

	Common	Box	Casing	Finish.	O.C.Box
2d.....	1.45	1.65	1.70	2.00	1.65
3d.....	1.15	1.30	1.35	1.55	1.30
4d.....	.80	*1.05	1.10	1.25	*1.05
5d.....	.75	1.00	1.05	1.20	1.00
6d.....	.60	.70	.75	1.00	.70
7d.....	.55	.65	.70	.70	.65
8d.....	.30	.45	.50	.60	.45
9d.....	.30	.45	.50	.60	.45
10d.....	.20	.30	.35	.45	.30
12d.....	.15	.25	.30	.40	.25
16d.....	.10	.15	.20	.25	.15
20 to 60d Base.....	.05	.10	.15	...	...

Barbed Nails advance 25c over Smooth Nails.

***Orange Box, \$1.60.**

2d Fine—Plain, \$1.95; Extra, \$1.95.

3d Fine—Plain, \$1.85; Extra, \$1.55.

Blued Lath Nails advance 25c over Fine Nails.

NAILS, SHOE—Corrugated—Brass Plated—No. 1/4-lb., 10c each; 1/2-lb., 15c.

Wrought Brass—2-oz., 15c each; 4-oz., 25c.

Hob—1/4, 80c lb.; larger, 30c.

Hungarian—Round or Cone Head—1/4-lb., 10c each; 1/2 lb., 15c.

RETAIL SELLING PRICES—Continued.

NETTING, POULTRY—Hexagon, Galvanized after weaving—

2-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	2.14	3.08	3.92	4.68
Sell Full Roll	1.95	2.80	3.55	4.25
Sell Cut (lineal foot) ..	.01½	.02½	.03	.03½
Width, inches—	36	48	60	72
List Roll	5.85	7.18	8.91	10.69
Sell Full Roll	4.75	6.40	8.00	9.65
Sell Cut (lineal foot) ..	.04	.05½	.06½	.08
1½-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	3.15	4.53	5.78	6.90
Sell Full Roll	2.85	4.10	5.25	6.25
Sell Cut (lineal foot) ..	.02½	.03½	.04½	.05½
Width, inches—	36	48	60	72
List Roll	7.88	10.50	13.13	15.75
Sell Full Roll	7.10	9.45	11.75	14.10
Sell Cut (lineal foot) ..	.06	.07½	.10½	.12
1-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	4.95	7.12	9.08	10.83
Sell Full Roll	4.45	6.40	8.20	9.85
Sell Cut (lineal foot) ..	.04	.05½	.07½	.08
Width, inches—	36	48	60	72
List Roll	12.38	16.50	20.63	24.75
Sell Full Roll	11.15	15.00	18.60	22.25
Sell Cut (lineal foot) ..	.09½	.12½	.15½	.18½
¾-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	8.55	12.30	15.68	18.71
Sell Full Roll	7.75	11.10	14.10	16.85
Sell Cut (lineal foot) ..	.07½	.09½	.12½	.14½
Width, inches—	36	48	60	72
List Roll	21.38	28.50	35.63	42.75
Sell Full Roll	19.25	25.65	32.00	38.50
Sell Cut (lineal foot) ..	.15½	.22½	.27	.32

NIPPERS, CUTTING—

Bernard's—	14-inch	3.75
5-inch	Utica—	
6-inch	5-inch	1.10
7-inch	6-inch	1.20
Nettleton's—	7-inch	1.40
6-inch	8-inch	1.85
8-inch	10-inch	1.40
10-inch	12-inch	1.45
12-inch		

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 8 for 5c; ¾, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ¾, each 5c; ¾, 2 for 15c; ¾, each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent. Hot Pressed U. S. S. Square, Tapped—Size ¼, 8 for 5c; 5-16, 8 for 5c; ¾, 5 for 5c; 7-16, 8 for 5c; ½, 8 for 5c; ¾, 2 for 5c; ¾, each 5c; ¾, each 10c; 1-inch, 2 for 25c. In quantity sell at cost, plus 50 per cent. Wing, Tapped, U. S. S.—8-16, 25c doz.; ¾, 80c; 5-16, 85c; ¾, 50c; 7-16, 60c; ¾, 85c; ¾, \$1.75.

OAKUM—Plumbers', 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—8-in-1, 1-oz. bottle, 20c each; 8-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c.

Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c.

Winchester Utility—1-oz. bottle, 15c; 3½-oz. can, 25c.

Many-use—3-oz. can, 25c.

OVENS PORTABLE—Boss—

No.	Each.	No.	Each.
Androck, complete....	1.10	2	3.75
Kerogas—		11	2.75
357	6.50	13	3.50
657	7.25	111	3.50
Perfection—		113	3.75
121 G	5.50	120	6.25
122 G	6.10	213	3.50
Pinney & Boyle—		220	7.00
1	3.25	313	4.25

PAOKING—Sheet Rubber—Standard I. C., 40c lb.; Indian Red, 60c.

Italian Hemp—A, 1-inch, 45c lb.

Square Flax, braided, 60c.

Piston Spiral—Steam, high pressure, \$1.50; steam or water, low pressure, \$1.

Asbestos Cement—7½c lb.

Wicking, Asbestos—4-oz. ball, 80c.

Cotton Candle—2-oz. ball, 10c.

PADLOCKS—Corbin—No. 958, 35c each; 2802½, 30c; 2822½, 40c; 2869, 75c; 2879, \$2.00; 2880, \$2.25; 2881, \$2.50; 2883, \$3.75.

Miller—No. 1, \$1.35 each; 016, 25c; 18, 30c; 18D, 40c; 19, 30c; 21, 35c; 75, 40c; 76, 85c; 78, \$1.00; 96, 5c; 960, 75c; 121, 45c; 5441, 85c.

Yale—No. 223, 85c each; 225, \$1.00; 453J, 80c; 453X, 30c; 563, \$1.75; 565, \$2.10; 585, \$1.50; 635, \$1.50; 645J, 65c; 803, \$2.25; 805, \$2.25; 805½, \$2.50; 813, \$2.25; 815, \$2.35; 823, \$2.40; 833, \$3.00; 843, \$3.25; 853, \$3.50; 8454, \$2.75.

Slaymaker—No. 160, \$1.75 each; 178, 45c; 179, 15c; 189, 75c; 1092, 90c; 1093, \$1.10; 1098, \$1.10; 1902, 55c; 1908, 60c; 1904, 75c; 3901, 75c; 3902, 60c; 3903, 45c; 4026, 20c; 4078, 75c; 6180, 25c; 9902, 70c; 9902 N. O., 65c; 41090, 70c.

PAINT SUNDRIES—

Alcohol—(Denatured)—
1 gallon 1.45 || 5 gallons | 1.15 |

Alum—
Pw., less than 100
lbs., lb.17 |

Benzine—
New cans, casd., gal. .60
Old cans, uncasd., gal. .40

Coal Tar—
5-gal. Gal. .40
1-gal. Gal. .55

Creosote—
Gal.85

Distillate—
Light, gal.40

Glue—
No. 2 Gelatine.... .50
Chicago White50

Kalsomine, White—
Bbls., 280 lbs.... .08
Kegs, 100 lbs.... .08½
4 25-lb. pkgs., bulk .09
25 lbs., bulk.... .09
Less 25 lbs.... .09½
100 lbs., 5-lb. pkgs. .09
Less 100 lbs. pkgs. .09½

Lamp Black—Bear Brand—
1-8, lb. pkg.... .45
½-880 || ¼-8 | .20 |

Linseed Oil, Boiled—
5's Gal. 1.14 || 1's | Gal. 1.45 |
½'s	Gal. .85
¼'s	Qt. 50
.....	Pt. 30

Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—
Floor Gal. .75 || Gloss | 1.50 |
Lard, No. 1	1.80
Lin-O-Oil90
Neatsfoot No. 1	2.40
Neutral60
Paraffine85

Paint, Dry Colors—
Umber12 || Chrome Green, Med. Graphite | .07 |
Metallic08
Sienna11
Venetian Red08
Yellow Ochre07

PANS—Acme Frying—

No. 00, each20 || No. 0, each | .35 |
No. 1, each40
No. 2, each45
No. 3, each50

PAPER, BUILDING—

Roofing	Light.	Medium.	Heavy.
Plymouth, Smooth	2.00	3.60	4.00
Pioneer, Sanded	2.50	5.00	3.50
Asbestos	4.25	4.75	5.25
H & H	2.50	3.50	4.00
Pioneer, Flaxine	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Pioneer, Slate	3.75	3.75	3.75
Certain-teed	2.50	3.25	3.75
Major	2.25	2.75	3.25
Guard	1.75	2.25	2.75

Pioneer Sheathing, Gray—Per roll, 20-lb., \$1.25; 25-lb., \$1.50; 30-lb., \$1.75.

Shingles, Slate, Red or Green—Individual (424 per square), \$10.25 square. Strip or Slab (104 per square), \$9.25.

Tin Caps—1¼-inch, 30c per lb.

Felt—Asphalt Saturated, \$2.75 per roll. Deadening, 6½c per lb. Insulating, Saturated, \$1.75 per roll; Saturated and Coated, \$2.75.

Painters' Petroleum—
1-Gal. Gal. .40

Paints, Ready Mixed—1st grade, white —
Gals. Gal. 4.40
½ gals. ½-Gal. 2.80
Quarts Qt. 1.25
Pints Pt. .70
½-pints ½-Pt. .40

1st Grade, Colors—
Gals. Gal. 4.25
½ gals. ½-Gal. 2.25
Quarts Qt. 1.20
Pints Pt. .65
½-pints ½-Pt. .35

2d Grade, White or Colors—
Gals. Gal. 2.90
½ gals. ½-Gal. 1.60
Quarts Qt. .95

Inside Floor—
Gals. Gal. 2.90
½ gals. ½-Gal. 1.60
Quarts Qt. .95

Porch—
Gals. Gal. 4.25
½ gals. ½-Gal. 2.25
Quarts Qt. 1.20

Plaster Paris—
Less sack, lb.03

Putty, Bladder—
Less than 100 lbs.07½
Putty, Bulk—
1-lb. cans15 |

 2-lb. cans | .12½ || 3-lb. Cans | .09½ |
5-lb. cans09
10-lb. cans08½
25-lb. cans08
55 lb. cans06½

Rosin—
Lb.14 |

Tints, Kalsomine—
Barrels, 280 lbs.... .09
Kegs, 100 lbs.... .09½
100-lb. bulk.... .10
25-lb. bulk.... .10
Less 25 lbs.... .10½
100 lbs., 5-lb. pkgs. .09½
Less 100 lbs., 5-lb. pkgs. .10

Turpentine—
5's Gal. 1.10 || 1's | Gal. 1.25 |
½'s	½-Gal. .75
¼'s	Qt. .45
.....	Pt. .25

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.

No. 4, each55 || No. 5, each | .60 |
| No. 6, each | .80 |
| No. 7, each | .90 |

RETAIL SELLING PRICES—Continued.

SAND AND EMERY—Per quire of sheets—

	0	1	1 1/2	2	2 1/2	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75
B. & A.	.45	.50	.55	.60	.75	.85
Aztec	.40	.45	.50	.60	.70	.75
Aloxite	.80	.85	.90	1.00	1.10	1.20

PEAVIES—

	Socket.	Maple Hickory.	Socket.	Maple Hickory.
2 3/4 x 4	4.85	5.25	2 3/4 x 4 1/2	5.25
2 3/4 x 4 1/2	4.50	5.50	5	5.85
2 3/4 x 4 3/4	4.65	5.75	3 x 5	6.00
2 3/4 x 5	4.85	5.85		6.75

PERCOLATORS, COFFEE—Universal—

46	4.50	74	5.50
48	5.00	76	6.00
52	4.25	79	6.75
54	4.50	714	7.50
56	5.00	464	5.75
58	5.75	466	6.25
64	5.00	469	7.00
66	5.50	474	6.25
69	6.25	476	6.75
614	7.00	479	7.50

Percolator Tops, 10c each.

PICKS—Railroad, 5-lb., \$1.10 each; 6-lb., \$1.15; 7-lb., \$1.25; 8-lb., \$1.50; 9-lb., \$1.65.

Drifting—No. 1, 95c each; 2, \$1.10; 3, \$1.15; 4, \$1.25;

PINS—Clothes—C—Common, 10c doz.; US—Spring, 20c; H—Hoyt's Spring, 15c.

PINCERS—Carpenters'—6-in., 75c; 8-in., \$1.00; 10-in., \$1.25.

PIPE—(See Plumbing Prices, Page 169).

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c. 4-inch, Japan, 40c; 5-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c. Half Joints—5-inch, 30c joint; 6-inch, 20c. Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c;

7, 45c. No. 3 Adj., 4 Pc., 35c; 4, 40c; 5, 40c; 6, 45c. 3-

inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c.

No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Flue Stops, Nos. 1 and 2, 20c each; 3, 20c each; 30, 20c.

3, 3 1/2 (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c.

Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50,

60 (Ridge), 75c each.

PISTOLS—Automatic—Colts' .25 Cal., \$20.50 each; 25 Cal. nickel, \$25.00; .32 Cal., \$25.00; .38 Cal., pocket, \$45.00; .45 Cal., military, \$42.00.

Smith & Wesson—.35 Cal., \$31.50; Savage, .32 Cal.,

\$24.00; 380, \$25.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., \$1.25; 25-lb., \$2.50; 50-lb., \$4.50; 1/2-bbl., \$9.00; bbl., \$13.50.

PLANES—Stanley—No. 1, \$2.95 each; 2, \$3.85; 3, \$4.10; 3C, \$4.25; 4, \$4.35; 40, \$4.60; 4 1/2, \$5.00; 4 1/2 C, \$5.35; 5, \$5.00; 50, \$5.25; 5 1/2, \$5.35; 5 1/2 C, \$6.00; 6, \$6.60; 6C, \$6.90; 7, \$7.50; 7C, \$7.65; 8, \$8.35; 8C, \$9.25; 9, \$9.15; 9 1/2, \$2.25; 9 1/2 C, \$2.75; 10, \$6.65; 10 1/2, \$5.40; 12, \$5.00; 12 1/2, \$6.60; 15, \$2.10; 15 1/2, \$2.85; 16, \$2.50; 17, \$2.85; 18, \$2.85; 19, \$2.85; 20, \$2.25; 24, \$3.10; 25, \$2.85; 26, \$3.20; 27 1/2, \$3.75; 28, \$4.15; 29, \$4.65; 31, \$4.50; 32, \$5.00; 35, \$3.75; 36, \$4.50; 37, \$5.00; 40, \$2.20; 40 1/2, \$3.00; 45, \$14.00; 46, \$9.80; 47, \$6.55; 48, \$5.25; 49, \$5.25; 50, \$7.00; 55, \$25.50; 60, \$2.60; 60 1/2, \$2.35; 61, \$2.25; 62, \$5.65; 65, \$3.15; 65 1/2, \$2.60; 71, \$3.95; 71 1/2, \$3.20; 72, \$4.85; 74, \$10.25; 75, \$7.5c; 78, \$3.25; 85, \$4.60; 90, \$3.95; 92, \$4.00; 93, \$4.85; 94, \$5.65; 95, \$2.00; 97, \$3.95; 98, \$2.00; 99, \$2.00; 100, 60c; 101, 50c; 102, 95c; 103, \$1.25; 110, \$1.30; 112, \$4.50; 113, \$7.45; 120, \$1.75; 130, \$1.80; 131, \$2.75; 140, \$3.00; 146, \$4.00; 147, \$4.25; 148, \$4.65; 171, \$5.95; 190, \$2.90; 191, \$2.50; 192, \$2.65; 203, \$1.50; 212, \$3.10; 220, \$1.70; 278, \$3.25; 289, \$4.00; 444, \$11.00; 602, \$4.30; 603, \$4.90; 604, \$5.30; 604C, \$5.55; 604 1/2, \$6.15; 605, \$6.15; 605C, \$6.45; 605 1/2, \$6.75; 606, \$7.85; 606C, \$8.25; 607, \$9.90; 607C, \$9.45; 608, \$10.70; 608C, \$11.20.

No. 39—1/4, \$2.90; 3/8, \$3.20; 1/2, \$3.40; 5/8, \$3.55; 3/4,

\$3.70; 13-16, \$3.85; 3/8, \$3.85; 1, \$3.95.

Stanley Block Plane Irons—100 and 101, 15c; 102 and

103, 20c; 110 and 130, 30c; 120 and 220, 40c; 140, 50c;

9 1/2 and 9 1/4, 40c; 15, 16, 17, 18, 19, 40c; 60 and 65, 40c.

3 1/2-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, \$2.00.

inch, 15c; 3 1/2-inch, 20c. No. 361, 40c. No. 362, 65c. No.

371, \$1.00.

PLATES, GAS, HOT—No. 501, \$3.50 each; 502, \$5.75; 503, \$8.50; 702, \$7.75; 703, \$11.50; 722, \$8.50; 723, \$12.50; 1001, \$2.50; 1002, \$4.25.

PLIERS—Klein's No. 201—6-inch, \$3.50 each; 7-inch, \$4.00; 8-inch, \$4.25; 9-inch, \$5.25. Bernard's No. 102—4 1/2-inch, \$1.50; 5 1/2-inch, \$1.85; 6 1/2-inch, \$2.25; 8-inch, \$3.25.

PLUGS—Spark—\$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, \$2.25 each; 9-inch, \$2.75; 12-inch, \$3.00; 18-inch, \$3.75; 24-inch, \$4.50. No. 37, 12-inch, \$4.25; 18-inch, \$5.00; 24-inch, \$6.00. 37G, 12-inch, \$4.25; 18-inch, \$5.00. 34V, 4-inch, \$1.65; 6-inch, \$2.00; 8-inch, \$2.75; 10-inch, \$3.25.

Wood, Stanley or Diastan—No. 00, \$1.50 each; 0, \$1.75; 2, \$2.50; 3, \$3.00; 8, \$3.85; 13, 26-in., \$3.50; 28-in., \$3.75; 30-in., \$3.75. No. 15, 26-in., \$4.35; 28-in., \$4.50; 30-in., \$4.50. No. 30, \$3.75; 35, \$3.25; 45 1/4, \$5.25. No. 93, 26-in., \$5.00; 28-in., \$5.25; 30-in., \$5.50. No. 95, \$3.25; 96, \$10.00; 103, 80c; 104, \$1.15.

Pocket, Stanley—No. 81, 2 1/2-inch, 55c each; 8-inch, 65c; 8 1/2-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, \$2.25.

Extra Level Glasses—No. 1, 1 1/4 to 2-inch, 15c each; 2 1/2-inch, 15c; 3 1/2-inch, 20c. No. 361, 40c. No. 362, 75c. No. 371, \$1.65.

POKERS, STOVE—No. 100, Straight, 20-inch, 25c; 105, Bent, 20-inch, 25c.

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., \$1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., \$1.00. Calol, 1/2 pt., 80c each; 1 pint, 45c; 1 quart, 65c; 1/2 gallon, \$1.15; 1 gallon, \$2.00; 5 gallons, \$7.50.

Liquid Veneer, 4 ounce, 80c each; 12 ounce, 60c; 1 quart, \$1.25.

O-Cedar—4 ounce, 25c each; 12 ounce, 50c; quart, \$1.00;

1/2 gallon, \$2.00; gallon, \$3.00.

Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c;

2 pounds, \$1.70; 5 pounds, \$3.00.

METAL—NonOlio, 1/2 pint, 50c each; 1 pint, 75c; 1 quart,

\$1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c;

Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 O S Shoe Satin, 15c;

1 O Satinola, 10c; 2 O Satinola, 15c; 5 P S Shoe Satin, 10c;

10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P. Satinola,

15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk,

25c; 2, Black Eagle, 25c; 10 E. Enameline, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c;

20, Black Silk, \$1.75; 01, Black Eagle, 45c; 95 Black Eagle,

\$2.00; 4 E. Enameline, 15c; 6 E. Enameline, 15c; 75 Black

Jack, 25c; 1, Rising Sun, 10c.

POTS—Fire—

Gasoline, C & L—	Tin—
20	4 Quart
21	6 Quart
71	8 Quart
72	10 Quart
5	Glue—
1	000, 1/4-pt.
4	000, 1-pt.
6	0, 1 1/4-pt.
8	1, 1 1/4-pt.
10	2, 2-pt.
12	Melting—
16	5-in.
20	6-in.

PULLERS—Nail—Rex, \$1.65 each; Rex, Jr., \$1.35; Red Devil,

\$2.50; Morrill's, \$4.25; Little Giant, \$2.25.

PULLEYS—Brass Screw, No. 350, 1/2-inch, 15c each; 3/4, 20c;

3/8, 25c; 1, 80c; 1 1/4, 35c; 1 1/2, 40c. No. 370, 3/4-inch, 35c

each; 1, 40c.

PULLEYS—Brass Screw, No. 35, 1/2-inch, 15c each; 3/4, 20c;

3/8, 25c; 1, 30c; 1 1/4, 35c; 1 1/2, 40c. No. 37, 3/4-inch, 35c

Clothes Line—No. 30, 3 1/2-inch, 45c; No. 60, 6-inch, 70c;

No. 64, 20c; No. 65, 2 1/2-inch, 20c; No. 67, 25c; No. 160,

2-inch, 25c; No. 6500, 5 1/2-inch, 55c; No. 6500G, 5 1/2-inch,

65c.

Hay Fork—No. 566, for rope, \$1.00; No. 1651, for wire

rope, \$3.50.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5,

\$1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, \$3.85; 2, \$4.25; 3, \$5.00; 4, \$6.00.

PUTTY—Per lb., 15c.

RAKES, GARDEN—Malleable, 12-tooth, 70c each; 14-tooth,

80c. Steel Straight, 12-tooth, \$1.10; 14-tooth, \$1.25. Steel

Row, 11 and 12-tooth, \$1.35; 13 and 14-tooth, \$1.45; 15

and 16-tooth, \$1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each \$1.00; 16-in., \$1.25;

18-in., \$1.60.

Flanged Horse Rasps—14-in., each \$1.25; 16-in., \$1.50;

18-in., \$2.00.

Half Round Cabinet—10-in., each \$1.25; 12-in., \$1.50;

14-in., \$2.00; 16-in., \$2.50; 18-in., \$3.00.

Half Round Wood—10-in., each \$1.00; 12-in., \$1.25;

14-in., \$1.65; 16-in., \$2.25; 18-in., \$2.90.

Flat Wood—10-in., each 95c; 12-in., \$1.25; 14-in., \$1.50;

16-in., \$2.00; 18-in., \$2.60.

RAZORS (SAFETY)—Eveready—

No. 700, each 1.00

2, each 8.00

800, each 1.00

900, each 1.00

706 B, 6 Blades, Pkg., .40

706 B, 12 Blades, Pkg., .65

Gem

800 B, 7 Blades, Pkg., .50

Enders

900 B, 5 Blades, Pkg., .35

RETAIL SELLING PRICES—Continued.

RAZORS, SAFETY—Continued—

Durham Domino		
1, each	1.00	3 Blades, Pkg.
2, each	2.00	5 Blades, Pkg.
Gillette		
Old Type—		New Type—
Brownie	1.00	New Standard, Bostonian,
Pioneer	2.50	Richwood, Big Fellow—
Pocket	3.00	Each
Blades—		Each
6 Blades, 1/2 pkg.	.50	Gold Plated
12 Blades, Pkg.	1.00	Traveler
AutoStop		
1, 7, 8, set	5.00	254S, set
15, set	6.50	600 B, Blades, pkg.
25, set	8.50	600 1/2 B Blades, pkg.
251, set	5.00	

REELS—Hose—No. 1 Wire, \$1.65 each; No. 1, Wood, \$3.25.

REVOLVERS—

Colts, Model		Each
Pocket Positive	30.00	
Police Positive Spec.	32.50	
Police Positive Tgt.	35.25	
Army Special	34.00	
New Service	38.00	
Single Action	36.75	
Harrington & Richardson		
203, 223	11.50	
203 B, 223 B	12.00	
204, 224	12.00	
204 B, 224 B	12.50	
263, 273	12.50	
263 B, 273 B	12.75	
264, 274	12.75	
264 B, 274 B	13.00	
Iver Johnson—		
800, 808, 823	14.50	
800 B, 803 B	14.50	
804	15.00	

RIFLES—No. and Model—

Daisy Air—		Each
25	5.25	
40	5.25	
3	3.15	
30	2.95	
11	2.35	
12	2.00	
King Air—		
4	2.95	
5	3.15	
21	2.00	
22	2.35	
804 B	17.25	
823 B	17.00	
824	17.00	
824 B	17.25	
843, 853	17.75	
843 B, 853 B	18.00	
844, 854	18.00	
844 B, 854 B	18.50	
864 B	19.25	
865 B	19.50	
Smith & Wesson—		
1905 Military Police	31.00	
Regulation Police	29.00	
1903 Hand Ejector	27.50	
38 S. & W. Perfected	27.50	
1908 Military	35.00	
1911 Target	31.50	
New Departure 38	27.50	
Marlin—		Each
20 TD—Octagon Brl.	18.50	
27 TD—Round Brl.	21.80	
TD—Octagon Barrel	24.65	
29 TD—Round Brl.	15.60	
1897 TD—Round Brl.	22.75	
TD—Octagon Barrel	24.80	
Remington—		
4 TD—Octagon Brl.	15.54	

RIVETS—Slotted Clinch, Coppered Steel—No. 50's, 15c box; 100's, 10c box.

Copper—With Burrs—		
Size.	1/2 Lbs.	Lbs.
7—St'r Lgths.	.80	.55
8	.80	.55
9	.80	.55
10	.80	.55
12	.80	.55

Copper Iron, with Burrs—08 Asst., 20c, 1/4 lb. box; 010, 25c.

RIVETS—Tinnars—Black, in bulk, all sizes, 20c per lb.; Tinned, in bulk, 80c; Tinned, in papers, 8 oz., 80c; 12 oz., 40c; 14 oz., 45c; 1 lb., 45c; 1 1/2 lb., 60c; 2 lb., 75c; 2 1/2 lb., 90c; 3 1/2 lb., \$1.15; 4 lb., \$1.30; 5 lb., \$1.50; 6 lb., \$1.75; 7 lb., \$2.00; 8 lb., \$2.25; 10 lb., \$2.75; 12 lb., \$3.25; 14 lb., \$3.75.

Tubular Harness—50S, per box, 20c; 100S, 35c.

ROOFING—(See Paper).

ROPE—Cotton—		3-16	1/4	3/8	1/2	5/8	3/4	1
Ft. per lb.	88	45	20	12	8	6	4 1/2	3
Cents per ft.	1	1 1/2	3	5	8	10	17	25
Manilla—		3-16	1/4	3/8	1/2	5/8	3/4	1
Ft. per lb.	70	40	24	14	8	6.8	4.9	3.6
Cents per ft.	1/2	3/4	1 1/4	2	3 1/4	3 1/2	5	7
Sisal—								
Ft. per lb.	70	40	24	14	8	6.8	4.9	3.6
Cents per ft.	1/2	3/4	1	1 1/4	2	3 1/4	5	6 1/2
Galv. Wire—								
Cents per ft.	1 1/2	2 1/2	4 1/4	7 1/4	...	...	...	...
Thimbles	5	7 1/2	10	15	15	20	25	25
Clips, Galv.	7 1/2	10	15	20	25	35	40	40
Clips, Jap'd	6	7 1/2	10	15	20	25	30	30

ROPE—(Portland Cordage Co. list)—Basic Prices—Per lb., 3/4-in. diameter or larger—Manila, Cloverleaf, 18c; Manila, Seaport, 16c; Life Line Lariat, 3 or 4 strand, 33c; Bronco Lariat, Red Thread, 3 or 4 strand, 30c; Black Hawk Lariat, 4 strand, 7-16-in., 20c; White Sisal Lariat, Red Thread, 3 or 4 strand, 20c; White Sisal, 14c; Sisal, 13c.

Differentials—3-16-in. dia. (6 thread fine), 2 1/2c; 1/4-in. 5-16-in. (6 and 9 thread), 2c; 3/8-in. (12 thread), 1 1/2c; 7-16, 1/2, 9-16-in. (1 1/4, 1 1/2, 1 3/4 cir.), 1c; 5/8-in. (2-in. cir.), 1 1/2c.

RULES—Boxwood—Lufkin, Stanley—No. 171 (86), 60c each; 372 (86 1/4), 85c; 386 (32), 90c; 388 (32 1/2), \$1.25; 465 (69), 20c; 651 (68), 25c; 702 (18), 45c; 751 (61), 35c; 761 (62), 45c; 762 B (7), \$1.25; 771 (84), 75c; 780 (62 1/4), 95c; 781 (62), 95c; 861A (58 1/4), 95c; 862C (83 1/4), \$1.50; 871 (52), 85c; 881 (54), \$1.00; 881 (66 1/4), 70c; 881 (66 1/4), 80c; 881 (66 1/4), \$1.75; 4883 (94), \$3.00.

Rules, Steel—No. 17, Blacksmiths', 90c each; 041, Pocket, 25c; 131, 1141, Zig-zag, 65c; 1132, 1142, Zig-zag \$1.25; 1143, Zig-zag, \$1.85.

Rules, ZIG-ZAG—Lufkin, Stanley—No. 204, 75c each; 206, 95c; 804F, 35c; 806F, 55c; 8513 (08), 80c; 8514 (04), 35c; 8515 (05), 45c; 8516 (08), 60c; 8518 (08), 75c; 8523 (403F), 25c; 8524 (404F), 40c; 8525 (405F), 45c; 8526 (406F), 55c; 8518 (108), 30c; 8514 (104), 40c; 8515 (105), 50c; 8516 (106), 60c; 8524 (854F), 40c; 8526 (856F), 60c.

SAWS—One Man—Cross-cut—

Disston		Royal
		Chinook
3 1/2 ft.	4.75	5 ft. 8.25
4 ft.	5.25	5 1/2 ft. 8.50
4 1/2 ft.	6.00	6 ft. 9.25
5 ft.	6.75	6 1/2 ft. 10.50
5 1/2 ft.	7.00	7 ft. 11.50
		7 1/2 ft. 12.50

Atkins Crosscut Nos. 51, 52, 545, and Simonds Falling, same price as Royal Chinook.

SAWS—Hand—

4, 5, Simonds		No. 10 Simonds or 7 Disston
12 Disston or 69 Atkins		18 inch 2.10
18 inch	2.95	20 inch 2.25
20 inch	3.20	22 inch 2.50
22 inch	3.50	24 inch 2.60
24 inch	3.80	26 inch 2.75
26 inch	4.10	28 inch 3.25
28 inch	4.45	No. 120 Disston or 4 Simonds
No. 7, 7 1/2, 8, 9 Simonds, D8		26 inch 6.20
Disston or 51 Atkins		28 inch 6.60
18 inch	2.85	No. 112 Disston
20 inch	2.60	26 inch 5.35
22 inch	2.80	28 inch 5.60
24 inch	3.00	No. D 100 or No. D 20
26 inch	3.15	Disston
28 inch	3.60	26 inch 4.85
		28 inch 4.85

SAWS—

	10-in.	12-in.	14-in.	16-in.
Back, No. 4	2.25	2.50	3.00	3.25
Compass, No. 2	.75	.75	.80	.85
Compass, No. 30	.45	.45	.45	.45
Kitchen, No. 0	.70	.70	.75	.80

Butcher—		18-in.	20-in.	22-in.	24-in.	26-in.
No. 5	3.50	3.50	3.50	3.75	3.75	4.00
No. 7	2.50	2.75	2.75	3.00	3.00	...
No. 70	1.75	1.85	2.00	2.10	...	...

Panel—

	No. 7	No. 8	No. 12	No. 091	Plymouth
	2.00	2.25	2.50	2.75	2.75
	2.00	2.50	2.75	3.00	3.00
	3.00	3.25	3.50	3.75	3.75
	.95	1.00	1.10	1.25	1.25
	2.25	2.85	2.50	...	...

BUCK—No. 40, \$2.00; No. 302, \$1.75; No. 617, \$1.85; No. 618, \$1.85; No. 623, \$2.00; No. 677, \$2.65.

Blades—No. 4, 4B, 66, 75c; No. 77, \$1.25. Rods, 20c. Coping—No. 100, 30c; No. 110, 45c.

Keyhole—No. 5, 45c; No. 95, 75c. Pruning—Disston No. 4, 16-in., \$1.75; 18-in., \$1.85; No. 50, 12-in., \$1.15; 14-in., \$1.25; No. 111, \$2.35.

SAW CLAMPS—No. 3, \$2.50; 0, \$1.85. Perfection, No. 1W, \$2.50; No. 3W, \$3.25; No. 2W, \$3.50; No. 11, with Guide, \$3.25; Bishop's No. 750, 85c; Stearns' No. 105, \$2.75; No. 200, \$1.75; N33, \$2.25; No. 3, Disston, \$4.50.

RETAIL SELLING PRICES—Continued.

SAW SETS—

201 G & P.....	1.50
Spec. Morrill.....	2.00
105 Morrill.....	.60
1 Morrill.....	2.00
10.....	1.20
77.....	1.00

SAW TOOLS—

Clipper Outfit.....	.75
Morrill's Raker Gauge—	
No. 1.....	1.50
No. 6.....	2.25
No. 9.....	2.50
Atkins Raker Swage.....	.45
5-M Tooth Gauge.....	.25
Jointers Pikes Perf.....	.75
Jointers No. 7 Sterns.....	.70

SCALES—Family, testing without scoop, \$3.00; with scoop, \$3.75; Peddlers' glass sash, \$5.25; glass sash with chains, \$5.75; brass dial, \$6.75; brass dial with chains, \$7.00. Spring Balance, No. 50, 20c each; 51, 40c; 84, \$1.25; 86, \$3.75; 87, \$7.00.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 85c; 5 inch, 85c; 5½ inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.

Wiss—No. 14 B H, \$1.45 each; 54½, 95c; 55, \$1.00; 55½, \$1.05; 56, \$1.10; 56½, \$1.15; 57, \$1.20; 154½, \$1.15; 155, \$1.20; 155½, \$1.25; 156, \$1.30; 156½, \$1.35; 157, \$1.45; 364, \$1.20; 364½, \$1.25; 365, \$1.30; 366, \$1.45; 463, \$1.05; 463½, \$1.10; 464, \$1.15; 573, \$1.45; 573½, \$1.60; 574½, \$1.70; 663, \$1.45; 663½, \$1.60; 664, \$1.70; 763, \$1.05; 763½, \$1.10; 764, \$1.15; 764½, \$1.20; 765, \$1.25; 765½, \$1.30; 766, \$1.05; 773, \$1.15; 773½, \$1.20; 774, \$1.25; 814, \$1.25; 814½, \$1.30; 815, \$1.35; 815½, \$1.40; 816, \$1.50.

SCOOPS—Common Hollow Back—Black—No. 2, \$2.15 each; 3, \$2.25; 4, \$2.35; 5, \$2.45; 6, \$2.55; 7, \$2.65; 8, \$2.75; 9, \$2.85; 10, \$3.00.

SCREENS—Adjustable—Window—Wabash, Wood Frame, 15x33, 80c; 18x33, 90c; 24x33, \$1.15; 30x33, \$1.45; 24x37, \$1.25; 28x37, \$1.50.

Sherwood, Steel Frame—18x33, \$1.20; 24x33, \$1.35; 24x37, \$1.50; 30x37, \$1.75.

SCREWS—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size	¾-in.	¾-in.	¾-in.	¾-in.	1-in.
2.....	.20	.25	.30	.35	...
4.....	.25	.30	.35	.40	.45
6.....	.30	.35	.40	.45	.55
8.....	.50	.55	.60	.70	.80
10.....	.70	.75	.90	1.00	1.25
12.....	.90	1.00	1.15	1.25	1.50
14.....	1.15	1.30	1.50	1.70	2.00
16.....	1.75	1.95	2.10	2.30	2.65
18.....	2.20	2.50	2.75	2.95	3.45
20.....	2.75	3.00	3.30	3.60	4.20
Size	1½-in.	1½-in.	1½-in.	1½-in.	2-in.
4.....	.50	.70	...	...	...
6.....	.75	.90	1.15	1.40	1.65
8.....	.95	1.15	1.40	1.65	2.10
10.....	1.40	1.60	1.85	2.10	2.55
12.....	1.75	1.95	2.25	2.55	3.10
14.....	2.25	2.50	2.80	3.10	4.20
16.....	3.00	3.30	3.75	4.20	5.15
18.....	3.80	4.15	4.65	5.15	6.00
20.....	4.80	5.40	6.00	6.60	...

Iron—Flat or Round Head—

Size	¾-in.	¾-in.	¾-in.	¾-in.	1-in.
2.....	.20	.20	.20	.20	...
4.....	.20	.20	.20	.20	.25
6.....	.20	.20	.25	.25	.30
8.....	.25	.25	.30	.30	.35
10.....	.35	.35	.40	.45	.50
12.....	.40	.45	.45	.50	.55
14.....	.50	.50	.55	.55	.65
16.....	.65	.65	.70	.80	...
18.....	...	.90	.95	1.05	1.25
20.....	...	...	1.15	1.25	...
Size	1½-in.	1½-in.	1½-in.	1½-in.	2-in.
4.....	.30	.35	...	...	...
6.....	.35	.40	.50	.60	.65
8.....	.40	.45	.55	.65	.75
10.....	.60	.70	.80	.90	1.00
12.....	.65	.75	.85	.95	1.15
14.....	.75	.85	.95	1.15	1.35
16.....	.90	1.10	1.30	1.55	1.80
18.....	1.25	1.50	1.70	1.90	2.10
20.....	1.50	1.70	1.90	2.10	...

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

CAP—U. S. S. Thread—Iron—

Length	¾-in.	5-16-in.	¾-in.	7-16-in.	¾-in.
¾.....	.25	.25	.30	.35	.45
1.....	.25	.25	.30	.35	.45
1.....	.25	.25	.30	.40	.45

X CUT—

Morrill No. 3.....	1.80
Baker No. 8.....	2.85
Colonial.....	1.40
7 Taintor.....	2.00
28 Triumph.....	1.65
Hammer.....	.85
Lever.....	.25
Morin No. 2.....	4.75
Morin No. 2½.....	6.00
Morin No. 3.....	2.00
Setting Tool Disston—	
No. 100.....	.80
No. 4 Setting Blocks—	
No. 4 Blocks, Morin.....	1.85
Swages No. 0 Dist.....	4.75
Swages, Whittings.....	1.00
Atkins, Rex.....	1.00
Atkins, Excelsior.....	.85

1¼.....	.25	.80	.80	.45	.50
1½.....	.30	.80	.35	.45	.55
1¾.....	.30	.30	.85	.50	.60
2.....	.30	.85	.40	.50	.60
2¼.....	.35	.40	.40	.55	.65
2½.....	.40	.45	.45	.55	.70
3.....	.45	.50	.55	.60	.80
3½.....	...	...	...	.70	.90
4.....	...	...	...	.80	1.00
Length	¾-in.	¾-in.	¾-in.	¾-in.	1
1.....	.70	.90	1.30	...	...
1¼.....	.70	.90	1.30	...	...
1½.....	.75	.95	1.30	...	...
1¾.....	.80	1.00	1.45	1.65	1.80
2.....	.85	1.10	1.55	1.80	2.10
2¼.....	.90	1.20	1.65	1.95	2.45
2½.....	.95	1.25	1.70	2.10	2.45
3.....	1.10	1.45	1.90	2.45	2.75
3½.....	1.25	1.70	2.15	2.75	3.10
4.....	1.45	1.95	2.40	3.10	...

CAP—S. A. E. Thread, Steel—

Length	¾-in.	5-16-in.	¾-in.	7-16-in.	¾-in.
¾.....	.25	.30	.35	...	...
1.....	.30	.35	.40	.50	.55
1¼.....	.30	.35	.40	.55	.60
1½.....	.35	.40	.45	.60	.65
1¾.....	.35	.40	.45	.65	.70
2.....	.40	.45	.50	.70	.75
2¼.....	.45	.50	.55	.80	.85
2½.....	.50	.55	.60	.85	.90
3.....	.55	.60	.65	.90	.95
3½.....	.65	.70	.75	1.00	1.10
4.....	.70	.80	.90	1.10	1.25
Length	¾-in.	9-16-in.	¾-in.	¾-in.	¾-in.
1.....	.85	...	...	...	...
1¼.....	.90	...	...	...	...
1½.....	.95	1.10	1.25	1.25	1.25
1¾.....	.95	1.15	1.30	1.50	1.50
2.....	1.00	1.25	1.40	1.60	1.60
2¼.....	1.15	1.30	1.50	1.75	1.75
2½.....	1.25	1.40	1.60	1.85	1.85
3.....	1.40	1.60	1.90	2.15	2.15
3½.....	1.60	1.90	2.10	2.45	2.45
4.....	1.80	2.10	2.45	...	...

SET—Square Head V or U. S. S. Thread—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

Length	¾-in.	5-16-in.	¾-in.	7-16-in.	¾-in.
¾.....	.15	.15	.20	.25	.25
1.....	.15	.20	.20	.25	.25
1¼.....	.15	.20	.20	.25	.25
1½.....	.20	.20	.20	.25	.30
1¾.....	.20	.25	.25	.30	.35
2.....	.20	.25	.30	.35	.40
2¼.....	.25	.30	.35	.40	.45
2½.....	.30	.35	.40	.50	.55
3.....	.35	.40	.45	.60	.65
3½.....	...	...	...	.65	.80
4.....	...	...	...	.70	.90
Length	¾-in.	¾-in.	¾-in.	1-in.	1-in.
¾.....	.35	...	...	...	...
1.....	.40	.70	...	...	...
1¼.....	.45	.80	1.15	...	...
1½.....	.55	.85	1.20	1.60	1.60
1¾.....	.60	.95	1.80	1.75	1.75
2.....	.65	1.00	1.40	1.90	1.90
2¼.....	.70	1.05	1.50	2.00	2.00
2½.....	.75	1.10	1.60	2.20	2.20
3.....	.90	1.25	1.80	2.45	2.45
3½.....	.95	1.40	2.00	2.75	2.75
4.....	1.10	1.60	2.25	3.00	3.00

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

WOOD—Steel, Flat or Round Head—

Size	¾-in.	¾-in.	¾-in.	¾-in.	¾-in.	1-in.
0 to 2... ..	.25	.25	.25	.25	.25	.30
3.....	.25	.25	.25	.25	.30	.30
4.....	.25	.25	.25	.30	.30	.30
5.....	.25	.30	.30	.30	.35	.35
6.....	.30	.30	.30	.30	.35	.35
7.....	.30	.30	.30	.35	.35	.35
8.....	.30	.35	.35	.35	.40	.40
9.....	.35	.35	.35	.35	.40	.40
10.....	.40	.40	.40	.40	.45	.45
11.....	.40	.40	.40	.45	.45	.45
12.....	.45	.45	.45	.50	.50	.50
13.....	.45	.45	.50	.55	.55	.55
14.....	.45	.55	.55	.60	.60	.60
15.....	.60	.65	.70	.75	.75	.75
16.....	...	...	...	.95	.95	.95
17.....	...	...	...	1.00	1.00	1.00
18.....	...	...	...	1.25	1.25	1.25
20.....	...	...	...	...	...	...
Size	1½-in.	1½-in.	1½-in.	2-in.	2½-in.	3-in.
3.....	.30	.35	...	...	...	...
4.....	.35	.40	...	...	...	...

RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

5.....	.85	.40	.45	.50	.55	.70	...
6.....	.40	.40	.50	.55	.60	.70	1.05
7.....	.40	.45	.50	.55	.60	.75	1.05
8.....	.40	.45	.55	.60	.65	.80	1.10
9.....	.45	.50	.55	.60	.65	.80	1.15
10.....	.50	.50	.60	.65	.70	.85	1.15
11.....	.50	.55	.60	.65	.75	.90	1.15
12.....	.55	.60	.65	.70	.80	.95	1.15
13.....	.60	.65	.70	.80	.85	.95	1.20
14.....	.65	.70	.80	.85	.95	1.00	1.25
15.....	.75	.80	.95	.95	1.10	1.15	1.35
16.....	.90	1.00	1.05	1.10	1.25	1.30	1.50
17.....	.90	1.15	1.25	1.20	1.35	1.50	1.70
18.....	1.15	1.35	1.40	1.50	1.60	1.65	1.95
20.....	1.40	1.50	1.60	1.70	1.85	2.05	2.25

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head Bright.

SAFETY SET—(Bristle)—

$\frac{1}{4}$ -inch, 10c each; 5-16, 10c; $\frac{1}{8}$, 10c; 7-16, 10c; $\frac{1}{4}$, 12 $\frac{1}{2}$ c; $\frac{1}{8}$, 15c; $\frac{1}{4}$, 20c; $\frac{1}{2}$, 25c; 1-inch, 85c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

	$\frac{1}{4}$, 5-16-in.	$\frac{1}{2}$ -in.	$\frac{3}{4}$ -in.	$\frac{1}{2}$ -in.	$\frac{3}{4}$ -in.	$\frac{1}{2}$ -in.	$\frac{3}{4}$ -in.
1	.25	1.90	...	...	...	...	...
1 $\frac{1}{4}$	.25	1.90	...	...	...	...	...
1 $\frac{1}{2}$	.25	1.90	.80	2.80	...	...	...
1 $\frac{3}{4}$	.25	2.10	.80	2.50	...	...	...
2	.25	2.10	.80	2.55	.45	8.50	.60
2 $\frac{1}{4}$	.25	2.25	.85	2.75	.45	8.80	.65
2 $\frac{1}{2}$	.25	2.40	.85	3.00	.50	4.10	.70
2 $\frac{3}{4}$	.25	2.60	.40	3.20	.55	4.45	.75
3	.25	2.70	.40	3.40	.55	4.75	.80
3 $\frac{1}{4}$	.35	2.95	.45	3.65	.60	5.00	.85
3 $\frac{1}{2}$	.40	3.10	.45	3.85	.65	5.35	.90
3 $\frac{3}{4}$	.40	3.25	.50	4.05	.70	5.65	1.00
4	.40	3.45	.50	4.30	.75	5.95	1.05
4 $\frac{1}{4}$	.55	4.50	.75	6.25	1.10	8.95	1.55
4 $\frac{1}{2}$	.55	4.70	.80	6.55	1.15	9.35	1.60
4 $\frac{3}{4}$	.60	4.95	.80	1.65	1.20	9.80	1.65
5	.65	5.20	.85	7.20	1.25	10.20	1.70
5 $\frac{1}{4}$	.95	7.80	1.85	11.05	1.85	15.55	...
5 $\frac{1}{2}$	1.00	8.40	1.45	11.90	2.00	16.75	...
5 $\frac{3}{4}$	1.15	9.60	1.65	13.60	2.80	19.15	...

SCREW DRIVERS—Machinists', No. 51, 50c each; 51 $\frac{1}{2}$, 85c; 52, 85c; 52 $\frac{1}{2}$, \$1.25; 53, \$1.15; 53 $\frac{1}{2}$, \$1.65; 54, \$2.65; range, 15c; 10c full sheet.

Yankee Hatchet—No. 11, 2-inch, 75c each; 8, 95c; 4, \$1.00; 5, \$1.15; 6, \$1.25; 8, \$1.50; 10, \$1.75; 12, \$1.15; 15, 2-inch, 85c; 8, 90c; 4, 95c; 5, \$1.00. No. 80, \$8.50; 'A, \$4.75; 85, \$2.65; 60, \$1.15; 130, \$4.00.

SCREW DRIVERS—G. & P.—1 $\frac{1}{4}$, 40c; 3, 40c; 4, 50c.

No.	Each.	No.	Each.
400	2.50	200	2.50
450	2.35	250	2.35
800	2.50	100	2.50
850	2.35	150	2.35

SCYTHES—Bush—Grass—

SHEARS—Bench—P. S. & W.—No. 4, \$15.00; No. 5, \$18.00; No. 6, \$11.00.

SHEETS, IRON—Galvanized—10 to 16, 11 $\frac{1}{2}$ c; 18 to 24, 12c; 26 to 27, 12 $\frac{1}{2}$ c; 28, 13c; 30, 14c. Blk k, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., \$8.25; Galv., 26, \$12.00; 28, \$10.50, Rockface Siding, \$11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 12c; 9c full sheet. Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 14c; 11c full sheet.

SHIELDS—Lag Screw—Expansion—SEBCO—Per hundred list.

3-16 inch	13.00	$\frac{1}{4}$	38.00
$\frac{1}{4}$	15.00	$\frac{3}{8}$	45.00
5-16	18.00	$\frac{1}{2}$	65.00
$\frac{3}{8}$	25.00	1	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, \$3.00; 7x10, \$6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 8 to 9, 20c. SHOTGUNS—Note: E signifies Automatic Ejector; NE, signifies Non-Ejector; SF signifies Solid Frame; TD signifies Take-Down.

American Double Barrel—Hammer, \$28.00; Hammerless, \$34.00.

Fox, Double Barrel—Grade A—NE, \$68.50; E, \$82.00. Grade C—E, \$108.00. Sterlingworth—NE, \$55.00; E, \$67.50. Trap—E, \$160.00.

Ithaca Double Barrel—Grade 1—NE, \$59.00; E, \$70.00. Field—NE, \$48.00; E, \$65.00.

Iver Johnson, Single Barrel—Champion—NE, \$13.00; E, \$14.00. E. Rib, \$16.00.

L. C. Smith, Double Barrel—Field—NE, \$54.60; E, \$67.50. Fulton—NE, 42.50. Ideal—NE, \$67.50; E, \$80.00.

Stevens, Single Barrel—105, \$13.00; 107, \$14.00; 181, \$22.50.

Stevens, Double Barrel—215, \$27.25; 235, \$32.00; 315, \$33.00; 335, \$37.00; 345, \$42.00; 520, \$56.00.

Remington, Repeating—10A, \$60.92; 10AB, \$72.35; 10C, \$83.25; 10CB, \$94.58; 11A, \$75.50; 11AB, \$86.88; 11C, \$92.08; 11CB, \$103.36; 17A, \$60.90.

Winchester—

97 SF, 12 Ga., Stand. 49.00 11 TD, 12, Trap.... 122.50
97 TD, 12 Ga., Std. 53.25 11 TD, 12, Pigeon.... 266.00
97 TD, 12, Tourna. 84.00 12 TD, 12, 16, 20 St. 61.50
97 TD, 12, Trap.... 105.00 12 TD, 12, 16, 20 Tu. 90.75
97 TD, 12, Pigeon.... 199.50 12 TD, 12, 16, 20 Tp. 111.00
11 TD, 12, Stand.... 65.75 12 TD, 12, 16, 20, Pg. 212.00

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

SHOVELS—D or Long Handle, Round or Square Point—Plain

Back Black—4th Grade, \$1.65 each; Carter's, \$2.00; Ames, \$2.35.

Plain Black Polished—4th Grade, \$1.65 each; Carter's, \$2.15; Ames, \$2.50.

Riveted Strap Back Black—Ames, \$2.25 each.

Riveted Strap Back Polished—4th Grade, \$1.65 each; Ames, \$2.35.

Solid Socket—Maynard—Black, \$2.50 each; Polished, \$2.65.

Fire, Sheet Steel—Jumbo, 35c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.

Special—Northwest—Pacific, \$2.00 each; Occident, \$2.35; Maynard Patr., \$2.60; Genuine Mayn, \$2.75; Chester, \$2.00.

SLEDs—Hand and Coaster—

Racer 6.75

Flexible Flyer—

No. 1 4.25 Fire Fly—

No. 2 5.00 No. 9 2.75

No. 3 6.50 No. 10 3.25

No. 4 7.00 No. 11 4.00

No. 5 9.50 No. 12 4.50

Jr. Racer 5.50 Racer 4.75

SMOOTH-ON—75c lb.

SOLDER— $\frac{1}{4}$ and $\frac{1}{2}$, 45c lb.; No. 1, 90-100, 45c; Wiping,

SPARKERS—Red Seal—No. A141, \$3.00; A152, \$3.65; A162, \$4.35.

SPORTING AND ATHLETIC GOODS

(Prices supplied by courtesy Wright & Ditson Victor Co.)

BASEBALL GOODS—

Major League Baseballs, \$2.00; Junior League Baseballs,

\$1.50; Special League Baseballs, \$1.75; Lowest Quality, 15c.

Major League Catchers' Mitts, highest quality, \$16.50;

lowest quality, \$1.00.

Major League Basemen's Mitts, highest quality, \$10.00;

lowest quality, \$1.00.

Major League Fielders' Gloves, highest quality, \$10.00;

lowest quality, 75c.

Player's Model Bats, \$2.50; lowest quality, 25c.

Chest Protectors, \$10.00.

Jack Straps, 50c.

TENNIS GOODS—

Tennis Racket, highest quality, \$15.00; lowest quality,

\$3.00.

Championship Tennis Balls, 60c; Practice Tennis Balls,

25c.

Tennis Net, highest quality, \$25.00; lowest quality, \$4.00.

Tennis Reels, \$1.50.

Racket Cases, Canvas, \$1.50; Felt, \$1.00. Racket Press,

\$1.25.

Racket Restringing, English Gut, \$5.00; American Gut,

\$4.00; Japanese Gut, \$2.25.

GOLF GOODS—

Golf Balls, highest quality, High Power, \$1.00; Medium

Power, 75c; lowest quality, 65c.

Golf Clubs, Standard Woods, \$6.00; Standard Irons, \$5.00.

TRACK AND FOOTBALL—

Javelina, Official, \$9.00.

Discus, Official, \$14.00.

Vaulting Poles, 16-foot, \$15.00; 14-foot, 15.00; 12-foot,

\$12.00.

American Football, Official, \$10.00; lowest quality, \$2.00.

Soccer Football, Official, \$12.00; lowest quality, \$3.50.

Athletic Jerseys, \$4.00.

Running Shorts, 50c.

Running Pants, 75c.

GYMNASIUM AND PLAYGROUND—

Basket Balls, Official Indoor, \$15.00; lowest quality, \$4.50.

Official Outdoor, \$13.50.

Play Ground Balls, 12-inch Outseam, \$2.00; 14-inch Out-

seam, \$2.25; 12-inch Regular Seam, \$1.75; 14-inch Regular

Seam, \$2.00; Children's, 25c.

Play Ground Ball Bats, \$1.00.

Hand Balls, 1 $\frac{1}{4}$ -inch, 40c; 2 $\frac{1}{4}$ -inch, 50c.

Volley Balls, Official, \$7.50; lowest quality, \$4.00.

Boxing Gloves, 10-oz. best, \$17.00; 8-oz. best, \$14.00;

6-oz. best, \$10.00.

Striking Bags, best, \$10.00; lowest quality, \$3.50.

SPRAYERS—Myers' Bucket Pump, 8 lbs., \$8.75 each; 6

lbs., \$5.75. Hand—Faultless, 60c each; Misty, 70c; Knap-

sack—Kant Klog, \$7.50; Perfection, \$9.00; Utility, \$7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254,

\$8.00; Barnes, 276, \$12.30; Little Giant, 327 $\frac{1}{2}$, \$7.25; Acme

Pressure 345, \$9.00; Defiance No. 324, \$10.00.

RETAIL SELLING PRICES—Continued.

PRINGS, DOOR—Perfect, No. 1, 10c each; 2, 10c; 3, 10c; 4, 10c; 6, 15c. Faultless, No. 168, 45c each. Victor, No. 160, 20c each; 161, 25c; 162, 35c; 164, 50c. Reliance, No. 270, 60c each. Warner's, No. 2, 25c each. Torrey, No. 2, 40c each.

PRINKERS, LAWN—

Perforated Tube, Dew Drop, 7 feet long, brass, \$3.25 each; 8 feet, \$3.65; 8 feet, galvanized, \$2.85.

Pluvius—Revolving Brass Spoon, \$1.15 each; Revolving Arms, 6-inch, \$1.85; Revolving Arms, 11-inch, \$2.50.

Ring—5 1/4-inch diameter, 75c each; 8 1/4-inch, \$1.25.

Rose—3-inch perforated oblong plate spray, \$1.00 each.

Ross—Perforated oblong plate spray, 90c each.

Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.

Will's Galvanized Pipe—4 feet, \$1.50 each; 6 feet, \$2.25; 7 feet, \$2.75; 8 feet, \$3.00.

QUARES—Steel—No. 3, \$2.25 each; 14, \$2.00; 100, \$2.50.

Blued—No. 1, \$3.00; 100, \$3.25.

Take-Down Rafter—No. 100, Polished, \$4.55; Nickeled, \$5.00; Blued, \$5.60.

Mitre—No. 1, 4-in., 65c; 6-in., 85c; 8-in., 95c; 10-in., \$1.25.

No. 2, 4 1/2-in., 60c; 6-in., 80c; 7 1/2-in., 85c; 9-in., \$1.10; 12-in., \$1.50.

N. P.—No. 8, \$3.00; 12, \$1.75.

Lufkin—No. 65, 9-in., \$2.00; 12-in., \$2.25.

1255 85 1.00 1.25 1.55

1480 90 1.85 1.65

2085 1.15 1.85 1.65

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c.

Poultry Wire, 1/4-inch, 15c lb.

STONES—Carborundum—No. 76, 50c; 107, \$2.00; 108, \$2.25;

109, \$1.75; 110, \$2.00; 111, \$1.35; 112, \$1.00; 113, \$1.00;

115, \$1.75; 116, \$1.75; 117, \$1.75; 118, \$1.50; 119, \$1.50;

120, \$1.50; 121, \$1.25; 122, \$1.25; 123, \$1.25; 124, \$1.00;

130, 75c; 131, 75c; 142, 75c; 143, 75c; 144, 75c; 145, 50c;

146, 50c; 147, 50c.

Pike's Oil and Water—No. 18, 60c each; 14, 60c; 16, 10c;

20, 40c; 22, \$1.00; 25, 15c; 37, 25c; 40, 25c; 42, 35c;

48, 50c; 51, \$1.00; 52, \$1.25; 53, \$1.50; 54, \$1.00; 55,

\$1.25; 56, \$1.50; 59, \$1.50; 60, \$1.75; 62, \$2.25; 66, \$2.75;

68, \$3.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92, 50c;

94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42,

20c.

STRIP—Weather—Rubber, 1/2-inch, 5c ft.; 3/4-inch, 7c ft.

Felt, 1/2-inch, 5c ft., 3/4-inch, 10c.

SWEPPERS, CARPET—Bissell's American Queen, \$6.75; Club,

\$12.00; Elite, \$7.50; Gold Medal, \$6.25; Grand Rapida

(Nic.), \$6.00; Grand Rapida (Jap.), \$5.50; Grand (Jap.),

\$7.50; Parlor Queen, \$7.00; Princess, \$6.25; Prize, \$6.25;

Universal (Nic.), \$5.75; Universal (Jap.), \$5.25; Little

Jewel, \$1.50.

Vacuum—Superba, \$13.50; Grand Rapida, \$11.50; House-

hold, \$9.50.

On account of the freight, retail prices 50 cents higher

will prevail in the following Western and Southern States:

Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida.,

Wash., Calif., Tex., Okla., Ark., La., Miss., Ala., Fla., Ga.,

N. C. and S. C.

SWEPPERS, TOY—Little Daisy, 25c (80c in west and south);

Little Queen, 50c.

TACKS—Bill Posters—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c.

Carpet—Cut, 1/4-lb. papers—No. 4, 10c; 6, 10c; 8, 10c;

10, 10c; 12, 10c. Wire, 1/4-lb. papers—No. 8, 10c box;

4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire in bulk—

No. 8, 30c lb.; 4, 80c; 6, 80c; 8, 30c; 10, 30c.

Gimp—1/4 lb. box, 2 1/2, 10c; 3, 10c; 4, 10c. 1/4 lb., 6, 10c;

8, 10c.

Upholsterers—Cut, 1/4 lb. papers—No. 1 1/2, 10c box; 2,

10c; 3, 10c; 4, 10c. 1/4-lb., 6, 10c; 8, 10c; 10, 10c; 12 to

16, 10c. Cut, in bulk, No. 8, 30c lb.; 4, 80c; 6, 80c; 8,

30c; 10, 30c; 12, 30c.

Double Pointed—Blued, 1/4 lb. papers, No. 9, 5c box; 10,

5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 30c lb.; 10, 30c;

12, 25c.

TAPES, MEASURING—(Lufkin)—(Starrett)—

Asses' Skin Each 100 5.00

71050 103 7.75

71365 200 5.50

715 1.10 203 9.00

716 1.25 205 13.00

73065 206 16.00

733 1.10 240 4.35

735 1.40 243 5.25

736 1.65 245 7.00

246 9.00

247 4.85

248 5.85

500 2.75 265 7.50

503 4.00 266 10.00

505 1.85 550 4.00

508 6.85 553 4.85

555 6.35

556 8.25

14880 1240 4.00

145 1.00 1243C 5.0c

16520 1260 4.50

314850 1263 5.65

Asses' Skin Case—25, 65c; 50, 85c; 75, \$1.15; 100, \$1.35.

TAPE—Friction—1/4 lb., 50c; 2 oz., 15c; 1 oz., 10c.

THERMOS—See Bottles.

TIN—Bar and Pig, \$1.20 lb.

Common Roofing, 40c per sheet.

Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.

Painted 1 side, 1c foot extra, two sides, 2c.

Flashing 1C, 1x1, \$3.00 per 100 feet; 1/2 x 1, \$3.00.

Shingles—5x7, 85c dozen.

Valley—14-inch, 18c per foot, \$11.50 per roll; 20-inch, 20c

per foot, \$18.00 per roll.

TIES—

	Hardwear	Kenyon	Gray	Super	Cord	Red	Brown
	Cord	Cord	Tubes	Tubes	Tubes	Tubes	Tubes
30x3 1/4 (4 ply) ..	18.75	17.50	3.15	2.65	2.15		
32x3 1/4	25.00	26.50	3.45	2.80	2.45		
32x4	30.00	31.50	4.20	3.50	2.95		
33x4	30.75	32.50	4.35	3.60	3.10		
34x4	31.25	33.50	4.50	3.70	3.30		
32x4 1/2	36.00	38.50	5.30	4.30	3.65		
33x4 1/2	37.00	40.00	5.50	4.40	3.85		
34x4 1/2	38.00	41.50	5.65	4.50	4.00		
35x4 1/2	39.00	43.00	5.80	4.60	4.15		
36x4 1/2	40.00	44.50	5.95	4.70	4.35		
33x5	43.00	52.15	6.55	5.65	4.65		
35x5	45.00	54.75	7.00	5.95	4.85		
37x5	47.00	57.50	7.30	6.15	5.00		

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

Length—	1/4-in.	3/16-in.	1/2-in.
3-inch	6.00	8.00	12.50
3 1/2-inch	6.25	8.00	9.00
4	6.75	8.50	13.80
5	7.50	9.25	14.80
6-inch	8.00	10.00	15.00

Sebco No. 5—With either round or flat head machine

Length—	1/4-in.	3/16-in.	1/2-in.
3-inch	2.65	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.35	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Olanton & Lambert—Alcohol—No. 14, \$3.75 each;

No. 28, \$5.75. Gasoline—No. 31, \$11.00 each; 37, \$9.75;

38, \$10.25; 47, \$12.75; 48, \$13.25; 108, \$11.00; 112, \$10.50.

TRAPS—Fly—Harper, 45c each; Balloon, 85c; Avis 1, \$2.75;

Avis 2, \$2.50; Avis 3, \$2.25.

Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1 1/2

Newhouse, \$1.10; 2 Newhouse, \$1.40; 3 Newhouse, 2.15;

4 Newhouse, \$2.50; 5 Newhouse, \$19.50. No 1 Oneida Jump,

35c; 1 1/2 Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida

Jump, \$1.20. No 0 Victor, 25c; 1 Victor, 30c; 1 1/2 Victor,

40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, \$1.15.

Gopher—Best, 25c each; O. K., 30c; Maccabbes, 35c;

Easy Set, 35c; Newhouse, 85c; California Pocket, 85c.

Mole—Reddick, \$1.25 each; Out-O-Sight, \$1.65.

Mouse—Hold Fast, 5c each; Out-O-Sight, 10c; Choker,

Wood, 20c; Choker-Tin, 15c; Delusion, 85c; Holdem, 90c;

Marty, 80c.

Rat—Holdfast, 30c each; Out-O-Sight, 35c; Holdem, \$1.65;

Marty, small, 60c; large, \$1.50.

TROWELS—Rose Brick, Wood Handle, \$2.25; Rose Brick,

Leather Handle, \$2.50; Marshalltown Plasterer's, \$3.00; Fin-

ishin, \$2.75.

TWINE—Cotton—Wrapping, 30 to sack, 15c lb; 60 to sack,

10c. 2-lb. Cones, \$1.25 lb; Budding, 1/2-lb. balls, 35c lb.

Flax—1/4-lb. balls—18BB, 15c ball; 24BB, 15c. 1/4-lb.

balls—18BB, 25c ball; 24BB, 25c; 36BB, 25c; 18BC, 35c;

24BC, 35c; 36BC, 35c. Buffalo Asst., 10c ball.

Hemp Spring—No. 4 1/2, 1/4-lb. ball, 20c; 1-lb., 35c. No.

6, 1/2-lb. ball, 20c; 1-lb., 35c.

Jump Wrapping—1/4-lb. balls—2-ply, 20c lb.; 3-ply, 20c lb.

2-lb. cones, 1 and 2-ply, 85c lb. Wool, 1-lb., 40c.

Mattress—1/4-lb. balls, 35c lb.

Sacking—Medium Quality, 80c lb.; Extra Quality, \$1.00.

Many Ends, \$1.00 lb.

Seine—Medium Laid, 1/4-lb. balls, No. 12, 45c lb.; 15

and larger, 40c. Medium Laid, 5-lb. skeins, No. 12, 85c lb.; 15

and larger, 85c. Hard Laid, 5-lb. skeins, No. 12, 85c lb.;

15 and larger, 85c.

VATVES—1/4 3/4 1 1 1/2 2

St'd Angle55 .60 .75 .95 1.85 2.65 4.00

Garden75 .80 1.35 4.25 6.25

St'd Gate95 1.00 1.10 1.4c 1.90 4.40 5.00

St'd Globe55 .60 .75 .95 1.35 2.65 4.00

VISES—Bench—Bonney—No. 112, \$1.25 each; 113, \$1.50;

114, \$2.00; 115, \$2.25; 118, \$3.00. Yankee—No. 990,

\$4.00; 993, \$11.25.

Hand—Alford—No. 1, \$5.25 each; 2, \$5.00. Stearns—

21, 75c.

Machinists—Parker—No. 103, \$12.25 each; 103 1/2,

\$14.25; 104, \$16.50; 104 1/2, \$20.75; 105, \$26.75; 106,

\$50.25; 203 1/2, \$18.75; 204, \$21.75; 204 1/2, \$26.25; 205,

\$38.75; 206, \$65.75.

Solid Box, Blacksmiths'—55-lb., \$14.25 each; 50-lb.,

\$16.25; 70-lb., \$22.00; 100-lb., \$32.00.

Handy-Worker—Stewart, \$40.00 each.

Machinists—Prentiss—No. 2, \$19.50 each; 2 1/2, \$23.75;

3, \$27.75; 19, \$23.75; 19 1/2, \$29.75; 20, \$35.25; 51, \$14.25;

52, \$16.75; 53, \$20.75; 54, \$27.00; 55, \$39.75.

Oval Slide—No. 0, 2 1/2-inch, \$6.00; 1, 3-inch, \$5.50;

2, 3 1/2-inch, \$7.00; 3, 4-inch, \$11.00; 4, 4 1/2-inch, \$16.50.

Pipe—Hinged—No. 600, \$1.50 each; 671, \$5.25; 672,

\$8.50; 673, \$11.50; 674, \$24.7

RETAIL SELLING PRICES—Continued.

TINWARE

Boilers, Coffee		Covers, Pot		Moulds, All Kinds		IC, Ret.		Scoops	
27	1.10	6-9	.10	3, Melon	1.75	801, 802	.20	2	.35
29	1.50	10-11	.15	2, Melon	1.35	804	.35	4	.70
352	.80	13	.25	4, Melon	2.00	806	.40	12	.15
354	1.10	15	.85			808	.45	14	.20
Boilers, Wash		Cups		Pails, Dairy		8100	.55	20	.50
Copper Bottom		211, 212	.10	IC, 6 qt.	.30	Pans, Muffin		40	.75
IC, 8	8.00	09, 010	.15	IX, 10 qt.	.40	6	.25	Sieves, Flour	
IC, 9	8.25	9, 10, 214	.20	IX, 14 qt.	.80	8	.30	2, 316	.25
IX, 8	8.25			IXX, 14 qt.	.85	12	.40	318	.30
IX, 9	8.50	Dippers		IXX, 14 qt.	1.00	Pans, Patty		Sifters, Flour	
IXX, 8	4.75	2	.15	IXXX, 12 qt.	1.25	All Nos.	.10	0	.25
IXX, 9	5.25	4, 01	.20	IXXX, 16 qt.	2.00	Pans, Pie		1	.45
Copper Rim		02, 81, 82	.25	IXXXX, 18 qt.	2.25	6, Shallow	.10	10	.70
IX, 8	4.00	33, 34	.30	IXXXX, 20 qt.	2.50	9	.15	Acme	.35
IX, 9	4.25	48	.50	Pails, Fruit Picking		Deep	.15	Nesco	.35
Bowls, Wash		Fillers, Fruit Jar		14 qt.	.65	Pans, Pudding		Shaker	.50
06 1/2	.15	48	.45	Pails, Peddlers		IC, Plain		Skimmers	
08	.25	Forks		Small	.45	015 to 018	.15	10	.20
6 1/2	.30	203	.60	Large	.55	019, 020	.30	45	.10
8	.40	206	.75	Pails, Strainer		021, 022	.25	Spoons, Basting	
Buckets, Covered		419	.10	IX, 10 qt.	1.10	IC, Ret.		110	.10
11	.15	425	.15	IX, 12 qt.	1.15	16	.25	114	.15
12	.25	1197	.20	IXX, 12 qt.	1.25	18	.35	312	.20
14	.35	1198	.25	IXX, 14 qt.	1.35	20	.40	316	.30
Buckets, Dinner		Funnels		Gem, 12 qt.	1.50	22	.50	Spoons, Mixing	
1	.75	10, 15	.10	Gem, 14 qt.	1.65	Pans, Rinsing		15	.20
2	.85	20, 25	.15	Pans, Bread		IC, Plain		25	.15
3	.90	30	.20	01, 110, 80	.20	8	.40	Steamers	
30	.75	35	.25	140, 200	.30	14	.50	70	.65
40	.85	235	1.35	800	.35	17	.60	90	.85
Cans, Milk		335	1.75	Pans, Corn Cake		IC, Ret.		Steeper, Tea	
1	.35	Graters		06	.25	8	.50	12	.25
3	.55	02	.10	08	.35	14	.70	Strainers	
4	.70	020, 100	.20	012	.50	17	.90	2, 3	.15
01	.30	030, 150	.25	Pans, Cake		Pans, Lipped Sauce		020	.20
03	.55	Kettles, Lipped		Perfection		016	.85	Jelly	
04	.70	Preserving		Round, 9 1/4 in.	.15	020	.45	120	.25
102	4.00	160	.35	Round, 10 1/4 in.	.20	022	.50	160	.30
103	4.50	200	.45	Square, 8 1/2 in.	.20	028	.75	Milk	
1020	5.25	240	.60	Square, 9 in.	.30	030	.85	10	.30
1040	7.00	280	.75	Mt., 9 1/4 in.	.20	Pots, Coffee		121	.40
Cans, Oil		Ladles		Tube, Rd., 1 1/4	.25	1	.25	122	.45
30	.35	010	.20	Tube, Sq., 9 in.	.45	2	.35	Milk Can	
31	.45	11	.25	Pans, Dish		4	.55	011	.85
Colanders		Measures		10	.70	Pots, Tea		33	.50
10	.25	63	.20	14	.85	241	.25	55	.75
11	.25	83	.25	21	1.25	241 1/2	.30	60	1.85
104	.40	85	.45	Pans, Milk		242	.85	Soup	
306	.55	86	.65	IC, Plain	.10	Raisers, Bread		20	.40
Cookers, Steam		122	.20	200	.10	14	2.00	Turners, Cake	
42	3.25	124	.25	200 1/2	.10	117	2.50	1, 2, 71	.10
45	4.00	126	.50					6, 18	.15

WASHBOARDS—Crown Glass, 90c each; Crown Brass, 80c; Pacific Zinc, 75c; Silver Queen, 65c.

WASHERS—Cast Iron—Size 1/2 to 2, 10c lb.; Angle, 10c. Malleable—Standard, 20c lb.; Nail Hole, 20c lb.; Angle, 30c lb.

Cut—Sizes 8-16, 29c lb.; 1/4, 25c; 5-16, 22c; 3/4, 20c; 7-16, 19c; 1/2, 18c; 1/4 to 1, 17c.

WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 20c; 2 White, 20c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 32c.

WATCHES—Westclox—Pocket Box, \$2.00 ea.; Glo-Ben, \$3.25. \$7.00 each; No. 1, 3 1/4 cu. ft., \$7.75; No. 2, 4 1/4 cu. ft., \$8.50.

WAX—Floor—Johnson's or Old English, lb., 75c; 2 lb., \$1.50; 4 lb., \$2.60.

WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 28c; Cedar Atha, 29c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS—Garden—No. 0, 1 1/4 cu. ft. capacity, \$7.00 each; No. 1, 3 1/4 cu. ft., \$7.75; No. 2, 4 1/4 cu. ft., \$8.50.

Railroad—Bolted, \$8.50 each; Stave, \$6.00. Steel Tray, Wood Frame—Star \$8.25 each. Steel Tray and Frame—AX, \$10.75 each; 4, \$13.50; 5, \$14.50; 10, \$20.25; 25, Concrete, \$14.50.

WICKS—Lamp and Lantern—O. E Flat, 2 1/2 c; 1. A Flat, 2 1/2 c; 2. B Flat, 2 1/2 c, 3. D Flat, 2 1/2 c; 2 Rochester, 10c; 3 Rochester, 20c; 2110 W Rayo, 15c.

Stove—4 in. Flat, 10c; 3 Perfection, 25c; 500 Perfection, 50c; 018 Dangler, 40c.

WIRE—Advances on Plain Wire Fence—Annealed Galvanized Baling Wire

9 and Coarser	Base	.50	...
10		.05	.55
11		.10	.60
12		.15	.65
13		.25	.75
14		.35	.85
15		.45	1.30
16		.55	1.40
17		.90	2.15
18		1.50	2.75

Soft Copper—1/4 lb. coils—16-20, 40c each; 22, 45c; 24, 50c; 26, 50c. 5-lb. coils—11-12, 40c each; 13-14, 40c; 15-16, 45c; 17-18, 45c; 19, 45c; 20, 45c; 22, 45c; 24, 50c.

Stone Wire—Galvanized—No. 16, 17c; 17, 18c; 18, 18c; 19, 20c; 20, 20c; 21, 20c; 22, 20c; 24, 23c. Black Annealed—No. 16, 15c; 17, 15c; 18, 17c; 19, 17c; 20, 18c; 21, 18c; 22, 18c; 24, 20c.

Barbed Wire—80-rod spool—American Special, Cattle, \$3.40; Hog, \$3.70. Galv. Am. Glidden, Cattle, \$4.75; Hog, \$5.10.

Catch Weight pools—Owt.—Galv. Waukeganito, \$6.95; Galv. Baker, \$6.45; Galv. Glidden, \$6.20.

Stove Pipe Wire—Black per Stone—No. 18, \$1.90; 19, \$2.00; 20, \$2.15; 21, \$2.20; 22, \$2.30. 50-foot coils, 10c.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, 90c each.

Bowls, Chopping—11-inch, 30c each; 15-inch, \$1.35; 17-inch, \$3.00.

Pins, Rolling, 55c each.

Spoons, 13-inch, 15c each; 15-inch, 20c.

At Last---

A SELF BLOWING ALCOHOL BLOW TORCH

THE DUPLEX

Just what Electricians, Auto Mechanics, Dentists, Battery Repairmen have been waiting for.

ABSOLUTELY AUTOMATIC

The finest thing in the torch line ever made.

Write for prices and particulars.

MANUFACTURED BY
PEERBLOW MFG. CO., Leetsdale, Pa.





WEED TIRE CHAINS

The Magnet that draws Profitable Trade



DISPLAY WEED CHAINS IN YOUR WINDOWS AND SALES ROOMS AND YOU DISPLAY GOOD SOUND BUSINESS JUDGMENT AS WELL.

You will attract all types of cars to your doors—they all must use Weed Chains for safety's sake.

Post mortems are never held over Weed Chains—they never make dead stock. Even when roads and pavements are dry the experienced motorist will buy—

*"In time of sunshine he prepares for rains,
Stops at his dealer's and buys Weed Chains"*

Don't forget to order a stock of Weed Cross Chains, too. We will send you an attractive board on which you can display our Cross Chains to the best advantage if you will but write for it. Now's the time. Write for it now.

AMERICAN CHAIN CO., INC., BRIDGEPORT, CONNECTICUT

In Canada: Dominion Chain Co., Ltd., Niagara Falls, Ont.

District Sales Office: Boston, Chicago, New York, Philadelphia, Pittsburgh, San Francisco, Portland, Ore.

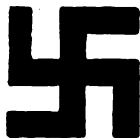
The World's Largest Manufacturers of Chain



THE BUFFUM TOOL CO.

LOUISIANA, MO.

High Grade Tools



For High Grade Workmen

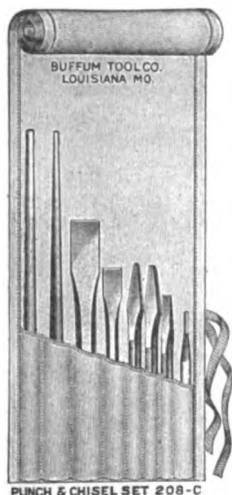
TO MR. BUYER:

NEW GOODS

ALL TOOLS ARE WARRANTED

**LIST
EACH**

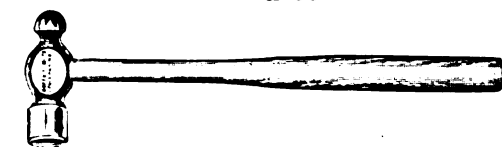
No. 208-C "Special" Blued Chisel and Punch Set (8 tools).....	\$3.50
No. 394 "Special" Blued Chisel and Punch Set (12 tools).....	3.50
No. 285-C "Reliable" Polished End Chisel Set (8 tools).....	2.50
No. 313 "Special" Blued Auto Punch Set (5 tools).....	3.00
No. 313½ "Reliable" Polished End Auto Punch Set (5 tools).....	2.75



No. 208C

Machinist Ball Pein Hammer

Polished face, sides and pein; black neck. White second growth handles



**Tools
That Please**

**Trade
Builders**

Made in sizes 3 oz. to 2½ lbs.

Packed one-half dozen in a box



No. 313

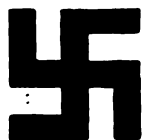
AJAX AUTO TOOL KIT

in a Canvas Roll, Consisting of

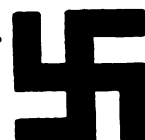
1/12 doz. No. 1018 Hammer, No. 2324 Wrench, No. 2015 Driver	LIST PRICE \$4.50
1/12 doz. Eng. Wrenches Ea. No. 2250-51-52, No. 1902 Cotter Pin Tool	
1/12 doz. No. 2377 Plier, No. 572 Hand Punch, No. 24 Cold Chisel	


Write for Discount and Sample Tool Sets

Prompt Shipments Promised



C. W. GAUSE CO., Western Sales Agents
693 Mission Street, San Francisco, Cal.





CORBIN

House Letter Boxes

MAIL BOX CAMPAIGN NOW ON!

Are You Prepared to Meet the Demand for
House Letter Boxes Occasioned by the Fol-
lowing Order Issued by the Postmaster
General?

Washington, October 3, 1921.

"If expeditious and efficient city delivery service is to be accorded it is essential that all buildings to which mail is delivered be properly numbered and equipped with private mail receptacles.

"As a preliminary step, on October 19, 1921, the postmaster of every post office having city or village delivery service will require his carriers to report the address of every dwelling and place of business on their routes not so numbered and equipped.

"After all delinquent patrons have been communicated with the carriers should be required to report results, and the matter should be followed up in cases where either a receptacle or a number has not been provided."

Subsequent Order, October 28, 1921.

"This work should be continued until a mail receptacle has been established at every place where its use will facilitate the safe and prompt delivery of mail."

Send for Catalogue 22-B, showing new styles

CORBIN CABINET LOCK CO.

The American Hardware Corp., Successor

New Britain, Conn., U. S. A.

CHICAGO NEW YORK PHILADELPHIA



e 8 '22 S

Hardware - PLUMBING AND HEATING - World

MAKE
1922
the
Greatest

FEBRUARY 1922

"The Spring of 1922"

Will be everlastingly famous as the first era of real post-war prosperity in general.

And for HARDWEAR Tires it will mark probably the most phenomenal growth of any tire business in existence.

We have had promises of business from our present 2187 customers and from others who are not yet customers—which indicate that by the end of the Spring we will be unable to fill orders from any but our regular dealers.

We have gone through 1921 with a substantial showing in spite of the fact that older and wealthier concerns have withstood heavy losses.

We have had less than one per cent adjustments—of which over half were based on "policy."

And we count as our customers the most representative retail hardware dealers in the country.

All of which conclusively demonstrates again the old axiom that a reliable product at a fair price always means success.

We will welcome inquiries from first class hardware dealers and sincerely urge promptness so that we may make the necessary preparations to take care of your business efficiently.

See Our Exhibit

at the Convention of the
Pennsylvania and Atlan-
tic Seaboard Hardware
Association, to be held
in Philadelphia on Feb.
14th, 15th, 16th, 17th.



And also see our exhibit
at the Convention of the
State Retail Hardware
Association to be held at
Rochester, N. Y., Feb.
21st, 22nd, 23rd, 24th.

HARDWEAR TIRE CORPORATION

Chicago Branch:
1509 S. Michigan Ave.

Hardwear Tires are Made Exclusively for the
RETAIL HARDWARE TRADE

Factory and Offices:
E. Rutherford, N. J.

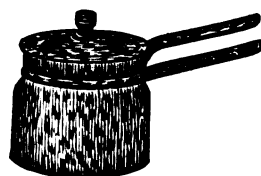
1834

1922

"STERLING"

GRAY ENAMELED WARE

A High Grade Ware in Every Particular
HIGHEST QUALITY EXTRA FINISH



THIS GUARANTEE ON EVERY PIECE
INSURES

QUALITY

No Better Gray Enamelware Can Be
Produced at Any Price



TRADE MARK



REPRESENTED
IN



California by
**BARRETT & ROSS
COMPANY**

Rialto Building, Room 234
New Montgomery and
Mission Streets
San Francisco, California

Washington, Montana,
Idaho, Oregon, Colorado
and Utah

by
FRED A. LEE
1620 Thirteenth Avenue
Seattle, Wash.

The Southwest
by
HARRY O. DAVIS
Houston,
Texas

THE CENTRAL STAMPING COMPANY

206-208 Broadway, New York City, N. Y.

Whitlock Rope Hoists the Goods of the World

WHEREVER the merchantmen of America discharge or take on their cargoes, there you will find stout Whitlock Manila working with might and main. It is the choice of the sea for it costs no more and lasts longer.

Whatever your work may be, whether on farm or ship or railroad, Whitlock will save you money. It is therefore building business throughout the land for wide-awake dealers.

WHITLOCK CORDAGE
THE UTMOST IN ROPE VALUE

WHITLOCK Manila is the rope that is Guaranteed Superior in every respect to U. S. Government Standards, not only in strength, tare and length per pound, but also in quality of fiber. You take no chance with Whitlock rope.

Every coil now bears our orange and black label—the trade-mark of superiority.

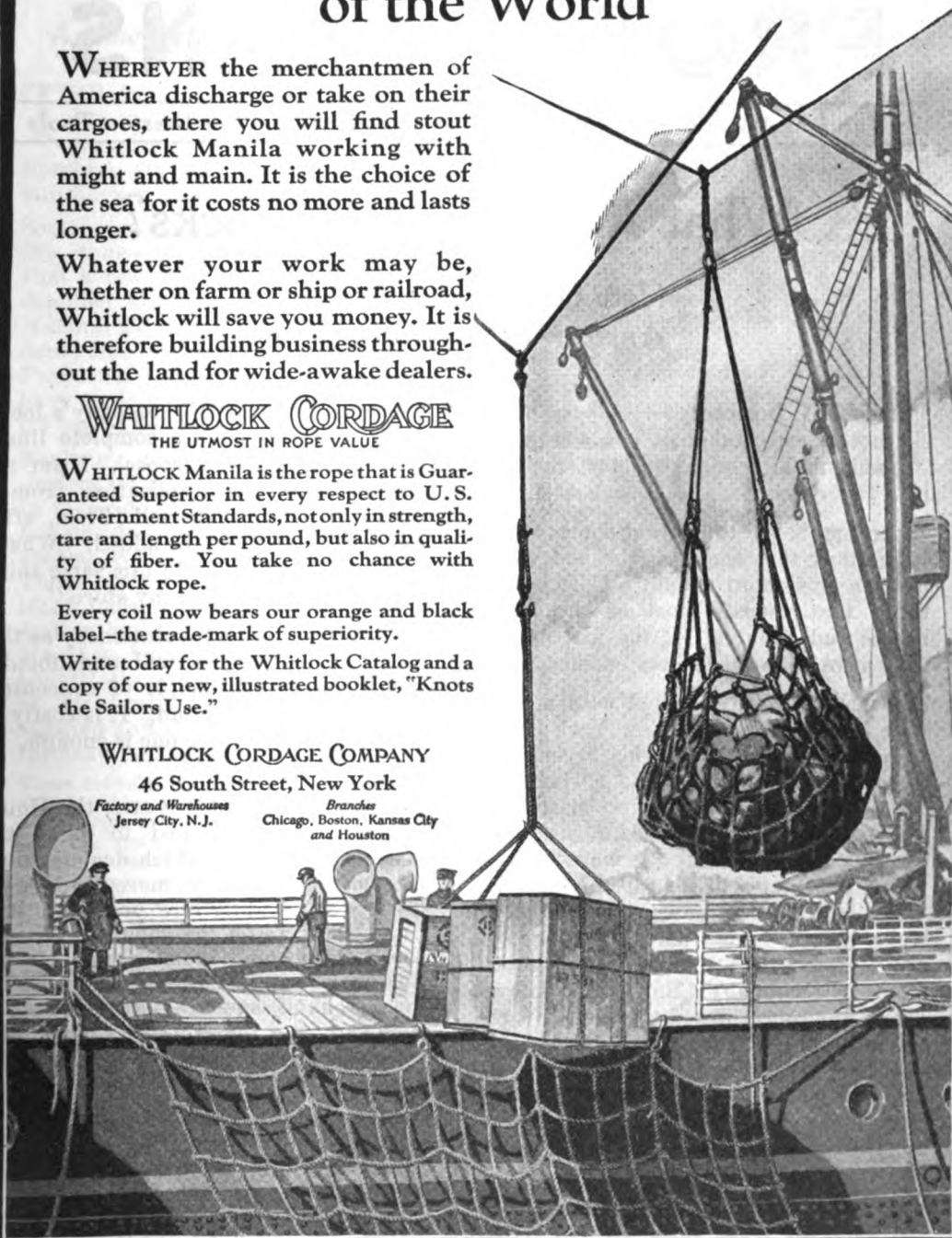
Write today for the Whitlock Catalog and a copy of our new, illustrated booklet, "Knots the Sailors Use."

WHITLOCK CORDAGE COMPANY

46 South Street, New York

Factory and Warehouses
Jersey City, N. J.

Branches
Chicago, Boston, Kansas City
and Houston



DISSTON

PROFIT PLANS

Published Monthly in the Interest of Merchants Selling Disston Tools

What Are Complete Stocks?

How One Dealer Found the Answer at Inventory Time

TAKING inventory? If you have not already taken it you are probably making plans to start the job in a few days.

Inventory is the thing that shows what is in stock that shouldn't be and what isn't in stock that should be. It is the thing that reveals most of the good moves and about all of the bad moves that have been made in a business.

The writer recently talked with a live-wire hardware man in New York State who had just completed his inventory. This dealer had just made a startling discovery about his stock. In telling about it he said, "Take, for instance, my line of padlocks. (It wasn't padlocks, but that will do for this story.) Why, I have five drawers full of padlocks. I have some from "A" company, some from "B" company, and some from "C" company. But do you know, I have the same darned thing from each one of them. I have been carrying a stock of one style from each of these makers and none of a dozen other styles from any maker."

When asked what he was going to do about it, he said, "Monday a sale begins here which is going to dispose of every one of these locks from all but "B" company. I have already ordered a

complete line of "B" company's locks. I am going to have a **complete** line—a lock for every purpose. I am not going to have a duplication from a dozen different makers." Then, after a moment's thought, he added, "What's more, I am going to do this same thing right straight through my store."

You may not be as revolutionary as this man. However, you will undoubtedly admit that the principle of concentration on one line is sound. It is costly to carry two lines where one is enough. It means double stocks.

For more than eighty years, the House of Disston has worked to make the Disston line one on which dealers could concentrate. Today more and more dealers are finding how profitable it is to concentrate on the complete Disston line. For years, "the saw most carpenters use" has held its place as leader among hand saws. Disston prestige sells saws and the same Disston reputation helps to sell every other item in the complete Disston Line.

Disston quality is Disston quality—whether in a saw, a file, a trowel, a plumb-and-level, or what not. And the dealers who are concentrating on the Disston complete line find that the quality and reputation of Disston goods mean extra sales for them.

February, 1922

DISSTON PROFIT PLANS

Who Supplies the Trowels to Be Used in Laying the Corner Stones of Your City?

A New Phase of Disston Service

THE laying of a corner stone is an important event. Churches, fraternal organizations, public institutions, libraries, etc., lay corner stones for their buildings with great ceremony.

Some person of prominence usually lays the stone—and a trowel is always used. Just a few weeks ago one of our dealers supplied the Disston Trowel with which Marshal Foch laid the corner stone for the new home of the American Legion Post at Pasadena, California. In past years we have made many specially finished trowels for use on similar occasions.

Realizing the possibilities offered our dealers for publicity if they are in position to take advantage of such events, Disston has decided to carry in stock at all times special trowels for this particular purpose. These special trowels are exquisitely finished tools. They are as smooth as glass and as highly polished as a mirror. The 9½ inch blade and the ferrule are both beautifully nickel-plated. The handles are of mahogany. They are all carefully selected and evenly grained with a beautiful hand polished finish.

These trowels, with the regular Disston etching, will be shipped from stock within twenty-four hours after receipt of your order. We will also carry in stock, several dozen of these trowels, entirely finished to the operation of etching. On these trowels we will place any etching you indicate (such as a lodge emblem, etc.) to fit the occasion. When a special etching is required please allow us three weeks to make shipment.


These trowels will sell at a price slightly higher than our regular stock but as cheaply as possible when the extra finish is considered.

Do not overlook this opportunity for publicity for your store. The next time a corner stone is to be laid, arrange to furnish the trowel. Because we can give you immediate shipment, you can supply a special, beautifully finished tool at once. You can display this special trowel in your window before and after the event—you can mention the

A List of What Disston Makes


And in these Saws, Tools and
Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels
 **Buck Saws**
Butcher Saws and Blades
Circular Saws for Wood, Metal,
and Slate

Compass Saws
Cross-cut Saws and Tools
Cylinder Saws
Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters'
Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears



 **Ice Saws**
Inserted Tooth
Circular Saws
Keyhole Saws

Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork,
Cloth, Leather, Paper, etc

Knives—Machine
Levels—Carpenters' and Masons'

Machetes
Mandrels
Milling Saws for Metal
Mitre-box Saws
Mitre Rods



One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws

Re-saws
Saw Clamps and Filing Guides

 **Saw Gummers**
Saw-sets
Saw Screws
Screw Drivers

Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular

Squares—Try and Mitre
Stave Saws
Sugar Beet Knives
Swages



Tools for Repairing Saws
Tool Steel

Trowels—Brick, Plastering,
Pointing, etc.

Veneering Saws
Webbs—Turning and Felloe

This is a partial list. There are thousands
of items in the complete Disston list.

incident in your advertising—and, in many ways, you can attract valuable attention to your store.

HENRY DISSTON & SONS, Inc.
PHILADELPHIA, U. S. A.

Hardware World

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Volume XVII

FEBRUARY :: 1922

Number 2

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T. M. Shearman,
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388 Taylor St.
Portland, Ore.

421 First Nat. Bank Bldg.
Chicago

Boatmen's Bank Building
Broadway and Olive, St. Louis, Mo.

Phelan Bldg.
San Francisco

424 Higgins Bldg.
Los Angeles

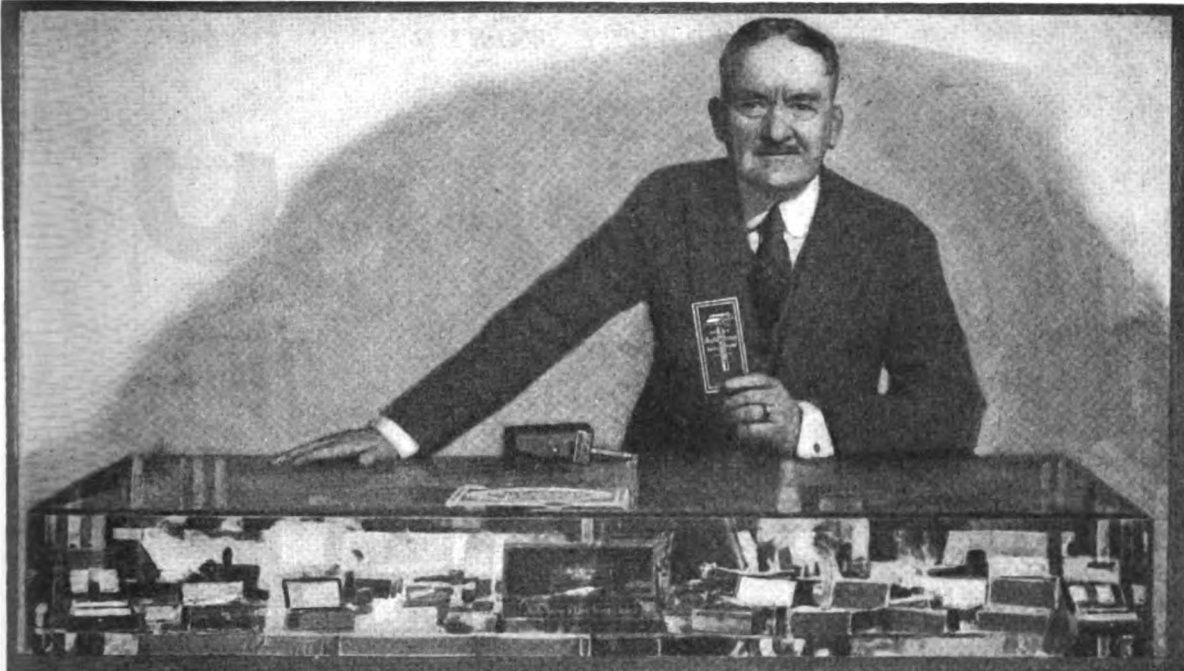
70 Fifth Ave.
New York

105 S. Houston St.
Dallas, Texas

505 Pioneer Bldg.
Seattle, Wash.

204 Scott Bldg.
Salt Lake, Utah

220 Pacific Bldg.
Vancouver, B. C., Can.



What is the retail dealer's greatest asset?

WHAT puts a dealer in first place in a community? Location, price, careful buying—all do their share. But the real key to success is the ability to win and hold his customers' confidence.

The man who does this leads because he has built up the greatest asset the retailer can have: the good will of his customers. *And any merchant can make every sale create this asset for himself—an asset more valuable than cash.* He can do it by seeing that every customer leaves his store pleased with the purchase made and the treatment received.

How dealers are profiting from good will

England and Maccafreay of Utica, N. Y., asked each man to whom they sold a Valet AutoStrop Razor to speak well of the razor to his friends if it pleased him. 1000 Valet AutoStrop Razors were sold by this store in seven months!

The P. C. De Vol Company, Council Bluffs, Iowa, has found that

Valet AutoStrop Razor sales make new customers for their entire line. One man was so well pleased with the razor that he returned later and bought a \$65 refrigerator.

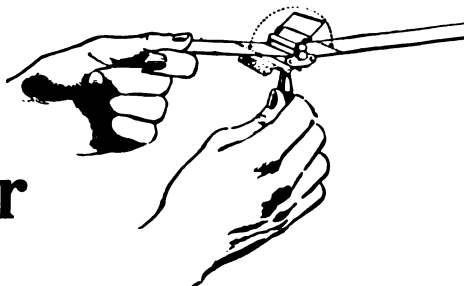
Explain to *your* customers how easily the Valet AutoStrop Razor strops and cleans, how it gives a new sharp edge every day, how it eliminates constant blade expense.

Merchants everywhere are using their razor show-cases to build good will. Many sell four Valet AutoStrop Razors where they used to sell one. And almost every sale creates a real friend for the store.

Write for information about our merchandising plan and other dealer helps. We can help you in many ways to speed up your Valet AutoStrop Razor sales.

AUTOSTROP SAFETY RAZOR CO.
New York Toronto London Paris

VALET
AutoStrop Razor
Saves constant blade expense



9,914,000 Families

Viko Aluminum Is Now Nationally Advertised

The tremendous selling influence of national advertising has been placed behind VIKO, The Popular Aluminum.

Starting with the January and February issues of national magazines reaching city, town and farm, millions of sales messages on Viko cooking utensils will be directed at the big

market for this popular-priced, high-grade aluminum ware.

This advertising blankets the homes of America. It reaches the worth-while families of your community and the surrounding territory from which you draw your trade. It will help increase the profits of every Viko dealer.

These are the publications being used in this big advertising and sales drive:

The Saturday Evening Post	2,250,000
Good Housekeeping	600,000
McCall's Magazine	1,500,000
Christian Herald	264,000
People's Home Journal	800,000
Woman's World	1,000,000
Farmer's Wife	700,000
Farm & Fireside	800,000
Farm Journal	1,000,000
Successful Farming	850,000
Iowa Homestead	150,000

Total Circulation 9,914,000 Families

A complete line of advertising helps will be furnished to every Viko dealer to enable him to connect his store directly with this powerful sales campaign. Send for yours now.

VIKO, The Popular Aluminum, is sturdily constructed from thick sheet aluminum, 99% pure. It is durable, finely designed and beauti-

fully finished. The Viko line is complete—it comprises utensils for every cooking requirement. Viko prices are unusually low.

Put the Viko line in your store. Profit from its big appeal of quality at low price. Connect your store with the national advertising campaign. For full information—

Ask Your Jobber

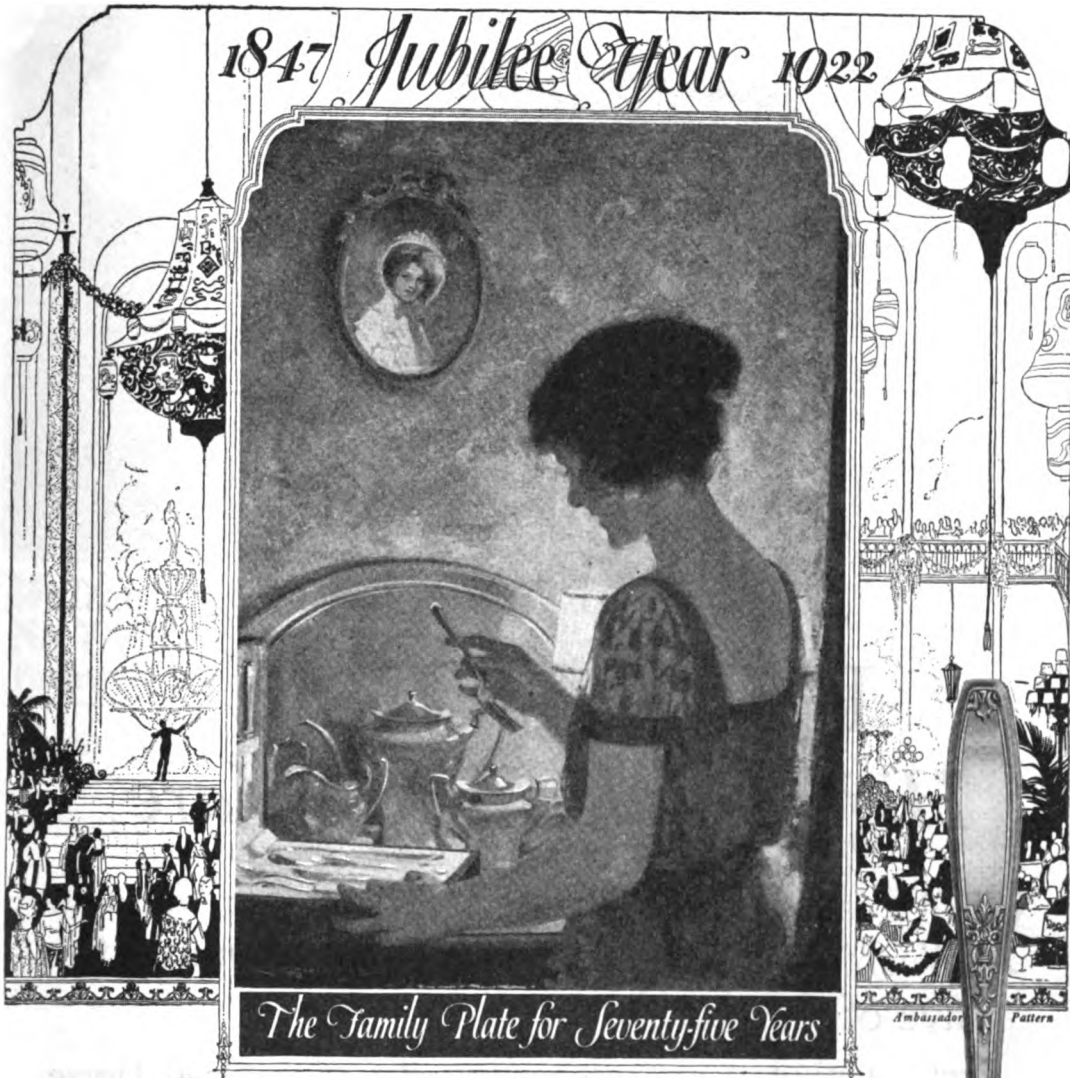
ALUMINUM GOODS MANUFACTURING COMPANY

General Offices: Manitowoc, Wis., U. S. A.

Makers of Everything in Aluminum

VIKO

The Popular Aluminum



1847 ROGERS BROS.

SILVERPLATE

Every one of our friends in the trade is invited to join with us in celebrating our Seventy-fifth Anniversary. Our advertising and selling plans make 1922 a year of exceptional opportunity for all concerned in marketing 1847 Rogers Bros. Silverplate. May your part in it bring you happiness and prosperity.

Pacific Coast Warerooms, 150 Post Street
San Francisco, California

INTERNATIONAL SILVER CO.





IRON HORSE *High Grade Metal Ware*

YOU can stack fourteen Iron Horse *Nestable* Wash Boilers in the same space required for five of the *straight* type.

The slight flare or taper on the sides of the Iron Horse Wash Boiler—about $\frac{1}{4}$ " on the side—so slight in fact that you positively cannot detect it, allows them to be nested with a saving of approximately 45% in shipping charges and storage space. ¶ There are three sizes 8-9-10, and five styles in tin, galvanized metal and copper. Ask us to tell you more about them.



Iron Horse Wash Boilers—
all sizes, nest for shipment
as shown.

ROCHESTER CAN COMPANY

*Largest Manufacturers of Strictly
Quality Metal Ware in the World*

ROCHESTER



N. Y.

DAYTON Accuracy

Insures Full Profits On Every Sale



*The Dayton Moneyweight
No. 74 Hardware Scale
(Formerly Detroit Automatic)*

Some of the Things It Does:

1. *Protects your profits.*
2. *Enables you to sell profitably in small quantities, articles bought in bulk.*
3. *Speeds up selling.*
4. *Automatically gives you visible indication of weight and selling price.*
5. *Increases your trade.*
6. *Makes your store more attractive.*
7. *Indicates progressiveness.*
8. *Inspires customer confidence.*

WHETHER it's nails, wire screen, brass, copper, solder, rivets, putty or any of the many other articles progressive hardware merchants are now selling by weight, the Dayton Moneyweight Hardware Scale turns every fraction of an ounce of this merchandise into money.

The selling price is also automatically computed, eliminating mental calculations that are so often wrong.

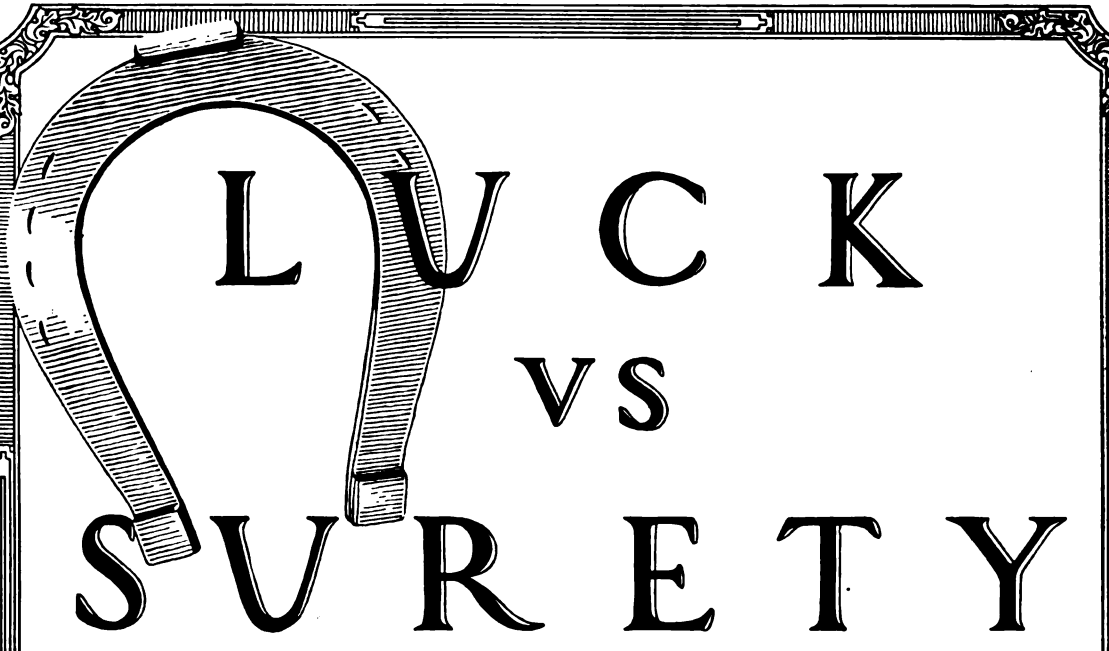
—and the customer gets exactly what he pays for.

This is the scale that pays for itself out of a part of the savings it effects.

ATTEND YOUR HARDWARE CONVENTION

If you get but one good merchandising idea it will more than repay you. Visit the Dayton Moneyweight Booth and enter your name in the \$50.00 credit contest and secure one of the Dayton Moneyweight Profit Percentage Charts.

DAYTON MONEYWEIGHT SCALE CO.
DAYTON, OHIO, U.S.A.
Branches in all Principal Cities



LUCK
VS
SURETY


Sorcery and witchcraft—reliance on the magic charm of the horse-shoe, the rabbit's-paw, the four-leaf-clover and other tokens of luck have succumbed to the advancement of the human intellect which now demands the tangible and the positive.

Structural workers, builders and painters, have learned that the utmost confidence and reliance can be placed in scaffolding supported by Columbian **Tape-Marked** Pure Manila Rope—as the red, white and blue **Tape-Marker** bearing the words "Guaranteed Rope, Made by Columbian Rope Co., Auburn, N. Y.," is the tangible and positive proof of the utmost quality in Rope.

The colored tape runs in one strand throughout the entire length of every coil. Insist on its presence—it is your Rope Insurance Policy.

Columbian Rope Company
332-80 Genesee Street
Auburn, N. Y. "The Cordage City"

Branches:	New York	Chicago
Boston	Houston	Baltimore



FLORENCE

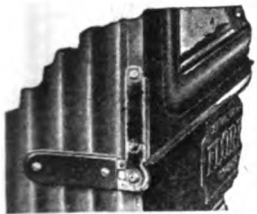
PORTABLE OVEN



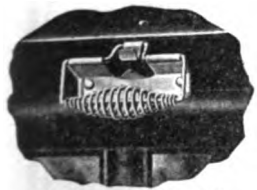
Do not hesitate to recommend and guarantee the Florence Oven to the most particular housewife.

It is the oven that gives uniformly good results.

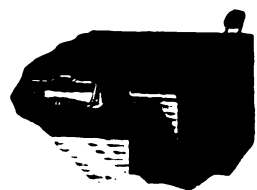
We stand behind your guarantee.



Florence Hinge



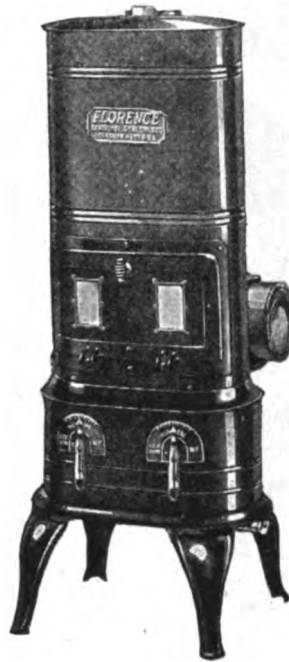
Florence Latch



Florence Door

Improved latch, hinges and door keep all heat inside. Asbestos interlined; welded grates; glass door; double heat spreader prevents burning on bottom. For use on any oil, gas, or gasoline stove.

No. 29-22, two-burner. Height, 18½"; depth, 13"; width, 21½"; weight, crated, 30 lbs. No. 19-22, one-burner.



FLORENCE Tank Water Heater

Burns kerosene; two powerful Florence burners. Twenty-eight feet copper coils; exclusive, patented "water leg" casting preheats water and prevents condensation. No. 22-20, 38" high; floor space, 17" x 17"; weight, crated, 77 lbs.



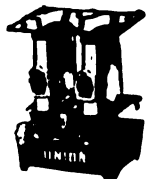
RELiance Wickless Oil Stoves

A high-class wickless stove. Intense blue flame heat close to cooking. Valve control. Powerful burners. Pipe connections electrically welded. Brass finished oil reservoir with glass end; visible oil supply. High shelf and base can be furnished. 1, 2 and 3 burner sizes.

The Reliance is made in three sizes: No. 10-22, One-burner. Height, 11"; depth, 14¼". Length, 18"; weight, crated, 16½ lbs. No. 20-22, Two-burner. Height, 11"; depth, 14¼". Length, 27¼"; weight, crated, 25¼ lbs. No. 80-22, Three-burner. Height, 11"; depth, 14¼". Length, 35¼"; weight, crated 34¼ lbs.

Cast Iron LAMP STOVES

Union, 1, 2, 3 burners; Model, 1, 2 burners. Brass wick tubes; 4" flat wicks.



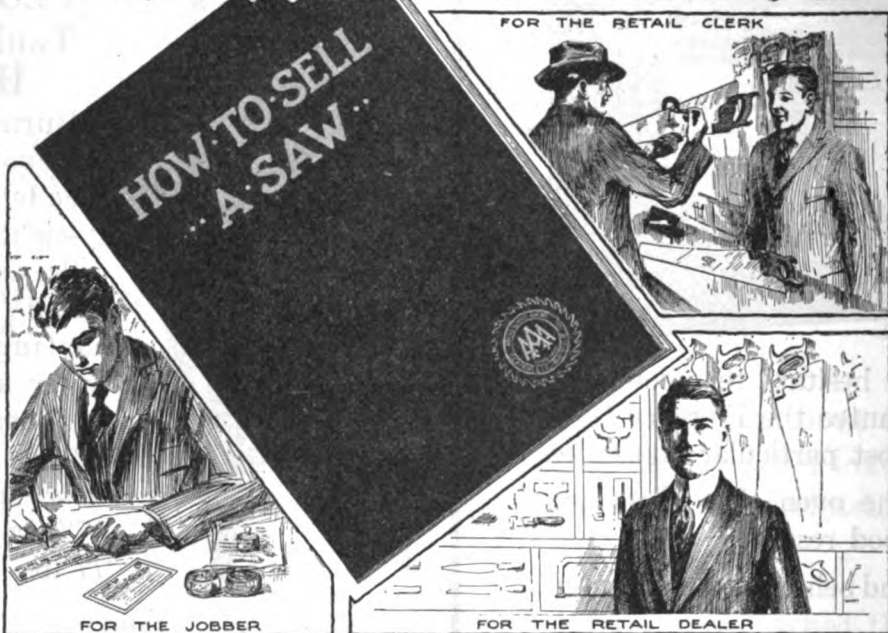
CENTRAL OIL & GAS STOVE CO., 455 School Street, Gardner, Mass.

Makers of the famous FLORENCE Oil Cook Stove

Digitized by Google

ATKINS

SILVER STEEL SAWS



SEND FOR THIS BOOK

HOW TO SELL A SAW

(Second Edition)

FREE TO HARDWARE MEN

IT TELLS ABOUT—

Getting Saw Education First Hand. Winning The Carpenters. How To Canvass Prosperous Farmers. Getting Uncle Sam On The Job. The Best Saws For The Home. Why Good Citizens Buy Good Tools. Getting A Reputation For Quality. The Smithing And Blocking Of A Saw. Real Taper Grinding. Getting Sales Outside The Store. A Talk On Window Displays. The Boss Is On Your Side. Meeting Mail Order Competition. What Saw Sales Depend On.

These articles have been assembled in book form, easy to read. There are over 50 tested ideas on selling, which are yours for the asking. Hardware salesmen, no matter how bright they may be, will quickly make this book a pal. No preaching in it. Full of live wire ideas. Practical, simple, sensible.

WRITE FOR YOUR COPY TODAY

E. C. ATKINS & COMPANY, Inc.

"The Silver Steel Saw People"

Established 1857

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton, Ontario

Machine Knife Factory, Lancaster, New York

Branches carrying complete stocks in the following cities:

Atlanta	Memphis	New Orleans	Portland, Ore.	Seattle	Sydney, N. S. W.
Chicago	Minneapolis	New York City	San Francisco	Vancouver, B. C.	Paris, France

The Remington
A Safe, Dependable Automatic Pistol



MODEL 51
FOR

**.32 Auto. or .380 Auto.
Cartridges**

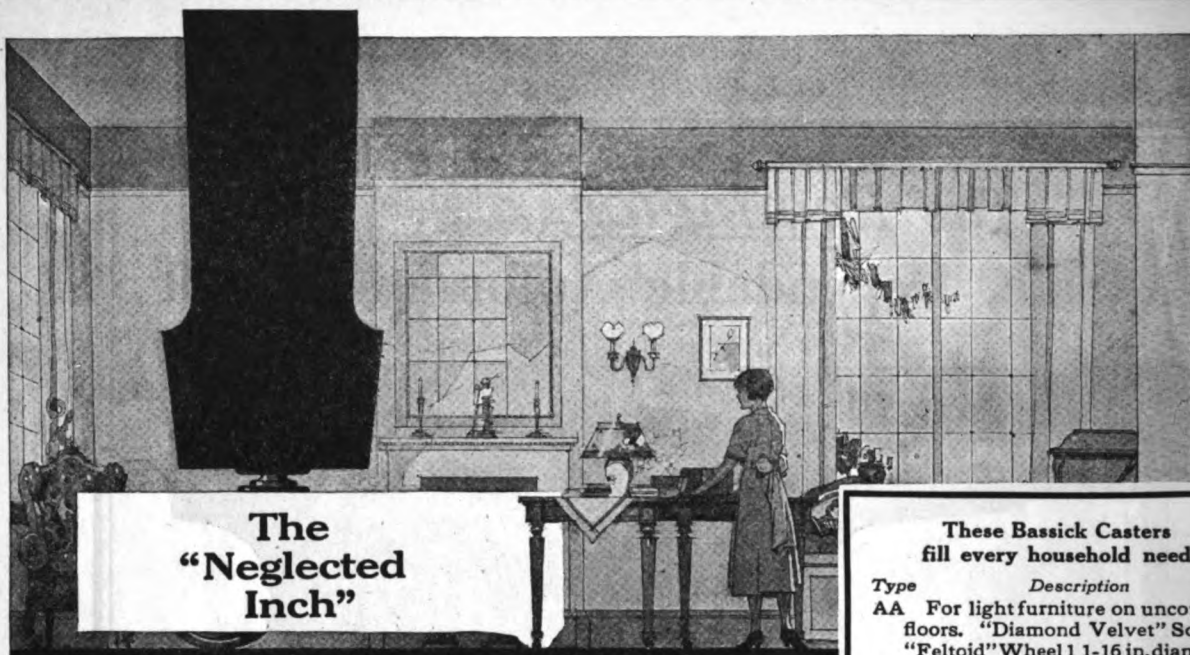
BANKERS, officers of the law and men who desire protection for their homes are asking for the Remington Model 51. The noteworthy features that make it absolutely safe for the user and deadly to the crook are part of the pistol mechanism—not accessories. The usual safeties—lever and grip—are supplemented by a bar that locks the firing mechanism when the magazine is withdrawn.

A clean, graceful outline conceals a sturdy and carefully made action that operates unfailingly.

Send for M-51 folders for counter and mail distribution.

*Remington firearms, ammunition and
cutlery are sold through the jobbing trade*

Remington



The "Neglected Inch"

In Every Home there is a "Neglected Inch"

IN nearly every room in every home there is a "Neglected Inch" to be filled at a profit to you—that dangerous troublesome inch—the inch between the furniture and the floor. Leave it unfilled or fill it with the wrong kind of casters and what's the result? Torn rugs, marred floors and rickety furniture.

Your community is seeking the right casters for their floors and floor coverings. Can you answer their demand?

The Bassick Company has selected fourteen casters to meet the needs of every household, packaged in a new and distinctive box, nationally advertised and properly priced. These casters are made with Feltoid Wheels that will not mar hardwood floors and brass wheels that protect floor coverings—both in sizes to fit any piece of furniture from the light parlor table to the heavy dining room buffet. Here is a line which, because of its rapid turnover, assures large profits for an initial investment of a few dollars.

If you have not already stocked Bassick Casters get in touch with your jobber or write us for detailed information and the name of our nearest distributor.

THE BASSICK COMPANY
Bridgeport, Conn.



Bassick Casters

These Bassick Casters fill every household need

- | Type | Description |
|-----------|--|
| AA | For light furniture on uncovered floors. "Diamond Velvet" Socket, "Feltoid" Wheel 1 1-16 in. diameter. |
| AB | For medium weight furniture on uncovered floors. "Diamond Velvet" Socket, "Feltoid" Wheel 1 1/4 in. diameter. |
| AC | For heavy furniture on uncovered floors. "Diamond Velvet" Socket, "Feltoid" Wheel 1 1/2 in. diameter. |
| AD | For office chairs, wooden bedsteads and extra heavy furniture on uncovered floors. "Diamond Velvet" Socket for 1/2 in. bore, "Feltoid" Wheel 1 1/2 in. diameter. |
| AE | For light furniture on covered floors. "Diamond Velvet" Socket, Brass Wheel 1 1-16 in. diameter. |
| AF | For medium weight furniture on covered floors. "Diamond Velvet" Socket, Brass Wheel, 1 1/4 in. diameter. |
| AG | For heavy furniture on covered floors. "Diamond Velvet" Socket, Brass Wheel 1 1/2 in. diameter. |
| AH | For office chairs, wooden bedsteads, and extra heavy furniture on covered floors. "Diamond Velvet" Socket for 1/2 in. bore, Brass Wheel 1 1/2 in. diameter. |
| AJ | For chests, utility boxes, shirt-waist boxes, etc., on uncovered floors. Roller Bearing, "Feltoid" Wheel 1 1/4 in. diameter. |
| AK | For chests, utility boxes, shirt-waist boxes, etc., on covered floors. Roller Bearing, Brass Wheel 1 1/4 in. diameter. |
| AL and AR | Type AL for Metallic Bedsteads having 3/8 in. rd. bedposts. Type AR for 1 in. rd. bedposts. Ball Bearing, Brass Wheel 1 1/4 in. diameter. |
| AM | For Metallic Bedsteads having 1 1/2 in. square bedposts. Ball Bearing, Brass Wheel 1 1/2 in. diameter. |
| AN | For Metallic Bedsteads having 2 in. rd. bedposts. Ball Bearing, Brass Wheel 1 3/4 in. diameter. |
| AP | For Metallic Bedsteads having 2 in. square bedposts. Ball Bearing, Brass Wheel 1 3/4 in. diameter. |

100 IN A BOX

SARGENT

Bright Wire Goods and Brass Cup and Screw Hooks



The unit or decimal system of pricing and packing, which we have adopted, applies to our Bright Wire Goods and Brass Cup and Screw Hooks which are favorably known by the whole hardware trade and recognized everywhere as standard goods. We now list these goods by the hundred and pack them in boxes of 100 each except the larger sizes which are packed 50 and in some cases 25 in a box.

This change will be appreciated by every hardware merchant and will be especially helpful to retail dealers.

The unit or decimal system saves labor and lessens the liability of error by reducing the computations necessary to arrive at a price.

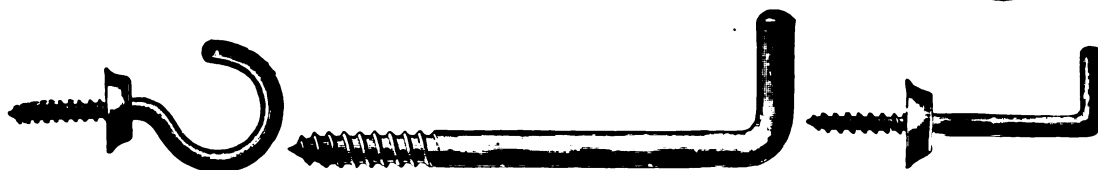
We can supply on request a price sheet showing the prices by the hundred compared with the old list by the gross and giving the quantity in a box of each number.

Sargent & Company

Hardware Manufacturers
NEW HAVEN, CONN.

NEW YORK

CHICAGO



MONEY!

"Cannon Ball" Garage Door Sets

*Sell Easy—Run Easy—
Make Friends—Stay Sold*

THERE'S money in "Cannon Ball" Garage Door Sets. A big demand combined with an outfit that sells on sight enable you to cash in on auto housing in your section.

Our special plan does away with the investment in heavy stocks and still puts you in a position to suit the individual requirements of every job.

The famous "Cannon Ball" Hangers and Track are used in this outfit. Two steel ball wheels, running on roller bearings—frictionless and noiseless—enclosed in tubular track.

The doors fold, slide and fit inside—suitable for any opening. Automatically held against wall by spring bracket which is self-adjusting to doors of any thickness—a feature exclusive with us.

Weather proof doors that fit tight as a drum, yet operate like a charm—no pushing, pulling and hauling. Just a touch opens or closes 'em. In addition to the set illustrated, the Star Line includes every style of garage door set yet proven practical in its most desirable form.

Write for catalog and the plan that keeps stock down and sales up.

Hunt, Helm, Ferris & Co.

Harvard, Illinois

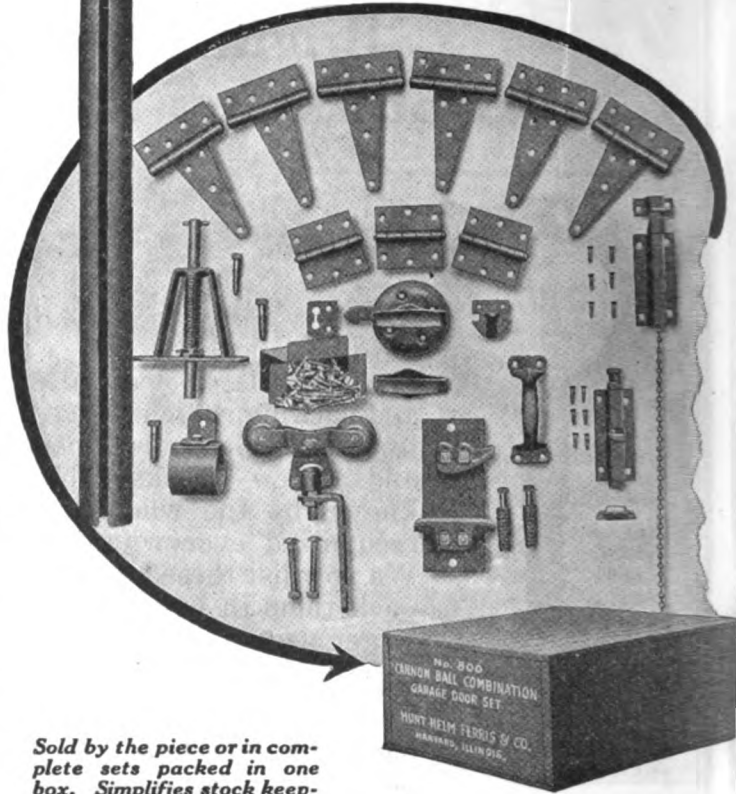
Complete Barn Outfitters

Albany, New York

360 East Morrison Street, Portland, Oregon
285 Minna Street, San Francisco, California
233 East Second St., Los Angeles, California

Designers and Manufacturers of

STAR Equipment

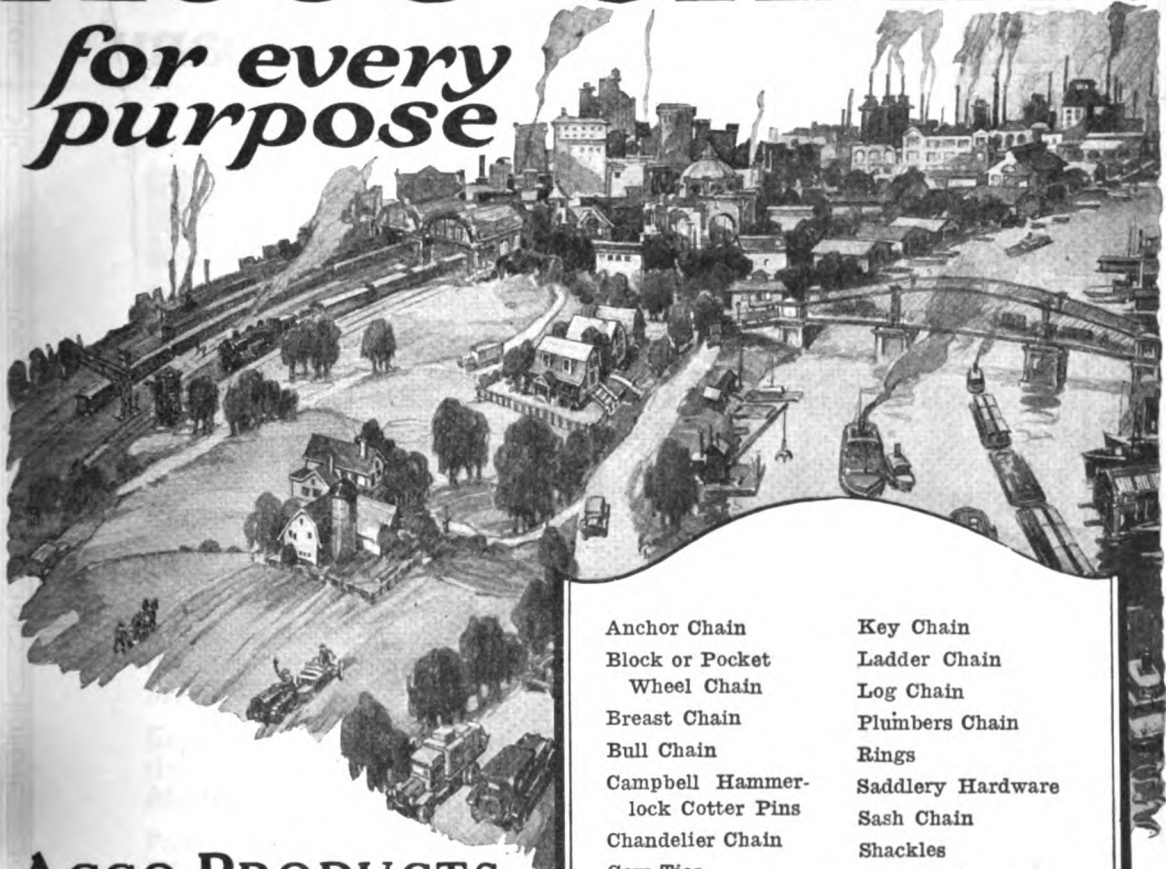


Sold by the piece or in complete sets packed in one box. Simplifies stock keeping and facilitates sales.



"ACCO" CHAIN

*for every
purpose*



ACCO PRODUCTS

are doing duty in every field of activity—wherever dependable equipment is required. Each is a responsible representative of an organization which has succeeded in making the word "Acco" synonymous with "Strength," "Security" and "Service."

We do not claim that all "Acco" Products are perfect but we say without fear of contradiction that every "Acco" product is the acme of conscientious effort exerted by highly trained experts and with the use of the best manufacturing facilities.

Every purchaser of equipment will find that the confidence he places in "Acco" Products will always be more than justified.

Anchor Chain	Key Chain
Block or Pocket	Ladder Chain
Wheel Chain	Log Chain
Breast Chain	Plumbers Chain
Bull Chain	Rings
Campbell Hammer-	Saddlery Hardware
lock Cotter Pins	Sash Chain
Chandelier Chain	Shackles
Cow Ties	Sling Chain
Dobbins Blow-Out	Sprocket Chain
Chain	Tire Lock Chain
Dog Lead Chain	Towing Chain
Dredge Chain	Trace Chain
Friction Chain for	Twinbar Bumpers
Looms	(automobile)
Halter Chain	Weed Anti-Skid
Hame Chain	Chain for Passen-
Hammock Chain	ger Cars and Trucks
Harness Chain	Weed Chain Jacks
Heel Chain	(automobile)
Hooks	Weed Bumpers
Jack Chain	(automobile)

AMERICAN CHAIN CO. INC.

Bridgeport



Connecticut

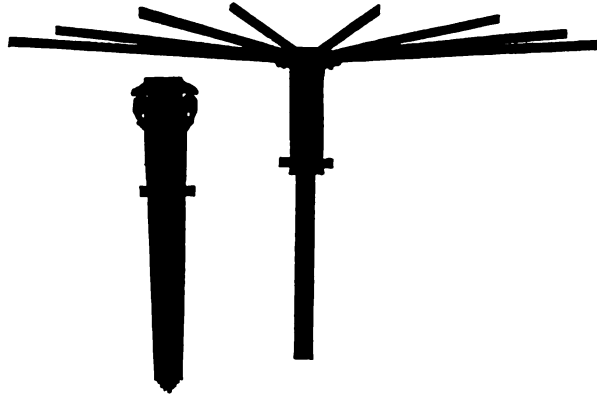
In Canada: Dominion Chain Company, Limited
Niagara Falls, Ont.

District Sales Offices: Boston, Chicago, New York,
Philadelphia, Pittsburgh, San Francisco, Portland, Ore.

The Largest Chain Manufacturers in the World

The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a

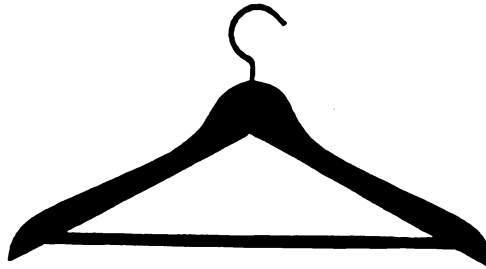
MOST COMPLETE LINE OF

Wall Clothes Driers

And

Wood and Wire Garment Hangers

OF EXCELLENT QUALITY



REPRESENTATIVES

THAYER & BOWER,
845 Monadnock Bldg.,
San Francisco, California

H. M. GREENER SALES CO.,
56 East Randolph St.,
Chicago, Illinois.

R. A. MORRISON,
309 Board of Trade Bldg., Portland, Oregon.

American Maid Aluminum Ware

The Popular Priced Line

THE secret of many successful house-furnishing sales has been due to the enthusiasm that **AMERICAN MAID** Aluminum Ware has created. Ask the buyer who has used **American Maid** for his Special Sales.

For over 25 years we have had one main ideal in the manufacture of aluminum cooking utensils—"To produce and sell at a Moderate Cost a line to meet all demands." We attained this in the production of **AMERICAN MAID** Ware.

Experienced housewives will welcome the opportunity to secure **AMERICAN MAID** at our exceptionally low prices.

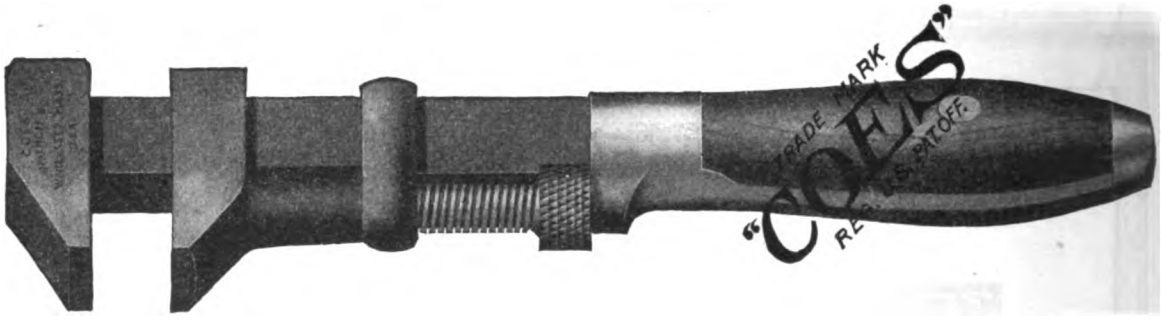
Provide NOW for your Special Sales—
Write for prices

Illinois Pure Aluminum Co.

LEMONT, ILLINOIS
U. S. A.

Exhibit—Chicago Show
Room 812 Morrison Hotel
February 6-16, 1922





Talk Service and Sell Coes Wrenches

"Guaranteed for so many thousand miles" is the cry of the tire makers. "So many miles on so many gallons of gas," shout the car manufacturers.

Why? Simply because everybody is stretching the dollar—the people want long service coupled with real economy.

Right here let us state that Coes Knife-Handle Wrenches have been known to give from 20 to 40 years' continuous service for their owners.

And Coes Steel-Handle Wrenches being made entirely of steel are even stronger than the Knife-Handle patterns.

So why not talk **service** and sell the wrenches that **give** it?

Sizes: 6 to 21 inches. Ask your Jobber to supply you.

COES WRENCH COMPANY

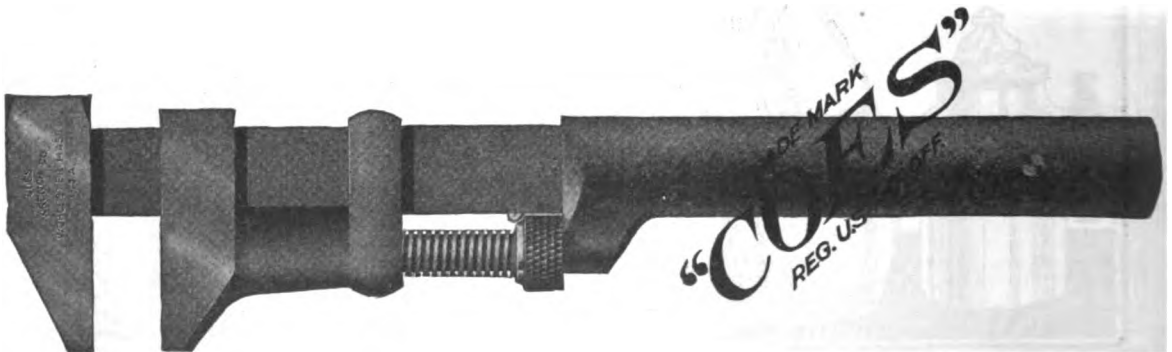
Established 1841 in WORCESTER, MASS.

AGENTS

J. O. McCarty & Co.
29 Murray St., New York

Pacific Coast Agents
John H. Graham & Co.
268 Market St., San Francisco

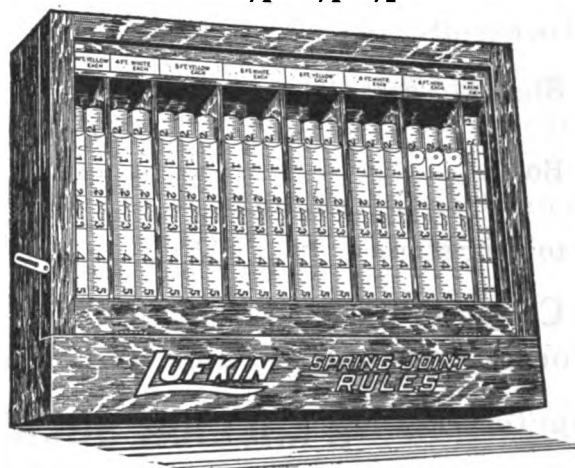
John H. Graham & Co.
113 Chambers St., New York



3 $\frac{1}{4}$ Dozen Popular Rules Strikingly Displayed

Yours for Regular Price of the Rules only

Size of Case: 15 $\frac{3}{4}$ x11 $\frac{3}{4}$ x4 $\frac{1}{2}$ Inches



Let this NEW Display Say to YOUR Trade

“Stop!

IF YOU NEED A RULE

Come Here!

WHENEVER YOU NEED ONE”

**The Mechanic Who Buys One Will Call When He Needs Another
FOR THESE ARE**

***LUFKIN* SPRING JOINT
WOOD RULES**

PROFITABLE FOR YOU BOTH

What Tool Does a Mechanic Buy More Often Than a Rule?

NEW ASSORTMENT No. 4. STOCKED BY JOBBERS

Contains 3 $\frac{1}{4}$ Dozen Rules—The Minimum Any Dealer Should Carry

THE RULES are of highest grade, and this assortment includes only most popular selling numbers, viz:

- 4 only each, yellow and white, 4-ft.
- 6 only each, yellow and white, 5 and 6-ft.
- 6 only 6-ft. yellow, with folding end hook.
- 1 only 6-ft. Folding Extension Rule, for inside measuring.

THE CASE is as fine as can be built, quartered oak, beautifully finished, with heavy glass lifting door. It sits securely in small space anywhere; keeps rules clean and in good order, and shows what you carry. Has space for inserting prices, further saving clerk's time.

Send for Catalogue
Tapes, Rules. Mechanics' Tools

THE *LUFKIN* RULE Co.

SAGINAW, MICH. New York
London, Eng. Windsor, Can.

Special Trial Offer—Write Today!

To familiarize the trade with the thoroughly standard quality of Many-Use Oil and the added profit to the dealer handling it, we make the following offer for this month only:

- 2 Doz. 3-oz. Standard Flat Cans** \$5.60
 (The kind the soldier has and your regular price)
- 1 Doz. 1-oz. Bottles** **0.00 FREE**
 (Sell them for 10 or 15 cents each)
- Parcels Post to your store** **0.00 FREE**

**Two Dozen Cans and a Dozen Bottles at your regular price
 for the cans only — Parcels Post Paid**

You get a quantity price
 on a small lot.

2 MILLION SOLDIERS TESTED

and will recommend "MANY-USE" Oil for Firearms

We Pay Delivery Charges



You get a big premium for
 pushing the line.

The oil is absolutely as
 good as, if not better than,
 any on the market.

Chosen, after strict test,
 for huge Government or-
 ders, during the war.



Make the Sales and You'll Get the Profits



We'll send you illustrated
 pamphlet showing 100
 uses.



THE MANY USE OIL CO.

John H. Graham & Co., Sole Agents

268 Market Street
 San Francisco, Calif.

1220 Boatmen's Bank Bldg.
 St. Louis, Mo.

388 Taylor Street
 Portland, Ore.

How You Can Double Your Sweeper Profits in 1922

*By acting in concert with these factors
which are working for you—*

NEW PRICE LIST

BISSELL SWEEPERS

		Retail	
		East. & Cent. States	West. & South. States*
Carpet Sweepers—			
"American Queen"	Per Doz. \$ 50.00	\$ 6.25	\$ 6.75
"Club"	108.00	13.00	15.00
"Elite"	56.00	7.00	7.50
"Grand Rapids" Nic.	44.00	5.50	6.00
"Grand Rapids" Jap.	40.00	5.00	5.50
"Grand" Jap.	56.00	7.00	7.50
"Parlor Queen"	52.00	6.50	7.00
"Princess"	46.00	5.75	6.25
"Standard" Jap.	36.00	.....	.....
"Universal" Nic.	42.00	5.25	5.75
"Universal" Jap.	38.00	4.75	5.25
Vacuum Sweepers—			
"Grand Rapids" V. S.	86.00	11.00	11.50
"Household" V. S.	75.00	9.00	9.50
Toy Sweepers—			
"Little Daisy"			
(3 or 6 doz. pkg.)	2.00	.25	.30
"Little Queen"			
(3 or 6 doz. pkg.)	3.50	.50	.50
"Little Jewel"			
(1 doz. pkg.)	12.00	1.50	1.60

*Western and Southern States in which the higher prices prevail owing to freight: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Texas, Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

New Prices on Bissell sweepers (more than ever the most economical work-saver—costs only 50 or 60 cents a year on conservative basis of ten years service.)

Each sweeper now in an attractive, convenient to handle and deliver carton.

Replacements mean many sales (about one-tenth of the millions of Bissell sweepers now in use are replaced annually).

The carpet sweeper as needful and as much desired as ever for everyday use—recognize this.

A great home building wave is full upon us and growing (this means home equipment needed).

Business conditions improving steadily—have a reasonable optimism.

The return to normal buying habits bodes well for Bissell's (an obvious fact).

The better living standard now established in thousands of homes means a larger potential market—realize on it.

*With all these opportunities can you doubt
that greater profits through increased sales
will accrue to you who go after it?*

Our sales material, consisting of fine cards, circulars, cooperative cuts, lantern slides, etc., plus our continuous magazine publicity, and a name that is a honored household word, will help you

BISSELL CARPET SWEEPER CO.

GRAND RAPIDS, MICH.

New York Office and Salesroom, 46 West Broadway

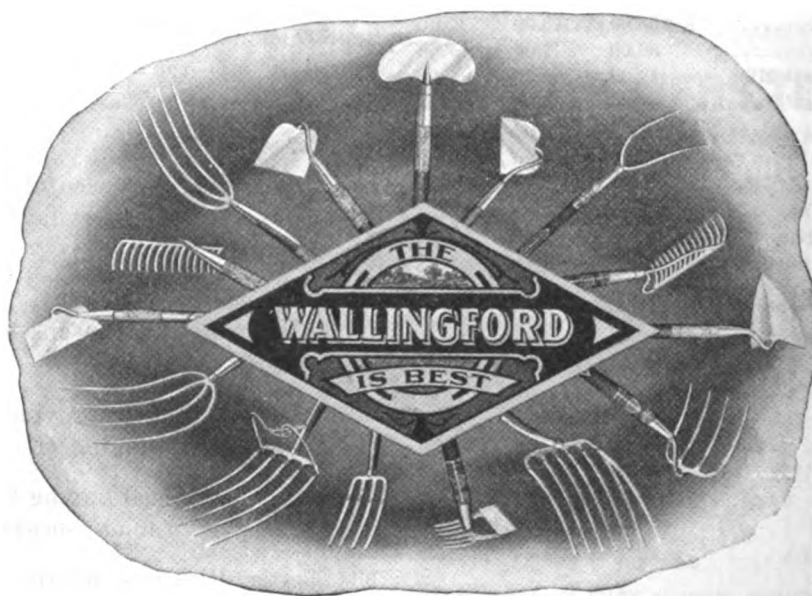
Oldest and Largest Sweeper Makers

THE TRITCH HARDWARE COMPANY

Rocky Mountain Distributors of

WALLINGFORD FARM AND GARDEN TOOLS

A COMPLETE LINE



HIGH
QUALITY
CAST STEEL

CAREFULLY
TEMPERED AND TESTED

SELECTED
HANDLES
EXTRA FINISHED

WALLINGFORD STEEL GOODS

Are made in a Modern Factory devoted exclusively to the manufacture of Farm and Garden Tools; a large and complete line produced under ownership management, assuring the highest type of goods in Design, Quality and Finish.

Write for Prices Today

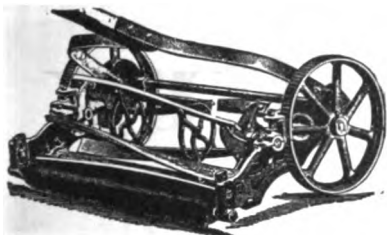
THE TRITCH HARDWARE COMPANY

FRANK A. BARE
President

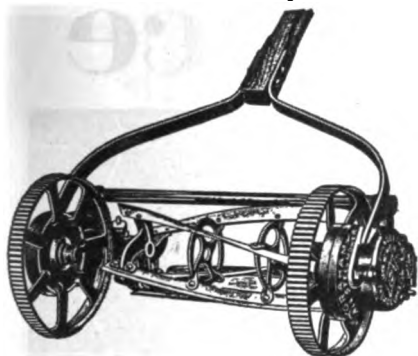
Jobbers

O. E. BARE
Vice Pres.

Denver, Colorado



Style "E"—Four Blades
Removable Box Caps



Styles "Graham" and "A"—All Steel
Vanadium Crucible Steel Blades.
Practically Indestructible.

Most Popular and Highest Grade Lawn Mowers In the World

First, the machine itself—then the endorsement of satisfied users—people have bought more genuine **"PHILADELPHIA"** Lawn Mowers than any other make of high-grade machines.

Then remember, that the sole purpose of a lawn mower is to cut grass. No other machine has ever been made that cuts grass like the Genuine

"PHILADELPHIA"

The most perfect in material and construction. The famous Vanadium Crucible Steel Blades, and the Bearings bored to rifle barrel accuracy, being features that have made the name

"PHILADELPHIA" worth remembering when buying Lawn Mowers.

To supply the constantly increasing demand, we are making the Genuine **"PHILADELPHIA"** Lawn Mowers in 18 styles of Hand, 3 styles of Horse and 2 styles of Motor—all Highest Grade.

**A Mower for every purpose
Are you ready to supply them?**

MOTOR MOWERS are becoming more popular each season as great time and labor savers for Parks, Cemeteries, Golf Courses and large Estates, and like our Hand and Horse Mowers, the GENUINE **"PHILADELPHIA"** are the very finest that can be produced.

Write for
FOLDER
giving
details.



MOTOR Mowers, 30-inch walking type
40-inch riding type
Combination lawn mower and lawn roller

**Send for Catalog
and Discounts Now**

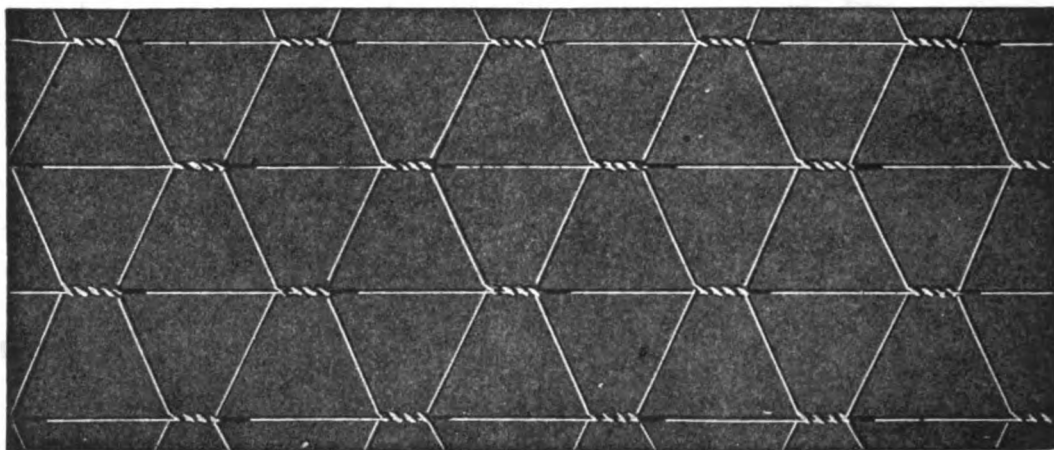
**Most Satisfactory Motor
Mower Made**

The Philadelphia Lawn Mower Co.

31st and Chestnut Streets, Philadelphia, Pa.

HAVEN & HAVEN, 508 Mission Street, San Francisco, California, Selling Agents

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a heavy selva both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition

"On the Hoof"

MORE CORN will *walk* off the farms in 1922 than will be *hauled* away in wagons.

Much of the three-billion-bushel 1921 corn crop plus the five hundred million bushels carried over from 1920 is going into livestock from now on.

This is your 1922 opportunity. More fence—better fence—will be needed to equip grain farms for livestock raising.

The aggressive dealer who starts now in canvassing his fence prospects is going to make the bulk of these profitable sales.

"Square Deal" is *good* fencing. Its self-draining knot; solid one-piece stay wires; well crimped line wires, thoroughly well galvanized—these special features, and others, have helped "Square Deal" fence to faithfully serve farmers (and dealers) for many years.

It is a well advertised line, too—that helps. Our special sales helps will also assist you in getting quick results from the "Square Deal" agency.

Carload, freight allowed prices on mixed cars of fencing, barbed wire, nails, posts, gates, etc., furnished promptly, or local prices for delivery from a nearby warehouse. Write us.

Keystone Steel & Wire Co.
PEORIA, ILL.

Pacific Coast Representative,

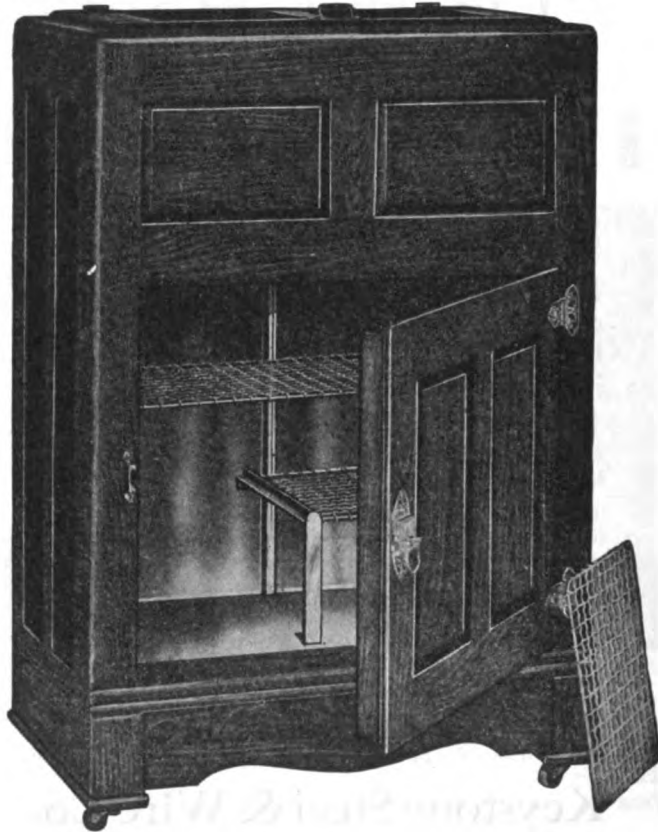
E. E. BROWN

686 Mariposa Ave., Oakland, California

The "Square Deal" Knot That Absolutely Never Slips



Monarch Refrigerators



Union Hardware & Metal Co.
LOS ANGELES, CALIFORNIA

Offers to the trade Monarch Refrigerators with the confidence that for quality, dependability and sales possibilities, they are giving the trade the best to be had.

The complete "Monarch Line," ranging from the lower priced Ice Chests to the Porcelain Lined Refrigerators, affords every dealer the opportunity of selection to meet the particular demand of his trade.

The Monarch Refrigerator Works
BURLINGTON VERMONT

"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"

FOLDING FURNITURE

"GOLD MEDAL" FOLDING FURNITURE

TRADE MARK REG. U.S. PAT. OFF.

A Reputation that Means More Profits for You

A generation and a half of consistently high quality, has established the name of "Gold Medal" Folding Furniture among men who know the great outdoors. Campers, hunters, explorers—all have learned to bank on Gold Medal.

This acceptance has made the "Gold Medal" line an exceptionally good seller in the past. This year—an outdoor year—will be a "Gold Medal" year. Our national advertising in the Saturday Evening Post and other mediums is teaching your customers and prospective customers to look for the "Gold Medal" trade mark.

Is Your name on our list for complete dealer co-operation?

Spring Edition of the "Camper" Now on the Press

This interesting little magazine is issued quarterly to keep you posted on any new items—tips for better business—selling helps, etc. The February Issue is now on the presses. Send in your name and your jobber's name and we will put you on our mailing list.

We refer inquiries from national advertising to dealers. Send in your name today.

Gold Medal Camp Furniture Mfg. Co.

1705 Packard Ave., Racine, Wis.
For 30 Years Makers of Fine Folding Furniture



"GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL" "GOLD MEDAL"



You Can Always Sell Stewart Clipping Machines

Needed right now and throughout the year to clip cows for clean milk — and for spring clipping of horses and mules. The dealer with the stock gets the business.

Put the Machine at Work

Take 'em out of the boxes—set 'em up in your window or on your floor. They are convincing salesmen that work for you continually.

Our advertising in well-known farm and dairy papers will bring customers to your store. Many sales for Stewart Machines in your community—you can make them.

Your Jobber Sells Stewart Machines

Send your order to him today

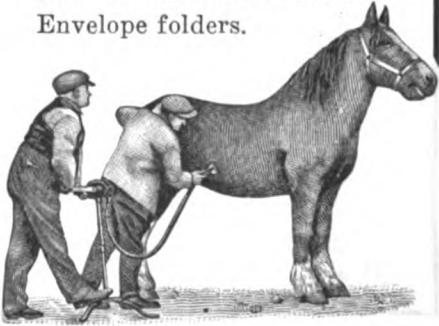
Ask for Advertising Helps

Forceful window cutouts and other display material.

Movie slides.

Cuts for ads and circulars.

Envelope folders.



Chicago Flexible Shaft Company

5604 Roosevelt Road, Chicago

32 YEARS MAKING QUALITY PRODUCTS

Chubbuck's Double Catch Gopher Trap

NEW PRICES FOR 1922

The demand for this efficient trap was so great during 1921 we are now able, because of increased production, to reduce the price of the trap to 50c. After January 1, 1922, these traps will be sold to dealers at following prices:



\$4.00 Per Dozen in Single Dozen Lots

\$3.80 Per Dozen in Six Dozen Lots

\$3.60 Per Dozen in Twelve Dozen Lots

**GOPHERS ARE AT WORK AND
FARMERS ARE BUYING TRAPS**

Our advertising campaign in the agricultural papers is on, and we are making every effort possible to keep ahead of the orders. **Double Catch Traps** are packed in cartons of one dozen each, weight 8 lbs. This is the only trap that will actually catch old, young, big, little, wise or otherwise gophers.

Order through your jobber or send direct to us. Posters and newspaper advertising cuts furnished without charge. Instructions attached to each trap.

E. J. CHUBBUCK COMPANY, Manufacturers - - Dept. H.
731 Market Street, San Francisco, Calif.

The BUTTERFIELD & CO. Division

UNION TWIST DRILL CO.



MANUFACTURE

GOOD TAPS, DIES BETTER
REAMERS

AND

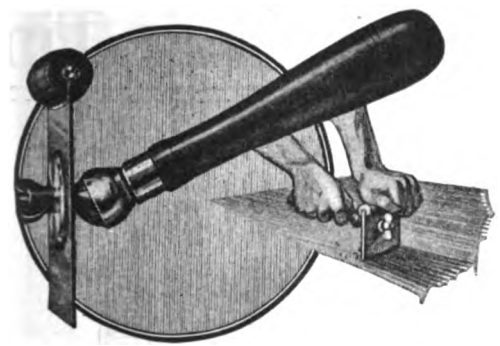
SCREW PLATES

AT

DERBY LINE, VERMONT

Chicago Store
11 South Clinton St.

Pacific Coast Representative
John F. Kegley, Lankershim, Cal.



The Handiest, Most Efficient SCRAPER on the Market

Has eight sharp, hard cutting edges, adjustably mounted on a suitable handle. A ball joint with spring plunger makes quick adjustment easy. By slightly turning the handle the blade is instantly released or locked. Ask for a Starrett No. 194 Universal Scraper.

A substantial and practical grip guard, made to fit the hand, is provided and so designed that it may be instantly slipped on or off either side or end of the blade.

Get full details of this and other Starrett scrapers in the Starrett Catalog No. 22 "BF" describing and illustrating 2100 Starrett fine tools. Write for copy.

Also ask for copy of the new special Supplement to Starrett Catalog No. 22 "BF" featuring the latest additions to the Starrett line. Every one of these new tools was developed to meet a definite demand right now. Get posted on the new Starrett Tools.

THE L. S. STARRETT COMPANY
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



42-279

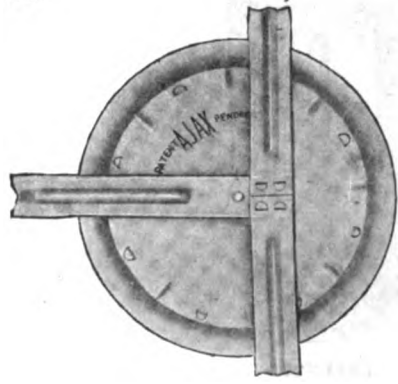
Sell Starrett Tools



The Only Rust Resisting, Roller-Bearing, Hot Galvanized

Clothes Line Pulley

The Ajax Clothes Line Pulley is made of pressed steel and is hot-galvanized after completion.



The wheel is made of two solid pieces, fastened securely around the edge by eight interlocking rivets, insuring it against splitting. There are no spokes or openings for matter to gather in and spread to the line. The hole or core of the wheel has a brass bushing. The steel pin or rivet, on which the wheel revolves, is securely riveted on the outer sides of the frame, thereby making an absolute roller bearing.

The frame is non-collapsible. The rope guide of the frame is off centre, which will prevent the rope from slipping over the side of the wheel and cutting or binding.

These patented features make the Ajax Clothes Line Pulley a roller bearing, rust proof, squeakless, oilless, and easy working pulley.

The Ajax Clothes Line Support

is made of the same material as, and finished like, the pulley. It is simple to adjust, easy working, and will not bind or fall off the line.

AJAX TOOL CO., Inc.
New York, N. Y.

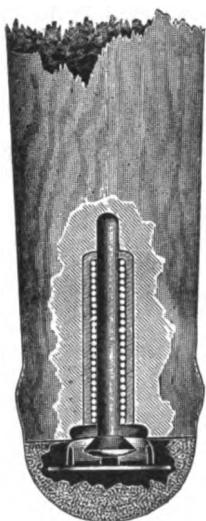
Pacific Coast Representatives
RICE-HITT CO.
709 Mission Street
San Francisco, California



The New Boston Rubber Chair Tip

SprinGriP

TRADE MARK



PATENTED

SEND FOR CATALOG

THE RUBBER TIP AND ITS PARTS

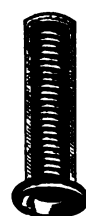
BRASS WASHER



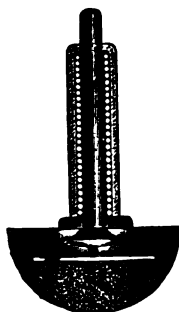
BRASS NAIL



SPRING SOCKET



COMPLETE TIP
ASSEMBLED



RUBBER TIP
WITH THE BRASS
WASHER AND NAIL
MOULDED IN SAME

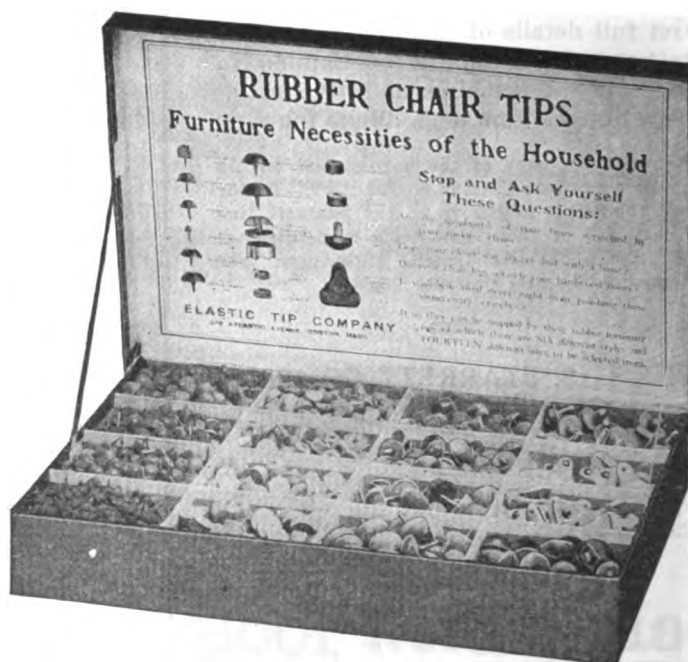


Assortment Box
of
Rubber Chair
Tips for
Furniture

THE ELASTIC TIP CO.

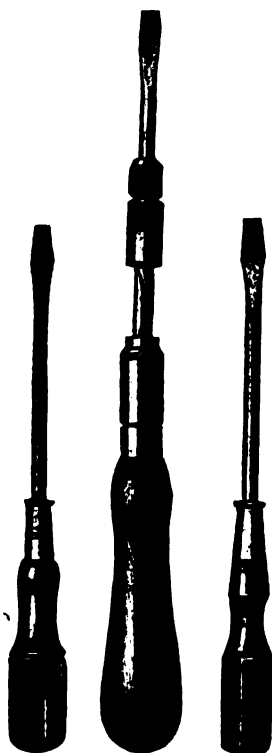
370 Atlantic Avenue

BOSTON - MASS.



GOODELL PRATT

1500 GOOD TOOLS



Screw Drivers

**Automatic
Ratchet
Plain**

You can buy plenty of screw drivers for less money than Goodell-Pratt's, but why sell cheap Screw Drivers without profit to yourself or satisfaction to your customers?

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass.

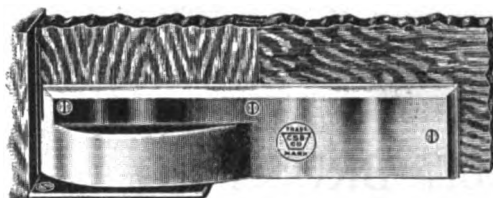
U. S. A.

TRADE CHICAGO MARK

SPRING HINGES

**Appearance—Economy
—Durability**

*The
“Ajax”*



In the “Ajax” we offer a Floor Spring Hinge with Ball Bearings at the top of the Hinge, away from dust and moisture.

Alignment Adjustment that is easily accessible.

Roller Bearings for the piston, to overcome friction.

Durability, Economy and Appearance, backed by our **REPUTATION**.

Send for Catalogue W 36.

Chicago Spring Bolt Company
CHICAGO NEW YORK

"KING" COLE'S BIG 1922 BRUSH REDUCTIONS

ELASTICO Varnish and KORAN Wall BRUSHES

Old, Well-Known Lines—"Established 1869"
"Vulcanized in Rubber" Quality



SPECIAL VALUES		RETAILING AT			
"KING" COLE	DANDY VARNISH				
	Especially recommended for household use. Greatest value ever offered.....	1"	1½"	2"	2½"
"KING" COLE	"SPECIAL" VARNISH				
	Absolutely the best that can be made, regardless of price	1½"	2"	2½"	3"
"KING" COLE	"LEADER" WALL	2½"	3"	3½"	4"
	Best value ever offered....	.50	.65	.85	1.00
"KING" COLE	"PRACTICAL" WALL				
	Best wall brush that it is possible to make	2½"	3"	3½"	4"
"KING" COLE	EXTRA EXTRA	No. 25	No. 30	No. 35	No. 40
	KORAN STUCCO	2.50	3.50	4.50	5.50

Discount 33 1-3 %. We Pay Parcel Post

All orders subject to your inspection. Return at our expense if not satisfactory and as represented.

All brushes vulcanized in rubber and fully guaranteed.

Special terms and discounts for January and February on spring orders.



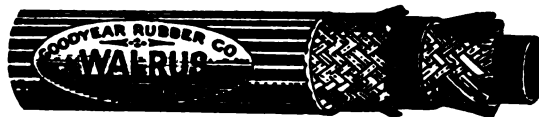
DISTRIBUTORS FOR
THE WEST

"KING"
COLE BRUSH CO.

63 FIRST STREET, SAN FRANCISCO

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.

539 Mission Street

SAN FRANCISCO, CAL.

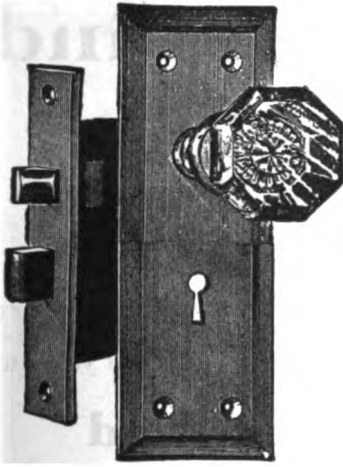
Nos. 61, 63, 65, 67 Fourth St. & Pine St.

PORT

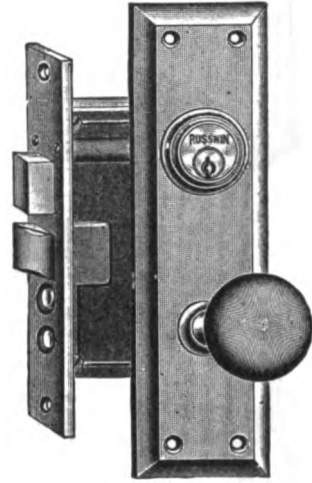
REGON

GOODS SOLD TO THE TRADE ONLY

Builders' Hardware

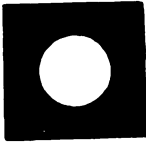


No. 6189 Berk



No. 1248-S2 Berk

You cannot afford to be without a stock of the popular designs of Builders' Hardware, especially with the present current interest in the building of new homes.



No. EO51

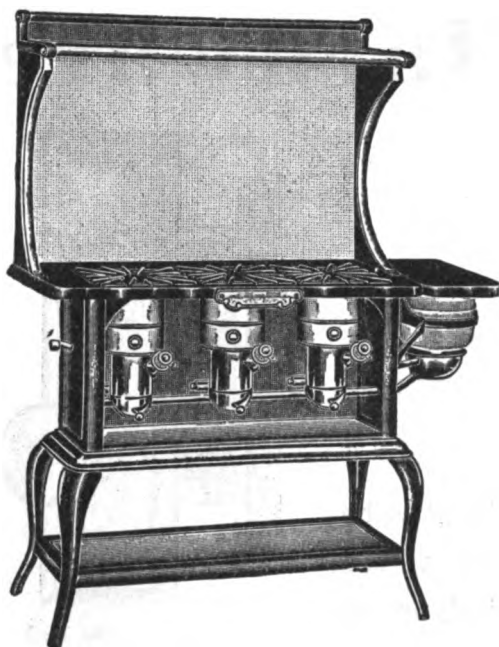


*A Large Assorted Stock
is at Your Disposal*

Edge View Illustrating
Lock and Trim
Applied

DUNHAM, CARRIGAN & HAYDEN CO.

San Francisco, California, U. S. A.



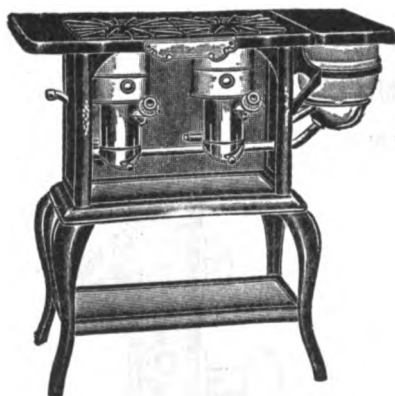
MANDO

Oil Stoves and Ovens

**Mean More Sales
and Greater Profits**

Housewives demand good reliable and service-giving stoves. The MANDO stoves do give uninterrupted satisfaction year-in and year-out.

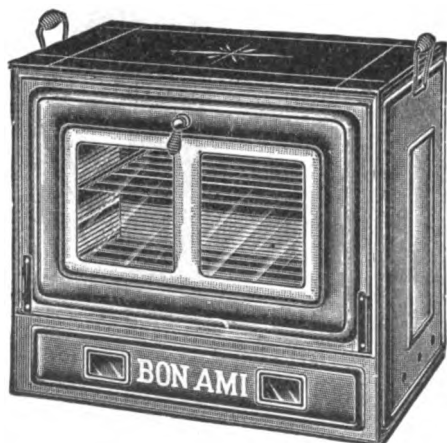
**With Patented
KEROGAS Burner**



The patented Kerogas Burner is made of genuine brass, drawn out of one solid piece. It cannot rust. There are no seams to cause trouble to the user. The burner is built positively leak proof. The burner drums are porcelain enamel.

This is how the Kerogas Burner conserves fuel: Burns 400 gallons of air to every gallon of kerosene oil consumed. This is a real saving, reducing the cost of operation.

The Kerogas Burner generates gas from the kerosene oil—it does not burn the oil. It mixes the proper amount of air with that gas, causing the stove to burn like a gas range. It is just as easy to operate. The heat from this burner is intense and clean.

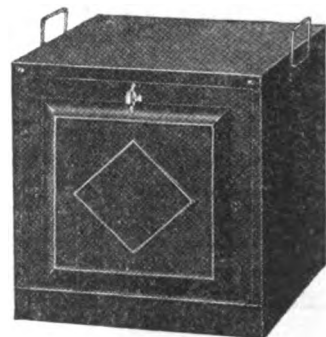


**Bon Ami Oven
No. 27**

Glass Drop Door with Triple Catch, Polished Steel Body, Full Asbestos and Tin Lined. Porcelain Enamel Door Panel.

Size, 21 x 13 $\frac{3}{4}$ x 18 $\frac{1}{2}$ inches. Shipping weight, 30 lbs.

Its supremacy in baking, puts this oven in a class by itself.



**RELIABLE AS A RANGE
OVEN**

MANGRUM & OTTER, Inc.

827-831 MISSION STREET

SAN FRANCISCO, CALIFORNIA

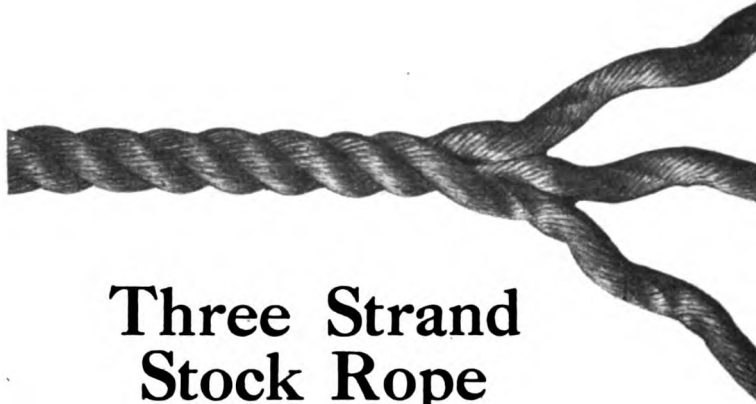
A Secure(ity) Fence for All Climatic Conditions *and a* Pattern for Every Purpose



*Catalog and
Discounts
on Request*

BAKER, HAMILTON & PACIFIC COMPANY
San Francisco, California

C O R D A G E



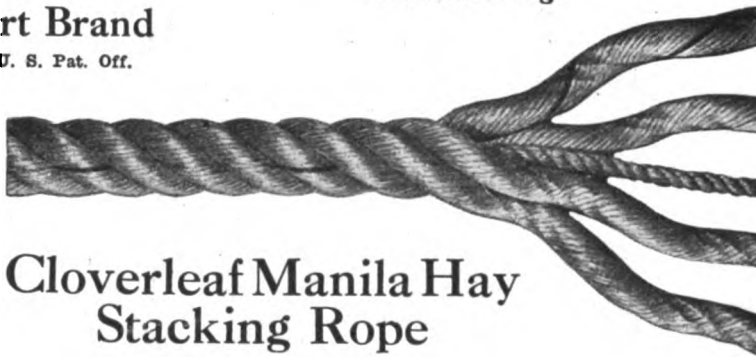
Three Strand Stock Rope

PURE MANILAS—
Cloverleaf Brand
Seaport Brand

Reg. U. S. Pat. Off.

*Unexcelled for
General Usage*

White Sisal
Sisal



Cloverleaf Manila Hay Stacking Rope

"Red Thread" 4 Strand

Reg. U. S. Pat. Off.

*Specially constructed to give the longest
life on the hay fork*



"Broncho Brand" Red Thread

Reg. U. S. Pat. Off.

4 Strand Lariat Pure Manila

KNOWS NO COMPETITION

MANUFACTURED BY

THE PORTLAND CORDAGE CO.

Portland, Oregon

Seattle, Washington

Push VERIBEST Lines For VERIBEST Results

Hardware of Guaranteed Merit, from a
House Famous for Its Service.

Tools
General Hardware
Automobile Accessories
House Furnishings
Sporting Goods
Cutlery
Phonographs
Phonograph Records



Wholesalers—Jobbers

Strevell-Paterson Hardware Co.
SALT LAKE CITY

HONEYMAN Hardware Company

Park and Glisan Streets
PORTLAND, OREGON

Adjacent to Post Office, Passenger Depots,
Freight Sheds and Express Offices



Prompt Service Assured



Now Is the Time to Order

GARDEN TOOLS
LAWN MOWERS
POULTRY NETTING
ETC., ETC.

A. M. HOLTER Hardware Company

Helena, Montana

—
Established 1867
—

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company

SPOKANE, WASH.

—
**WHOLESALE
ONLY**
—

Auto Accessories

Plymouth Rope	Ideal Furnaces
Automatic Washers	Ideal Heaters
Sargent Hardware	South Bend
Acme Paints	Malleable Ranges
Rawlings Sporting Goods	Mill, Mining and Logging Supplies

—
Prompt, Courteous Service

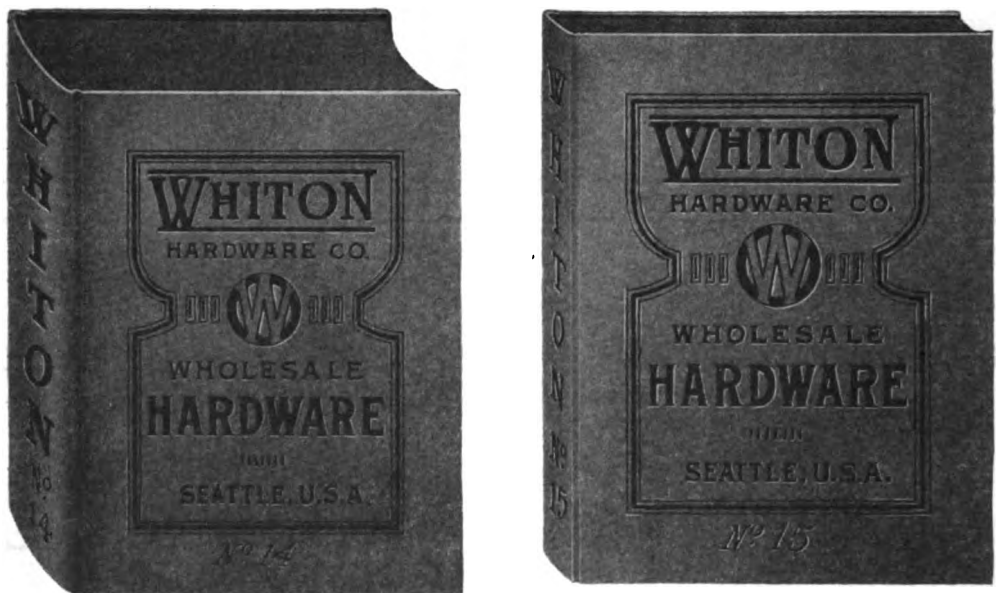
Whiton Hardware Company

We Announce

We have completed and have ready for distribution

Catalog No. 15

The most complete Tool and Supply Catalog ever issued
on the Pacific Coast



General Hardware Catalog No. 14

This RED and GOLD Edition is issued in celebration of our

Thirty-third Anniversary

as a firm and upon the completion of our Twentieth Year as a Corporation

SEATTLE

LET YOUR FALL ORDERS
FALL OUR WAY

==
YAKIMA
Hardware Company
YAKIMA, WASH.
==

==
Wholesale
==

JOBBERS OF STANDARD LINES OF
HARDWARE AND AUTOMOTIVE
EQUIPMENT

Orders Filled
Same Day
as Received



Prompt
Courteous
Service

A Word About Stove Repairs

Established over 20 years in this section has enabled us to carry a stock of STOVE REPAIRS unequaled in this great Northwest.

We have gone beyond this—

Our ever increasing demand for STOVE REPAIRS has made it necessary for us to build and operate an adequate manufacturing plant, resulting in SUPERIOR CASTINGS, INCREASED EFFICIENCY and BETTER SERVICE.

We solicit orders thru Dealers and cater to the Jobbing Trade.



**SPOKANE STOVE & FURNACE
REPAIR WORKS**

Incorporated

MAX RUBENS M. M. RUBENS J. I. RUBENS
SPOKANE, WASHINGTON

Boyco Galvanized Ware Offers Bigger Sales Opportunities



Boyco Galvanized Tubs stand the rubs. No smallest bit of surface is left exposed to the action of rust. The Boyco trade mark is a guarantee of highest quality ware at a medium price.

BOYCO Galvanized Ware—tubs, buckets, garbage cans—is real quality ware—made better and finished better. Every piece is manufactured from black sheets and hot-galvanized after construction is complete—no cracks, no raw edges, no chance for rust or corrosion; every surface clean, smooth, bright and attractive.

Set side by side with ordinary galvanized products, Boyco ware will sell itself on appearance alone and its reliable wearing quality invariably brings Boyco customers back—creates "repeat" trade that means a solid business foundation and a loyal following of boosters and steady customers.



Boyco Garbage Cans are unusual for long life. Boyco engineers have reinforced these products at every point. Send for literature giving full details.

Boyle Manufacturing Company

**LOS ANGELES
CALIFORNIA**

**The
Schaw - Batcher Co.**
SACRAMENTO, CAL.



WE OFFER YOU

**Hardware
Tinware
Enamelware
Ammunition
Builders'
Hardware**

**OF
DEPENDABLE
QUALITY**

PROMPT AND EFFICIENT SERVICE

**Thompson Adjustable
Sprinkler Head**



Sold Through the Jobbing Trade

Thompson Manufacturing Company
East Eighth and Santa Fe Ave.
LOS ANGELES

**WASHINGTON
Hardware and Implement Underwriters**

OF

SPOKANE, WASHINGTON

**IS CONDUCTED BY HARDWARE AND IMPLEMENT
DEALERS FOR THEIR SOLE BENEFIT
AND PROTECTION**

**INSURES Stocks of Merchandise, Store and Warehouse Build-
ings, Dwellings and Household Goods for Hardware
and Implement Dealers.**

SAVINGS FOR 1921

60% OF PREMIUMS

This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

E. E. LUCAS, Secretary

will bring full particulars by return mail.

Service—Equal to the best Merchandise—of dependable quality

These two outstanding features
are responsible for our excep-
tional development.

We solicit your patronage.

“Everything in Hardware”

Salt Lake City
Utah

**The Salt Lake
Hardware Co.**

Pocatello
Idaho

Did Your
1921 Records Show a
Saving of 50%

On Fire Insurance Premiums?

*** 1922 ***

Why Not Start Right by Insuring With:

Retail Hardware Mutual Fire Insurance Co. of Minnesota
Minnesota Implement Mutual Fire Insurance Co.
Hardware Dealers Mutual Fire Insurance Co. of Wisconsin

CHAS. A. McKENZIE, Manager

Pacific Coast Department

Insurance Exchange

SAN FRANCISCO, CAL.



THE JAMES SWAN COMPANY

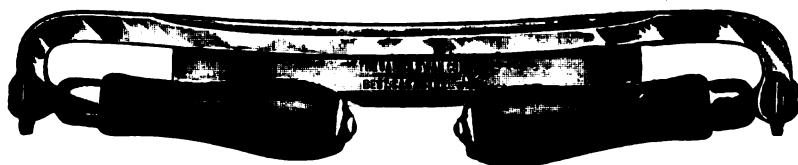
SEYMOUR

CONNECTICUT

**BITS
AUGERS**



**CHISELS
DRAW KNIVES**



**NAIL SETS
GIMLETS**



**SCREW DRIVERS
GOUGES**

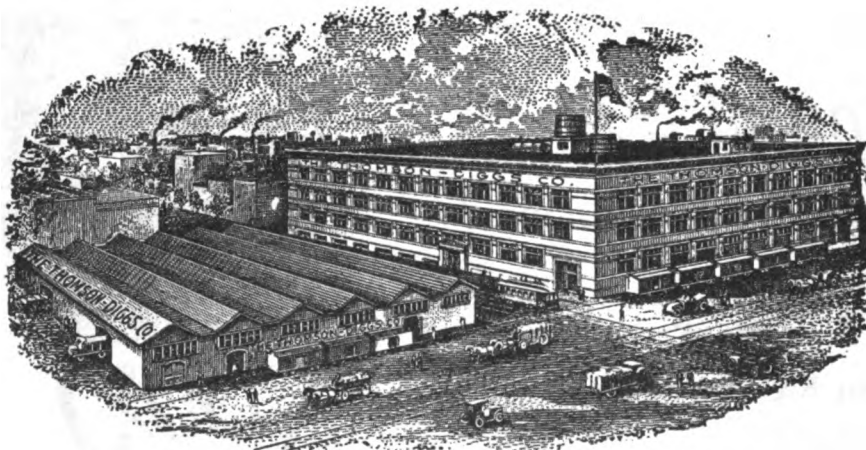
New York Office: 28 Warren Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-HOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

Forks Hoes Rakes Hooks

Union First Quality Means FIRST

OUR system of rigid inspection and sorting guarantees to the trade that Union First Quality Farm and Garden Tools are the best that can be produced.

The details which go to make the perfect tool are all attended to. The dealer who sells "Continental," "Columbus" or "Farm King" brand is assured of the best trade in his community.

If your jobber does not handle Union Farm Tools, we can refer you to one who has them in stock.

THE UNION FORK & HOE CO. - Columbus, Ohio

FACTORIES

COLUMBUS, OHIO - FRANKFORT, N. Y.



Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel

The Word **TRIMO**

stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make the Trimo Pipe Wrench superior are the **Spiral Spring**, always in place, the **Steel Frame**, that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools, made by**

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.



Trimo Chain Wrench
Eight sizes, take pipe 1/4" to 15"



Trimo Nut Wrench
steel handle only



Dealers Display Assortment

No. DB 5

Size 25" by 25"

This display board is made of quartered oak, hand rubbed and is in the natural oak finish.

On it is mounted a Decalcomania Transfer, showing the wrenches in actual size and natural color.

Hooks on the board permit a complete assortment to be carried and sold direct from the board.

It is furnished with the assortment listed below at the price of the tools only, at the regular list and discount.

6 only, 4-inch wrenches, list.....	\$3.90
12 only, 6-inch wrenches, list.....	7.80
12 only, 8-inch wrenches, list.....	9.60
6 only, 10-inch wrenches, list.....	6.00
3 only, 12-inch wrenches, list.....	4.50
1 only, 15-inch wrench, list.....	2.25
1 only, 18-inch wrench, list.....	3.25
6 only, 6-8-inch wrenches, list.....	7.50
3 only, 8-10-inch wrenches, list.....	4.50

Order from your jobber.

CRESCENT TOOL CO.

JAMESTOWN, N. Y.



A "PENNSYLVANIA" once sold "Stays Sold," constantly reminding the user that your store sells good stuff. "PENNSYLVANIA Quality" runs through all the Styles and "Brands" noted below.

You can advertise to your trade "PENNSYLVANIA Mowers are good mowers," an investment, not an expense.

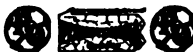
PENNSYLVANIA

Quality

LAWN MOWERS



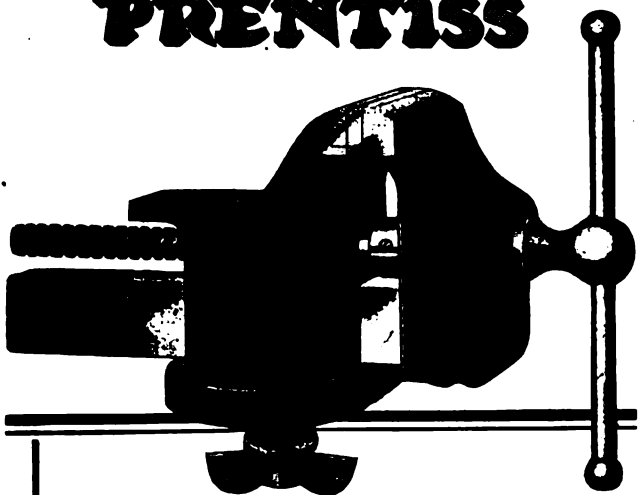
This trademark is on the handles of:



Pennsylvania Standard, high and low wheel.
Pennsylvania Junior, Ball Bearing, high and low wheel.
Pennsylvania Golf, Ball Bearing, high and low wheel.
Pennsylvania Putting Green (Roller Type).
Pennsylvania Trio, cuts 84 inches, for Horse or tractor.
Pennsylvania Horse and Pony.
Pennsylvania Lawn Cleaner and Rake.

Continental High Wheel.
Great American Ball Bearing.
Red Cloud Ball Bearing.
Orchid Ball Bearing.
Belmont Ball Bearing.
Delta Ball Bearing.
Panama Plain Bearing.
Belmont Plain Bearing.
Electra Plain Bearing.
Pennsylvania B B Trimmer.
Pennsylvania Undercut B B Trimmer.

PRENTISS

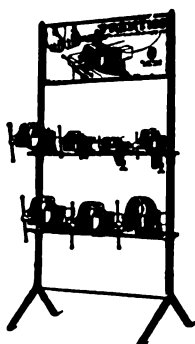


Let Us Assume the Responsibility

of proving that vises can be made as fast moving a commodity as anything in your store.

Proper display must be the first consideration so we have prepared for you a handsome sales board which keeps PRENTISS VISES always in the minds of your customers.

Send for this sales board today. It will be loaned you with each order for \$62.50 worth of vises—less the usual discount. It will move your PRENTISS VISES—and move them quickly.



Ask Your Jobber
or Write

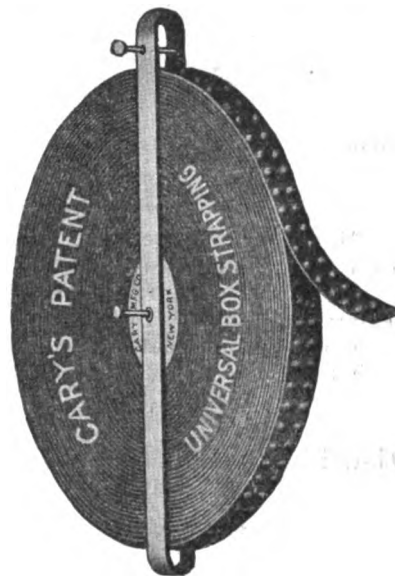
2

**PRENTISS VISE
COMPANY**

106-110 Lafayette Street
NEW YORK

"On the Bench Since 1868"

"UNIVERSAL" Box Strapping



"Known the World Over"

Cary's "Divergent" Saw Edge Joint Fasteners



Our new Saw Edge DIVERGENT Fastener with the flat web, is far superior to any fastener manufactured. It has a CONTINUOUS CUTTING EDGE as found on our other fasteners; the flat web is an added feature, which enables the user to center the fastener without loss of time or other annoyances experienced with other fasteners. All of our fasteners are being packed in tin containers of uniform height, which shows up well on stock shelves.

CARY MFG. CO.

BROOKLYN . . . NEW YORK

“Sterling”

**Hard****TUNGSTEN STEEL****Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in **STERLING** Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting—Long Life—Satisfaction to Dealers and Consumers.

Users declare that our slogan—“They don’t Scratch, They Cut”—tells the story.
SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

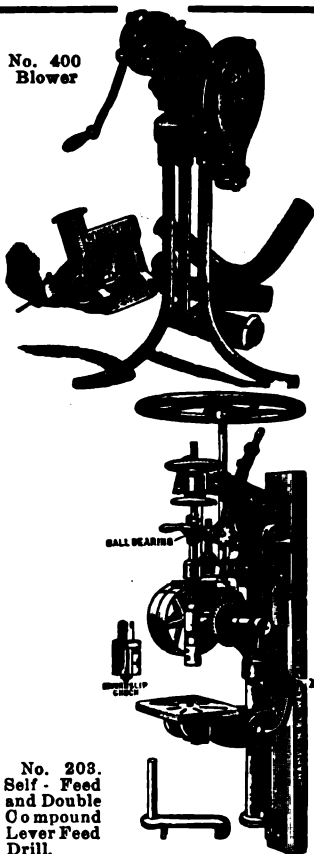
DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY

Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.

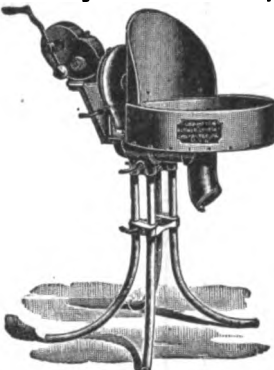
Exclusive Pacific States Representatives

No. 400
Blower

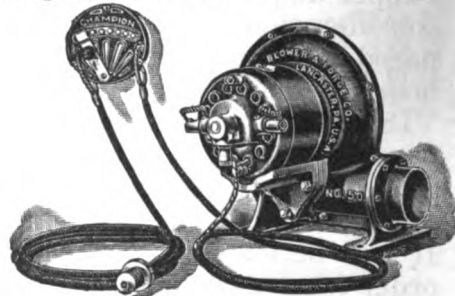


No. 203.
Self - Feed
and Double
Compound
Lever Feed
Drill.

Champion Blowers, Forges, Drills and Screw Plates



No. 401. Rivet Forge



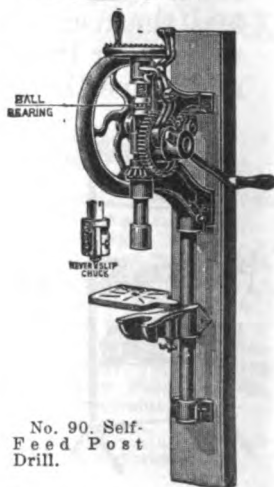
No. 50. Cham-
pion One-Fire
Variable Speed
Electric Black-
smith Blower.



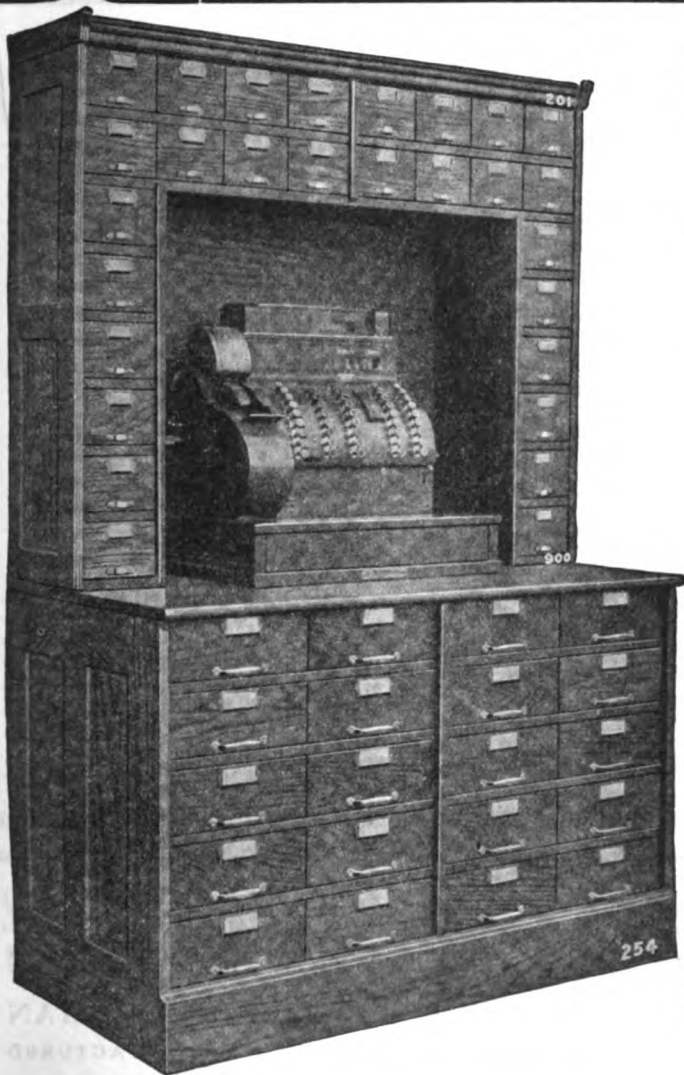
Screw Plates in Four Styles, Cutting up to 1½"

CHAMPION TOOLS, Built for Service
 CARRIED IN STOCK AND DISTRIBUTED
 BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog
CHAMPION BLOWER & FORGE CO.
 Lancaster, Pa., U. S. A.



No. 90. Self-
Feed Post
Drill.



GET NEXT

TO

"HELLERS"

*Famous Sectional
Cabinets*

FOR

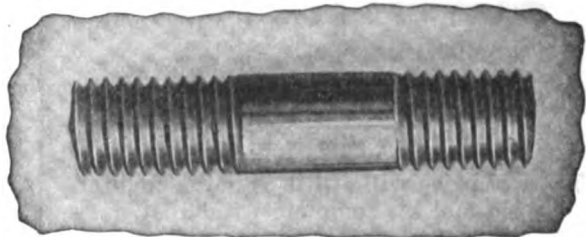
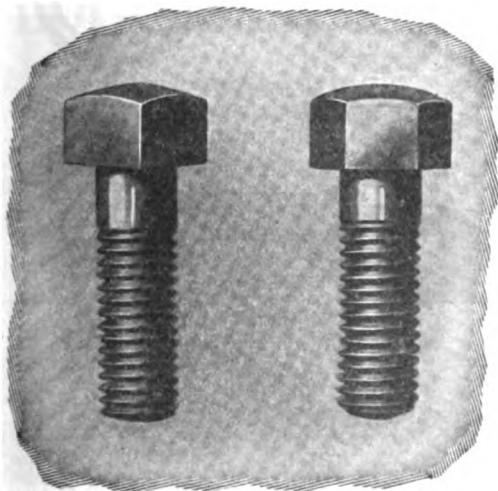
**Hardware
Auto Accessories
Screws
Bolts, Etc.**

PROMPT SHIPMENTS

Ask for Catalog 37-H

W. C. Heller & Co.

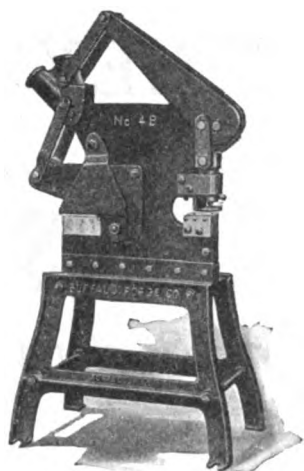
Montpelier, Ohio



WM. H. OTTEMILLER CO., York, Pa.
Manufacturers of Cap and Set Screws, Screw Machine Work

REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Bldg., Los Angeles, Cal.
Strimble & Cox, L. O. Smith Bldg., Seattle, Wash.
Rankin & Cox, Newhouse Bldg., Salt Lake City
Taylor, Youngs & Cox, Temple Court Building, Denver Colorado
Strimble & Cox, Oerbett Bldg., Portland, Ore.



Buffalo No. 4B Punch and Shear

Made with one piece "Armor Plate" frame. Large capacity and relatively light weight. Powerful leverage makes work easy.

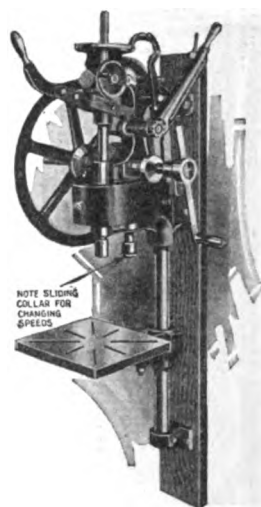
Will punch $1\frac{1}{2}$ " x $\frac{1}{2}$ ", cut 1" rounds, $3\frac{1}{8}$ " flats.

Shipping weight, 400 pounds.

"Buffalo"

**Forges
Drills
Punches
Shears
Bending Machines
Tire Setters
Woodworkers
Blowers
Exhaust Fans
and
Ventilating Apparatus**

Write Dept. 37



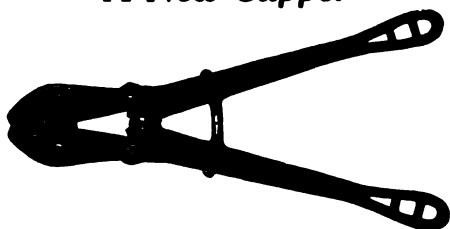
Buffalo No. 418 Post Drill

A very efficient hand power post drill. Just the tool for blacksmiths and general repair shops. Every farmer who does his own repair work can find many uses for this equipment. Will drill up to $1\frac{1}{2}$ " with small effort.

BUFFALO FORGE COMPANY - Buffalo, New York

PORTER'S New Easy Bolt Clippers

Look!
A New Clipper



12" long; cuts up to $3/16$ ".

The low price will sell it over the counter.
No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

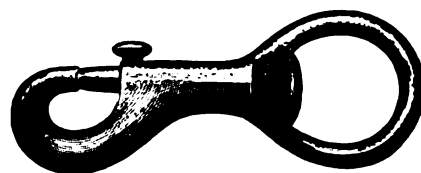
SALES OFFICES:

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. O. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Rankin & Cox, Newhouse Bldg., Salt Lake City
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

H. K. PORTER - Everett, Mass.

S N A P S

**FOR THE HARDWARE MAN
FROM THE BEST LINE MANUFACTURED**



NO. 50 SWIVEL SNAPS
In All Regular Sizes from $\frac{3}{8}$ to $1\frac{1}{2}$ inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.
TROY, N. Y.

TRADE **MARCY** MARK

Finger Grip Cold Chisels

Patented Feb. 22, 1921

Mr. Dealer:

If you want a cold chisel which you can offer a customer and say — "Here, brother, is a chisel you will like; it's Vanadium steel, it has a patented finger grip section easy to hold with greasy fingers, it will not roll out of sight when you lay it down, it will cut anything within reason, and the price is right"—here it is.

Six sizes— $\frac{1}{4}$ to $\frac{3}{4}$. Also cape, round nose and diamond point styles.

The "all wool and a yard wide kind."

Ask Your Jobber

Marcy Tool Works, Inc.
PUTNAM, CONN.

Western Representatives
SPRAKE SALES CO.

G. T. Sprake
216 Higgins Bldg.
Los Angeles
F. H. Chown
1121 Gasco Bldg.
Portland

J. C. Hooper
202 Postal Telegraph Bldg.
San Francisco
Prentiss N. Rice
506 Charles Bldg.
Denver

SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the
United States as the
BEST money and skill
can produce

WRITE FOR CATALOGUE



WARREN AXE & TOOL CO. WARREN, PA. U. S. A.
DAILY CAPACITY 2500 AXES AND LOGGING TOOLS

Steel Barn Door Hangers



Our Catalogue Tells the Whole Story

REMEMBER

LANE'S is the original U-shaped Barn Door Hanger. All others of similar shape are but imitations. Beware of alleged improvements and inferior goods.

Write for Our Catalog

LANE BROS. CO.

RIVER STREET - POUGHKEEPSIE, N. Y.



No. 108



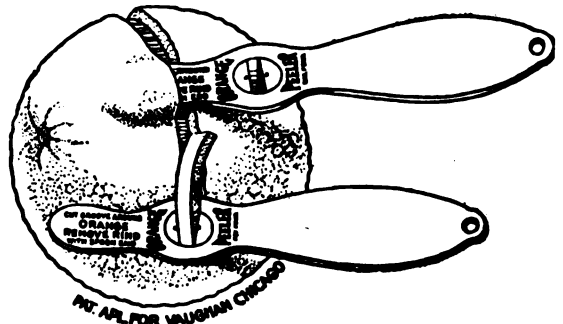
No. 117—VAUGHAN'S "SPATULA." Needed in every home for Pies, Cakes, etc.

The FINISH of our merchandise is "in a class by itself"

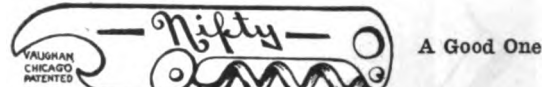


No. 104—SPECIAL

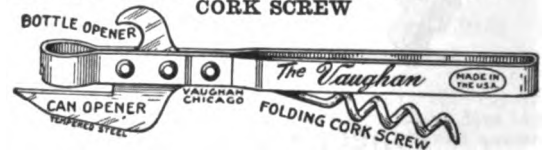
Key Chain Rings
Kettle Scrapers
Cork Screws
Milk Bottle Cover and Carriers
Condensed Milk Can Openers
Etc., Etc., Etc.



No. 116—ORANGE PEELER



No. 63A—BOTTLE OPENER AND FOLDING CORK SCREW



No. 100B—THE BEST BUY IN CAN OPENERS

"It Would be a Pleasure to Send Samples and Prices." Ask for Our Catalog No. 20

VAUGHAN NOVELTY MFG. CO., 3211 Carroll Avenue, Chicago, Ill.

The Bridgeport Hdw. Mfg. Corp.

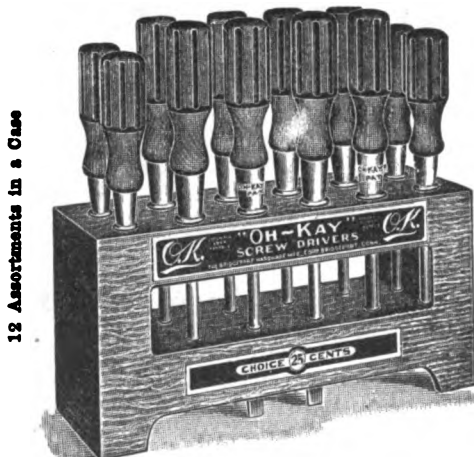
BRIDGEPORT, CONN.

THE OH-KAY SCREW DRIVER

High Grade Steel Blade, Black Oil Finish and Bright Points

Red Stained and Varnished Handle
Patented Steel Ferrule, Bright Finish

List Price, \$6.00



12 Assortments in a Case

Gross Weight of Case, 100 lbs.

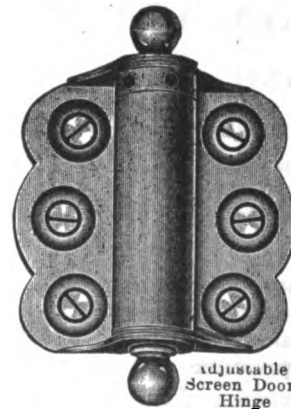
No. 55 Assortment Heavy Cardboard Stand
2 Dozen 8-4, 8-5, 8-6 inch

C. W. GAUSE CO.
Western Sales Agents
693 Mission St.
San Francisco, Cal.

J. C. McCARTY & CO.
Eastern Sales Agents
New York City

SHELBY SCREEN DOOR HARDWARE

WE ALSO MAKE



Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Ward Hold rs, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. Ask for catalog today.

The SHELBY SPRING HINGE CO.
SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

POND HARDWARE CO.,
Los Angeles, Cal.

D. L. HERMAN,
Seattle, Wash.

Push Staples And Avoid Stickers In 1922

YOU may say that your customers will ask for new Dietz Lanterns when they need them.

But think of the many people who use an old worn-out lantern for months after it should have been thrown on the scrap heap—just because they keep forgetting to buy a new one.

Dietz Lanterns or any other generally used merchandise when kept on view **all the time** will jog memories and increase turnover.

It pays to put a little more pressure on staples like Dietz Lanterns and less on risky specialties which may become stickers. Sales are just as large, selling cost is cut down and inventories are kept live and always have a known, negotiable value—a vital consideration in these days.

*Why not adopt this policy in 1922
and enjoy a Banner Year?*

R. E. DIETZ COMPANY
NEW YORK

Largest Makers of Lanterns in the World
Founded 1840

Your Jobber Stocks **DIETZ** Lanterns

**DIETZ
LANTERNS**

Every Foot of

Ludlow-Saylor "Perfect" Galvanized Hardware Cloth . . .



by reason of our thorough equipment, **extensive** experience and **established** high standards, is more than a Galvanized Hardware Cloth; it is "The Hardware Cloth that stands Hardwear" and is **"Guaranteed"**

It is woven of the best steel wire, the joints are all securely soldered by a good coat of galvanizing after weaving, and measures up to the most exacting demands of critical customers.

Order your requirements through your regular jobber, also the "Perfect" Window Screen Cloth, Poultry Netting, Fly Traps, etc.

Manufactured by

**The LUDLOW-SAYLOR
WIRE CO.**

ST. LOUIS, MO.



Patented Dec. 5, 1911, and Mar. 5, 1912

Make 1922 a Desolvo Year

Now that the inventory season is here, it is a good time to decide upon the equipment you will use for the year.

For a time-saver and trouble-eliminator, you cannot stock anything better than DESOLVO.

It clears clogged or frozen pipes quickly and thoroughly without injuring pipes or plumbing. Works successfully with cold water.

DESOLVO was the original pipe solvent and has always maintained its supremacy.

Order from your jobber—
Be sure to specify DESOLVO

Pacific Coast Agents

SPRAKE SALES CO., Inc.

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216 Higgins Bldg.
Los Angeles

F. H. Chown
1121 Gasco Bldg.
Portland

J. C. Hooper
202 Postal Telegraph
San Francisco

Prentiss N. Rice
506 Charles Bldg.
Denver

THE CHAMBERLAIN COMPANY, - Pittsburgh, Pa.

Canadian Distributors

Chamberlain Desolvo Co., 109 Church St., Toronto, Ontario

NORCROSS GARDEN CULTIVATORS



*Growing in Demand
Every Day*

Sell one to a customer—and you get his next door neighbor.

Comes in (3) sizes, 5-PRONG, 3-PRONG and MID-GET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line. Handsome in appearance and built to give long Service and Satisfaction.

You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

More than 300 Jobbers carry the "NORCROSS" Line



Manufactured by
C. S. NORCROSS & SONS
Bushnell, Ill.

Distributed by
**LEADING HARDWARE
JOBBERS
EVERYWHERE**

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

**Re-inforced
Non-Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it



SOME OF OUR PACIFIC COAST JOBBERS

California Hdw. Co.
Union Hardware & Metal Co.

Baker, Hamilton & Pacific Co.

Hoffman Hdw. Co.
Harper & Reynolds Co.

Honeyman Hdw. Co.
Jensen, King, Bird & Co.

Failing-McCalman Co.

The Shaw-Batcher Co.

Marshall-Wells Hdw. Co.

Schwabacher Hdw. Co.

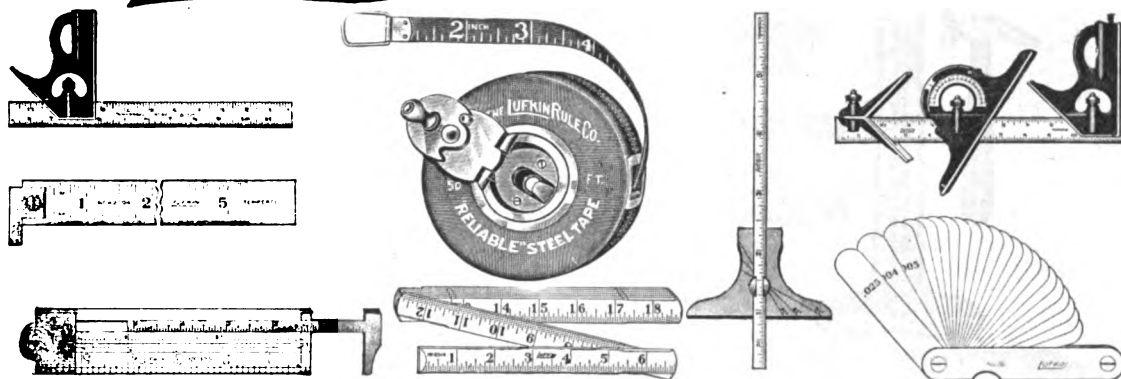
Holley-Mason Hdw. Co.

Seattle Hardware Co.

Dunham, Carrigan & Hayden Co.

THE SPECIALTY MFG. CO., St. Paul, Minn., U.S.A.

TWO WORDS COVER THEM ALL

LUFKIN—RELIABLE

MECHANICS' TOOLS
TAPES ——— RULES
PROGRESSIVE LINES

Specify **LUFKIN**
 Send for Catalog

THE LUFKIN RULE CO. SAGINAW, MICHIGAN
 NEW YORK

What
 We Do
 To Help Sales...

UNION
 TOOL CHESTS

Send in the names of 100 Carpenters, Electricians, Machinists, Tool Makers and Garage Mechanics in your town. We will mail to them a booklet describing Union Tool Chests together with a letter directing them to you.

Write for details now

Union Tool Chest Co.

105 Mill St., Rochester, N. Y.

Every month we tell 1,000,000 mechanics about Union Tool Chests by National Advertising.



Shoulder and Household Chest



General Service Chest



Standard Carpenter Chest

MR. JOBBER

GUARANTEED

EMPIRE COBBLER

is packed with lasts and stands made from a special metal of highest quality and superior quality tools, enabling us to GUARANTEE and place on the market a set better than has ever before been sold.

Write for latest catalog, No. 15, illustrating and describing this set more fully and let us tell you why it will pay you to stock our line.



STAR HEEL PLATE COMPANY

LOUIS SACKS, INC.

357-391 Wilson Ave. - Newark, N. J., U. S. A.



THRIFT *is in* THE SADDLE

The day of the easy dollar is gone. Thrift is uppermost and —

Our Guaranteed Perfection
Economy Cobbler is the one article
to put into the home.

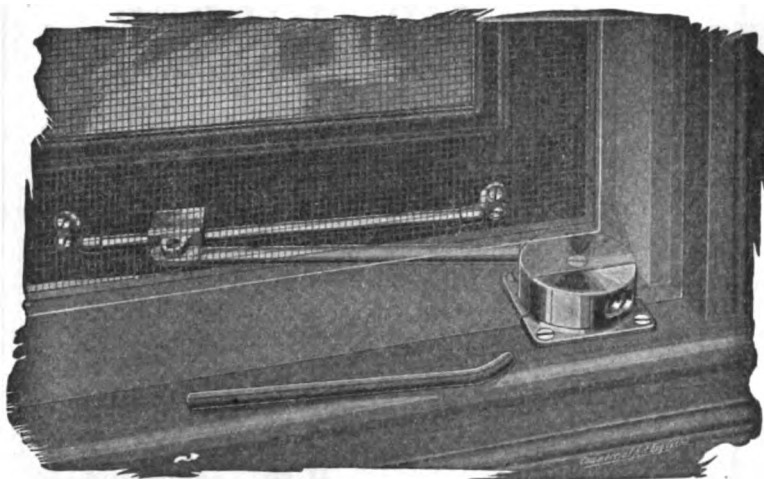
It is the Guaranteed Perfection Economy that takes the stitch in time and saves the proverbial nine.

Holds a full complement of lasts, stands, tools and findings, and enables the head of the house to make his own repairs on the family footwear.

Mr. Merchant, you should stock this Cobbler Set. It sells readily and at a good profit to you.

THE FATE-ROOT-HEATH COMPANY, Plymouth, Ohio

Western Sales Representatives, H. D. TYLER & CO., 4th Floor Higgins Bldg., Los Angeles, Cal.
512 Pacific Bldg., San Francisco, Cal. 874 Holladay Ave., Portland, Ore.



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
550 W. Lake Street, Chicago



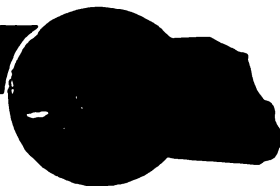
WAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and drawbacks of cheaply built hangers and tracks that are made merely to sell at a low price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. Tracks please customers and build trade. Write for catalog showing entire line.

Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.



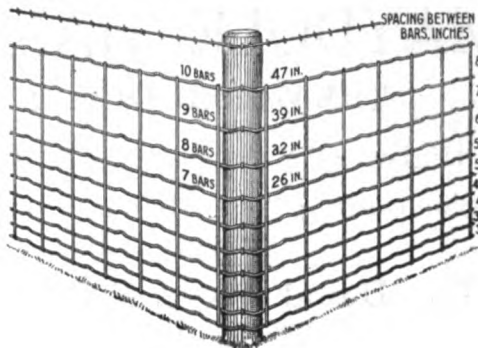
Roller Bearings

Keep Up Your Fence Stocks

You know that the farmer has put off building new fences just about as long as possible. Never before has he needed fences so badly. He is sure to buy an enormous amount of fencing during the next three years, and we think he'll begin this spring.

Just now it is important that you keep a well assorted stock of fencing on your floor. When a farmer drives into town to get some fence for the new hog pasture or that southwest forty it's a good plan to have it ready for him; otherwise he may take it home from another store.

We shall be glad to hear from dealers interested in obtaining the agency for our line of fencing and other wire products. We have a very attractive and profitable proposition to offer in available territory.



PITTSBURGH STEEL COMPANY, Pittsburgh, Pa.

Pacific Coast Office: 359-363 Monadnock Bldg., San Francisco, Cal.



Distributors of "PITTSBURGH PERFECT" and "COLUMBIA" WIRE FENCING

DUNHAM, CARRIGAN & HAYDEN CO.
San Francisco, Cal.
Northern California and Nevada

WHITON HARDWARE COMPANY
Seattle, Wash.
Washington and Oregon

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Albuquerque, New Mexico.....J. Korber & Co.
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Butte, Montana.....Montana Hardware Co.
Denver, Colorado....Moore Hardware & Iron Co.
El Paso, Texas.....Momsen-Dunnegan-Ryan Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—

W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company

Ogden, Utah.....Geo. A. Lowe Company
Phoenix, Arizona—

Palace Hardware & Arms Co.
Arizona Hardware & Supply Co.

Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company.

Pocatello, Idaho..Salt Lake Hardware Company

San Francisco, Calif.—

Holt Bros.
Scovel Iron Store Company
Spotswood-Helfer Company
Tayler & Spotswood Company
Waterhouse & Lester Company

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Seattle, Washington.....Gray Brothers

Stockton, Calif.....Hickenbotham Brothers

Tacoma, Washington.....West Coast Steel Co.

Tucson, Ariz.....Albert Steinfeld & Co.

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOILET, ILL., POUGHKEEPSIE, NEW YORK

MAYDOLE HAMMERS

THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.



CARRIAGE CLAMP

(QUICK SALE)



An exceedingly well made tool, having strong malleable frame and steel screw.

PERFECTION CLAMP

(THE TRADE WANTS IT)



This is a strong, durable, convenient general purpose Clamp.

Send for our new catalog showing complete line of up-to-date Clamps, and many other "HAR- GRAVE QUALITY" TOOLS, for which you would have a ready market.

THE CINCINNATI TOOL CO.
Montgomery and Waverly Ave., Cincinnati, Ohio

CARLSON & FRAHM, Pacific Coast Representatives
268 Market Street, San Francisco
1242 W. 38th Street, Los Angeles

SAND'S CERTIFIED LEVELS

At New and Lower Prices



The lowered prices include SAND'S aluminum, the lightest and strongest level made—together with the various models of SAND'S Levels in Pine and Walnut.

You may as well sell just the level your customer wants. Even the dollar level bears the mark "SAND'S," so long known by expert workmen as the mark of better levels.

Write for descriptive price list. You can get a level for every purpose with SAND'S built-in accuracy.

Remember, lower prices now on the finest levels shown.

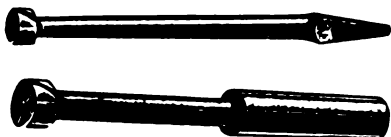
J. SAND & SON

4859 Eivard Street - - Detroit, Michigan

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Enquire of Your Hardware Jobbers, or Write Us Direct.

Supplied in Sets

Write for Catalogue

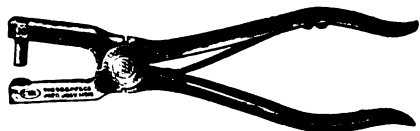


BOMMER

SPRING HINGES

STANDARD FOR OVER 45 YEARS, and steadily improved, retaining superiority over all others. In universal demand. QUICKEST TO SELL. Easiest to apply. **BOMMER SPRING HINGE COMPANY, Manufacturers, Brooklyn, N.Y.**

CHAINS and PUNCHES



THE SMITH & EGGE MFG. CO., Bridgeport, Conn., U. S. A.
"ORIGINATORS OF SASH CHAIN"



ANDREW CARRIGAN CO.

Pacific Coast Representative

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Los Angeles

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The "Pony" Riveter

Every "PONY" Machine will set both tubular and split rivets and is the best riveter made for repairing harness.

This machine is made of malleable iron and steel and will not break if abused.

MADE BY

F. H. SMITH MANUFACTURING CO.

3047 Carroll Avenue, Chicago, Illinois

Manufacturers of

Rivet and Fastener Setting Machines



THE "PONY"

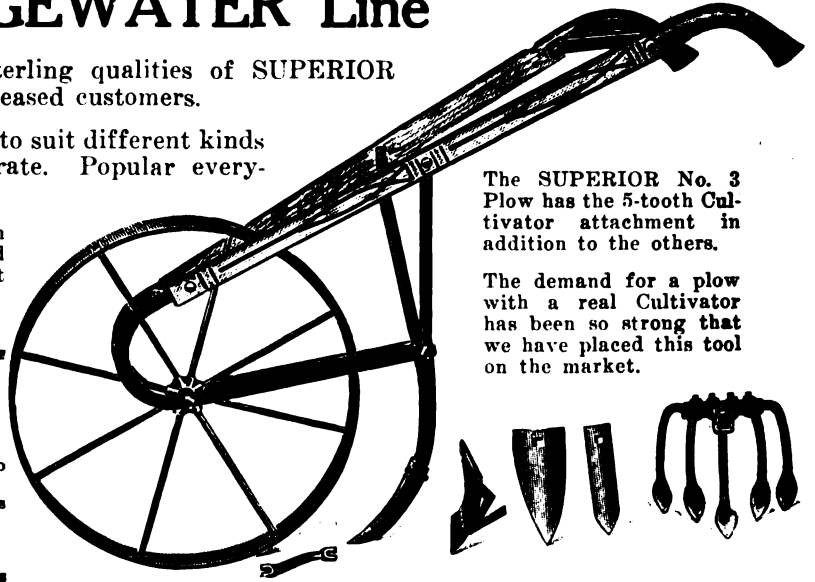
The BRIDGEWATER Line

The efficiency and sterling qualities of SUPERIOR Garden Plows make pleased customers.

Draft quickly changed to suit different kinds of soil. Easy to operate. Popular everywhere.

Be the SUPERIOR dealer in your town. Stock carried on Pacific Coast. Write at once to the

SPRAKE SALES CO.
Higgins Building, Los Angeles
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F. H. Chown
1121 Gasco Bldg., Portland
J. C. Hooper
202 Postal Tel., San Francisco
G. T. Sprake
216 Higgins Bldg., Los Angeles
or our
Middle West Representative
CHAS. O. JANSSEN
816 Chemical Bldg., St. Louis



The SUPERIOR No. 3 Plow has the 5-tooth Cultivator attachment in addition to the others.

The demand for a plow with a real Cultivator has been so strong that we have placed this tool on the market.

Bridgewater Plow Corporation

BRIDGEWATER, VIRGINIA

HERCULES COLD SODER THE METAL MENDER



Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

HERCULES PRODUCTS CO.
Dept. A COUNCIL BLUFFS, IA.
AMERICAN MERCANTILE CO., 510 Battery Street,
San Francisco, Calif., Export Representatives

AMERICAN SEAL PAINTS and CEMENTS

"MAKE GOOD"

WITH YOU AND YOUR CUSTOMERS

STAND FOR
QUALITY and DURABILITY



WRITE US FOR DEALER'S PROPOSITION

MANUFACTURED BY

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1921



Order Through
Your Jobber

Keep the Queen City In Sight

Keep the "Queen City" Wrenches on display—where mechanics can see them—and watch them sell. "You can't keep a good tool down."

The perfect shape of the handle—gripping power instead of appearance of the jaws and excellent material and workmanship—are features that keep this tool in demand.

We will furnish samples to dealers who have not as yet ordered the "Queen City."

BERGMAN TOOL MANUFACTURING CO.
BUFFALO, NEW YORK

Link up your name
with that of the ~

RELIABLE Standard BLUE FLAME

Wickless

Oil Heated Colony Hover

IT IS comparatively easy to produce baby chicks. It is quite another matter to raise them successfully. Various devices have been used with more or less satisfaction. The best method yet discovered is found in our 1922 Model Blue Flame Hovers. In them we have attained the highest degree of perfection in chick brooding. Whether you are a city back-lotter, a poultry farmer or a fancier, you will find this system by far the safest and best.

Successful Poultry Raising Depends So Much Upon Successful Brooding

Burns ordinary kerosene or coal oil with a clear, even blue flame. No soot; no fumes; no odor; no wicks to trim; no smoke. Every burner is adjusted at the factory to the maximum flame. It is impossible to overflow. Produces a well controlled heat, sufficient for any purpose. Easily adjusted; automatically regulated. Made in various sizes. Provides pure warm air and plenty of it. Saves fuel; saves labor. Saves its cost every season in preventing chick losses.

The Dealers Find It an Easy Seller



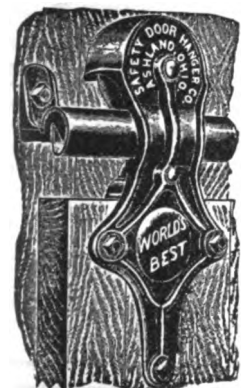
J.W. Myers, Pres.

Good profits and satisfied customers. Our extensive advertising campaign and close co-operation helps dealers. They appreciate it. The Blue Flame Hover is an easy seller. Better write us without delay. Book your orders in advance, thus insuring a supply. These Hovers are built of galvanized steel. Shipped completely assembled; ready to bolt the legs to canopy. Place heater where wanted, fill with oil, adjust burner to required heat, and it is ready to start. No complicated parts. It is simplicity itself.

All Reliable Incubators, Brooders, Hovers, Poultry Appliances and Fixtures are backed by our positive money-back guarantee. 41 years at it. Write for Dealer Terms & Prices

RELIABLE INCUBATOR & BROODER CO.
Dept. J QUINCY, ILL., U.S.A.

Reliable because right.



YOU ARE RIGHT IN
RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT

World's Best Tubular Track Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES

Frame is best grade malleable iron.

Wheel underneath track prevents derailment.

Wide bearing of the wheel distributes weight and makes it the **Easiest Running Hanger** on the market.

Packed one pair in box complete with bolts; one-half dozen pairs in a case.

Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.

If your jobber can't supply you, we will.

THE TOPPING MFG. CO.
For 18 Years Safety Door Hanger Co.
ASHLAND, OHIO, U. S. A.

Represented by
W. R. Voorhees, The Call Building, San Francisco, Cal.

There Is a Difference in Washers



Just as in an other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs Fellow Plates Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Coast Representatives,

HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.;
Seattle, Wash.; Denver, Colo.

PADLOCKS



Arranged
on
Attractive
Display
Boards,
They Sell
Faster
Than in
Boxes

Illustration
is of
No. A-10
One Dozen
Locks

The Ideal Automobile Lock Assortment

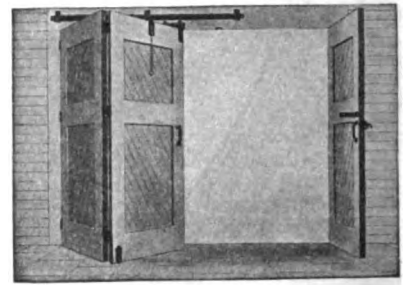
For Tire Carriers, Tire Chains, Steering Wheel,
Spark and Gas Levers, Tool Boxes, Garages, Etc.
Adaptable also to many general uses

OUR NEW GENERAL CATALOGUE FOR 1922
Sent to Jobbers on request

FRAIM-SLAYMAKER HDW. CO., Inc.
LANCASTER, PA., U. S. A.

Western Sales Representatives
H. D. TYLER & CO.
4th Floor Higgins Bldg., Los Angeles, Cal.
512 Pacific Bldg., San Francisco, Cal.
1022 Alaska Bldg., Seattle, Wash.

Sharon No. 9 Garage Set



PATENTED

The only hanger that can be used inside
or outside, and allows the doors to fold
back against the building without having
costly adjusting brackets or built out
arrangements.

The box track and brackets for the No.
9 are hung flat against the wall and
cost very little to erect.

Stuart & Otto, Pacific Coast Agents
220 Wilcox Bldg., Los Angeles, Calif.

Sharon Hardware Mfg. Co.
Sharon, Pennsylvania

CATALOGUE FURNISHED ON REQUEST

ARM & HAMMER



Face of
highest grade
crucible
steel

Only
Wrought iron
anvil body

SPECIAL TEMPER OF EDGES PREVENTS
CHIPPING AND SPLINTERING

Regular Blacksmiths' or Farriers' Clip Horn Types

COLUMBUS ANVIL & FORGING CO.
COLUMBUS, OHIO, U. S. A.



PEERLESS STRAP WRENCHES

Will not crush the thinnest tubes, and they can-
not slip when properly adjusted. Double woven
linen strap is the strongest and most durable
made. Patented cam locks the strap securely in
any position. Wrench is drop-forged steel.
The ideal wrench for polished pipe.

GEORGE H. WILKINS CO.

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508 Charles Bldg. 1121 Gasco Bldg. 202 Postal Tel.
Denver Portland San Francisco
G. T. Sprake, 216 Higgins Bldg., Los Angeles

SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections.
Can be distinguished at a glance by the Colored Spots.
Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors,
for all purposes. Carried by all jobbers.

Sash Cord Shade Cord
Clothes Lines Masons' Lines
Solid Braided Rope Chalk Lines

Send for catalogue and samples

SAMSON CORDAGE WORKS - Boston, Mass.
JOHN T. ROWNTREE, INC., Rep.
San Francisco, Los Angeles, Seattle,
Denver, Salt Lake City

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Store and Factory Trucks,
Wheelbarrows, Scrapers,
Hand Carts,
Casters

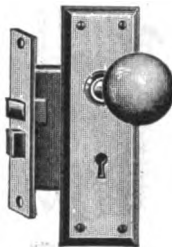
LANSING COMPANY, SAN FRANCISCO



"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

Established 1863

Lockwood Hardware.



Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

LOCKWOOD MANUFACTURING CO.

Manufacturers of

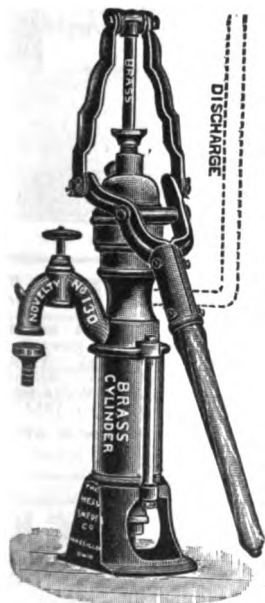
BUILDERS' HARDWARE

SOUTH NORWALK, CONN., U. S. A.

F. G. HIGGIN, Pacific Coast Representative
1938 Marin Avenue, Berkeley, California, U. S. A.

GET IN A SUPPLY OF NOVELTY FORCE PUMPS

And treat your customers to the best.



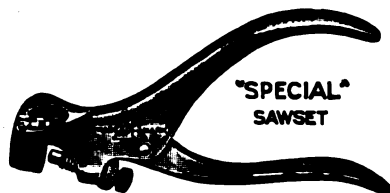
(No. 130)

We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS**. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio



The World's Standards

"SPECIAL" and "No. 1" Sawsets for hand saws not over 16 gauge.

No. 3 Sawset for Cross-cut and Circular saws 14-20 gauge.

No. 4 Sawset for "Champion," "M" and double toothed saws 14 to 20 gauge.

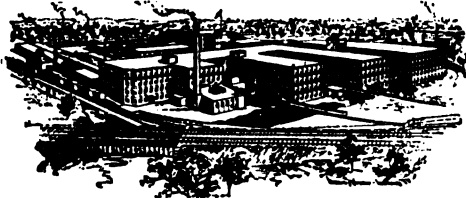
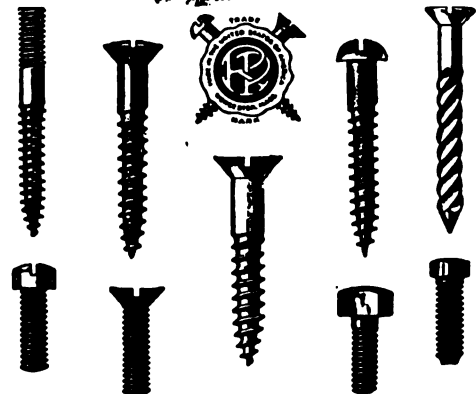
No. 5 Sawset for timber and board saws 6 to 14 gauge.

Nail Puller—the longest lived and easiest operated made.

Bench Stops, Hand Punches, Lead Seal Presses, Box Openers and Liquid Soap Dispensers


CHAS. MORRILL

104 Lafayette St., . . . New York, N. Y.

WOOD SCREWS
 MACHINE SCREWS
 SET SCREWS
 RIVETS
 STOVE BOLTS
 CAP SCREWS
 BOLTS
 NUTS

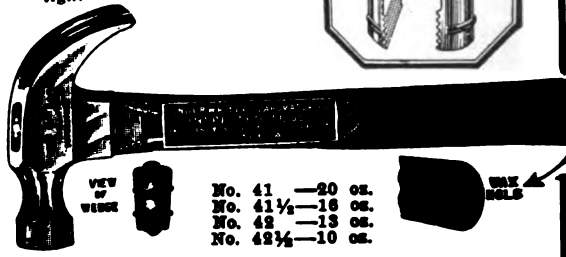
REED & PRINCE MFG. CO.
 MAIN OFFICE AND PLANT, WORCESTER, MASS., U. S. A.
 BRANCH, 121 NORTH JEFFERSON STREET, CHICAGO, ILL.



No More Loose Handles

The VAUGHAN'S Expansion Wedge

is a notable improvement in Hammer construction. You can always keep the Handle tight




WAX WEDGE

No. 41	—20 oz.
No. 41½	—16 oz.
No. 42	—13 oz.
No. 42¾	—10 oz.

All hammers with the VAUGHAN'S EXPANSION WEDGE are sold under our UNCLE SAM BRAND. Uncle Sam Hammers are the only Hammers that have the Underwriters' Laboratories Label as an Inspected Tool. Write for Booklet No. 10 which describes in detail how the Underwriters tested and approved Uncle Sam Hammers.

VAUGHAN & BUSHNELL MFG. CO.
 2114 Carroll Avenue
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OHLEN-BISHOP


CIRCULAR CROSSCUT BAND **SAWS** HAND COMPASS BUTCHER

Tools and Trowels
 —Made by—
THE OHLEN-BISHOP CO.
 The Master Saw Makers
 Lawrenceburg, Ind. Columbus, Ohio, U. S. A.
 Western Trade Supplied Thru Branches at
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No. 811 No. 480 No. 234
 No. 573 No. 573 No. 6
 No. 99 No. 545 No. 840

THE BRAINERD LINE
 BOX, CHEST, REFRIGERATOR, CABINET,
 FURNITURE TRIMMINGS
 IN STOCK FOR PROMPT SHIPMENT
THE BRAINERD MFG. CO.
 East Rochester, N. Y., U. S. A.



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Have proven **Live Sellers** wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.

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Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

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The Only Permanent and Reliable Means for Live Stock Identification. For Hogs, Sheep, Cattle and Horses

GOOD DISCOUNTS—GOOD SELLER—REPEATS
 SEND FOR OUR DEALER PROPOSITION
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MYERS SPRAY PUMPS

For Spraying, Cold Water Painting, Whitewashing and Disinfecting

To insure users of Myers Spray Pumps the highest efficiency in their spraying work, we give the same careful attention to the erecting and equipping of all styles and sizes of MYERS Bucket, Barrel and Power Spray Pumps. This, with the numerous patented features found throughout the entire line, produces a standard of spraying excellence unequalled by most other spray pumps.

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Pumps for Every Purpose
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THE F. E. MYERS & BRO. CO., Ashland, Ohio
ASHLAND PUMP AND HAY TOOL WORKS

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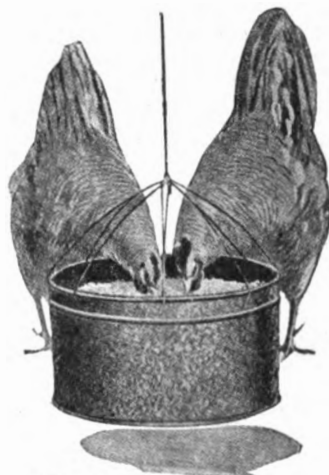
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POULTRY SUPPLIES



Tanks, Troughs, Hardware
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MOST POPULAR LINE
Unexcelled for **QUALITY** **PRICE**

Fountain and Feeders
Feeding Hoppers
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Drinking Fountains
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Brood Coops



It will pay you to be in a position to recommend and sell this popular line. We are anxious to tell you more about it.

Send for Catalog No. 100 Dry Mash Hopper
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Ask Your Jobber for Caldwell Sash Balances



33 years of service PROVES their superiority. They counter-balance sashes perfectly. Cheapest method for modernizing old windows.

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Hay-Budden Solid Forged Anvils

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First
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Made in America
Over 300,000
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Fully Guaranteed

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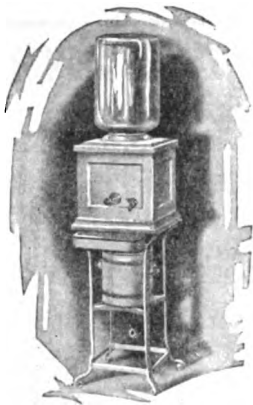
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Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

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Pacific Coast and Inter-Mountain Representatives
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NEW PROFITS FOR YOU!

If you want to give your customers the **BEST Cooler value**—then investigate today

THE "ROTAX"

—they are of **GUARANTEED QUALITY**.

You'll make more **PROFITS**, because you'll sell **MORE** of them.

They are **WHITE** and designed to match the most expensive office furniture.

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American Portable Scales

Hardened Bearings.
Tool Steel Pivots.
Accurately Sealed.

Fully Guaranteed.



Made of very best material and workmanship throughout, neatly finished, strong and perfectly accurate.

No better scale on the market, and the low price will interest you. We make the complete line of sizes; also weightless scales.

Write for Catalog and Jobbers Prices

AMERICAN SCALE CO. - Station B, Kansas City, Mo.

Drifting Pick for Mines

NORTHERN HANDLE CO.

Manufacturers of
"POINTER BRAND"
Guaranteed Best Quality
HANDLES

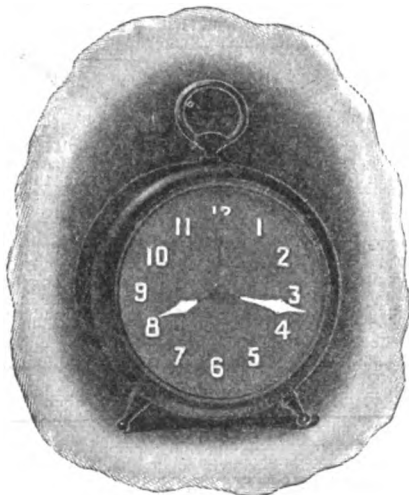
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Price List upon Request

Washburn's Hammer **NORTHERN HANDLE CO.** *Blacksmith's Hammer*
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Regular Single Bit Axe

The New Haven Brownie TELLS THE TIME DAY AND NIGHT



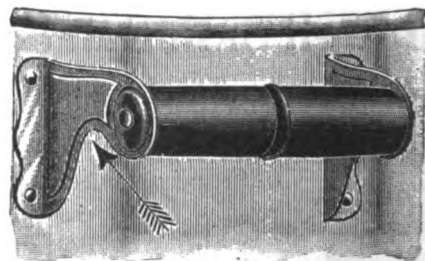
**FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM**

Height, 4 inches. Dial 2 3/4 inches. Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California

Keystone Boiler Handles



No. 1, Regular size for oval boilers.

No. 2, Regular size for square boilers.

No. 40, A new style made to hook over the edge of sinks, etc.

The illustration represents the No. 40 handle. The sides are heavy stamped steel, nicely trimmed. Send for samples.

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Store, 237 Arch Street

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PHILADELPHIA



Strange Perhaps —But True

It may be strange that a line of Ash Cans and Garbage Pails could attain such prominence as to be nationally advertised and sold. But such is the case. Witt Corrugated Ash Cans and Garbage Pails are known all over the country, are handled by all big jobbers, stocked by thousands of dealers and are sold to the general public through a persistent, widespread demand.

The explanation may be that these Yellow Label products are made better and stronger, giving better results and lasting longer. Heavy sheet steel is used and corrugated to add strength and rigidity. Heavy iron bands protect exposed edges. And the hot dip Galvanizing process is used so as to get best results and to close all seams without the use of inferior solder.

Your Jobber Can Supply You

FOR SALE ON THE PACIFIC COAST BY

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Thomson-Diggs Co.	Sacramento
M. Sellar & Co.	Portland, Seattle, Spokane
Honeyman Hardware Co.	Portland

The Witt Cornice Company

CINCINNATI, OHIO

Also makers of the lighter weight Brighton line of Cans and Pails. Write for quotations.



—all you need is this solder and heat

That's what you tell your customer. Think what it means in getting and holding solder business. Fluxing—the hard part of soldering, the part that requires most expertness, the part that takes most of your time and requires most explanation when you sell solder to the layman—that part is eliminated by



The acid flux, scientifically prepared at the factory, is in the hollow core of this wire solder. Just before the solder is melted the flux is released and a perfect bond is the certain result.

Send for a sample—use it yourself. When you see how much easier it is to do better work with this self-fluxing, genuine tin-and-lead solder, you'll know why it is in such great demand. It stocks two items is one; flux and solder. So it's as easy to handle and sell, as to use.

Sold in one-pound cartons, and on one, five and ten pound spools.

CHICAGO SOLDER COMPANY
4229 Wrightwood Avenue Chicago

Direct Factory Representatives:
The Faucette-Huston Co., Chattanooga, Tenn.
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Free Try-out Coupon

CHICAGO SOLDER COMPANY, HW 2-22
4229 Wrightwood Avenue, Chicago, Illinois.

Gentlemen: Please send me a free sample of Kester Acid-Core Wire Solder.

Name

Company

Address

City..... State.....

Our Supply House is.....

CANNED FOODS WEEK—March 1-8, 1922
Don't Forget



THE superiority of Giant Non-Freezing already has been proved on every class of work encountered in blasting. And today blasters everywhere consider it the SUPER-EXPLOSIVE, not only because it does not freeze even in coldest temperatures known to man, but because it does not cause headaches from handling. Tell us what explosive you now are using and we will tell you what grade of Giant Non-Freezing will do YOUR work. Giant explosives are made in the West for the West.

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EVERYTHING FOR BLASTING



To Open
U-Press-It

UPRESSIT

Hear the Snap!

Jelly Tumbler & Jar
Makes Preserving a Pleasure
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Eliminates all uncertainty and worry by providing an air tight, rust proof, sanitary seal that can be removed or replaced by merely pressing the cover. The Upressit Jelly Tumbler or Jar is sealed by simply pressing the sides of the cover and press the center to remove. Does away with unsanitary paper covers and rusty tops. Upressit caps are rust proof and may be used year after year.

Size of Tumbler, 8-oz. Retail Price...\$1.50 Doz.

Size of Jar, 12-oz. Retail Price.....\$2.00 Doz.

Write for Net Prices

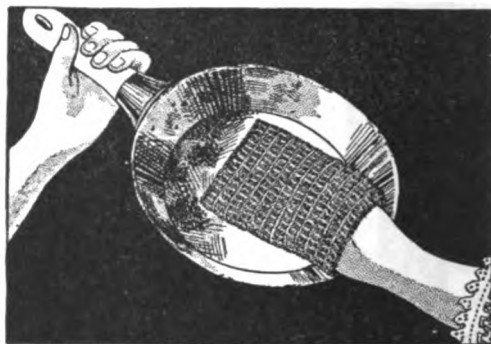
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CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known.



No modern kitchen is complete without one, no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for
10 Cents



Send us your
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if he can't
supply you.

Manufactured by

JOHN W. GOTTSCHALK MFG. CO.

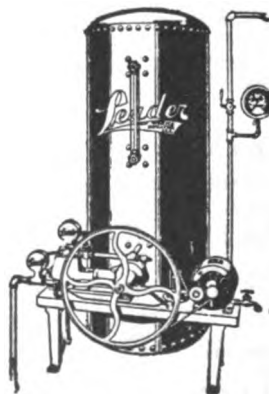
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TRADE MARK

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FULLER
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All Northland Skis bear our trade-mark—the guarantee of A-1 skis made from the finest edge-grained, well-seasoned woods obtainable. **Immediate Deliveries From Our Complete Stock**

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Largest Manufacturers of Skis in the World
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AT \$5.00 RETAIL

**The Most Wonderful Air Rifle
Ever Invented**

Different from All Others

ORDER NOW from your jobber or write us direct for full information regarding the only ORIGINAL PUMP GUN FOR MEN AND BOYS, always in great demand. Sample on request. Attractive discounts.

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McDONALD & LINFORTH
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The Benjamin

**A REAL PUMP AIR RIFLE
ONE STROKE OF THE PUMP AND YOU CAN SHOOT**

POWERFUL and ACCURATE. Works on the same principle as Air Drills and Air Hammers. Shooting power always under your control. Each stroke of the gun increases the shooting power. One to four strokes all that is ordinarily required. Never loses its shooting force. Absolutely safe, holding the compressed air for some time. You do not drop in shot until ready to shoot at your object. Nothing to wear out but the valves which ought to last several years, when they can easily be replaced by anyone at a very small cost. Stock of turned walnut, and separates from barrel. Gun is then only 23 inches long.

At a Popular Price

Tannery
at
Michigan
City,
Ind.

"Red-E-For-Use"

RAZOR STROPS

Prices Guaranteed against decline to date of shipment. We have reduced our line to the very best numbers in each price. We manufacture them in large lots for stock. We can deliver the goods promptly. Write for selected standardized list and short line Quality samples.

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Spring increases sales of Marble's axes, knives, gun sights, cleaners, etc. Sold by leading jobbers — order direct if your jobber can't supply you.



Liberal dealer discounts.
SAFETY POCKET AXE

Guard folds into handle. 2 3/8 x 4 in. blade finest steel. List price: 11 in. steel handle, \$3.25; hickory handle, \$2.00.
MARBLE ARMS & MFG. CO., 5380 Delta Avenue, Gladstone, Mich.
Pacific Coast Representatives: McDonald & Linforth
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A good
Profit
for you.

Write
for
prices.

**EVERY FISHERMAN
NEEDS**

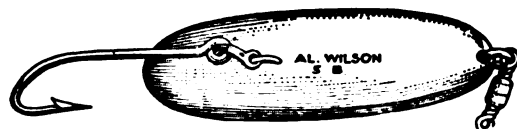
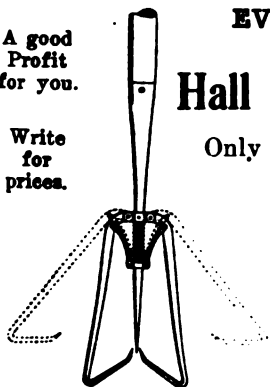
Hall Automatic Gaff

Only Practical Gaff Made.

Weight, 20 oz.;
Length 17 in.

**Hall Automatic Fish Spear
and Gaff Co.**

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**THE ONLY
GENUINE**

AL WILSON

**SPINNERS
BASS SPOONS
CONNECTING
LINKS**

**With the Safety
Catch**

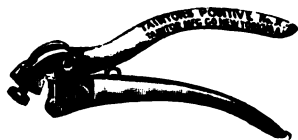
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TAINTOR POSITIVE SAW SETS

Have Set the Saws and have Set the Pace for over a Quarter Century. Send for Booklet: "Care of Saws."

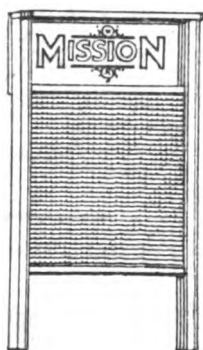
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NEW WAY TO FENCE FARMS



A Profitable Dealer's Specialty, Allowing a Good Margin of Profit



HOWARD WOODENWARE

Made of Select Sitka
Spruce
Ironing Boards
Pastry Boards
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A COMPLETE LINE OF
Washboards

The Rubbing Surface Plates in the HOWARD Washboards are all of the best materials. The frames are of Sitka Spruce, Strong, Durable and Bright Appearing. The quality of the HOWARD LINE has been established for years.

If you can't obtain these goods from your jobber, write us and we will be pleased to see that you are supplied.

HOWARD MANUFACTURING CO.

8th Ave. W. and Ewing St.
Seattle, Wash.

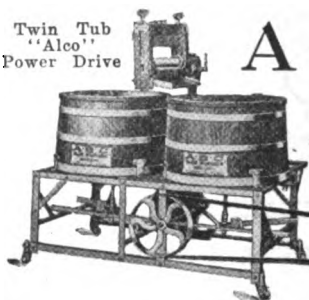
Representatives

Los Angeles—H. D. Tyler & Company, Higgins Bldg.
San Francisco—L. J. Woodson, 112 Market Street
Portland—Strimple & Cox, Corbett Building

Twin Tub
"Alco"
Power Drive

A B C
PRICES

Have Hit
Bottom!

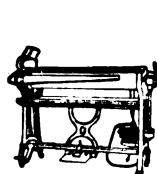


Now! —
start in to
land those
many pros-
pects who

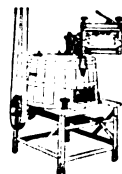
have been holding off for final price-cuts! Sell power-driven A B C "Alco" Washers in homes without electricity; sell electric "Alco's," Super Electrics and A B C Ironers to others. Prices on the complete A B C line are down to rock-bottom; tell your prospects they can save nothing by further delay. Write for A B C proposition today!

ALTORFER BROS. CO., Peoria, Ill.
New York San Francisco Brantford, Ont.

A B C *Electric Laundress*
WASHES ... WRINGS ... IRONS



ABC Electric Ironer



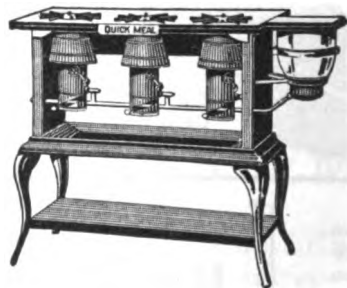
Single Tub "Alco"



ABC Super Electric



Cupola Burner Oil Stove



Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

**We now have a Large Stock and Assortment
of Oil Stoves**

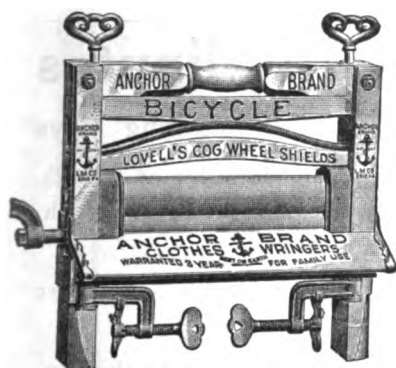
SEND YOUR ORDERS TO
QUICK MEAL STOVE CO., DIV.
OF AMERICAN STOVE COMPANY

C. H. SCHIECK

Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large
line of
COAL RANGES

We also carry a large
line of
GAS RANGES



Have You Proved This?

We have proved that a correct design in a universally used article, manufactured strictly for improving its service to the public, will in due time build up a productive organization able to revolutionize previous habits in that line.

Take Clothes Wringers.

Clothes Wringers to-day are common and inexpensive. But they are only common because Anchor Brand led the way.

Anchor Brand is the Clothes Wringer for most American families.

Anchor Brand Clothes Wringers

LOVELL MANUFACTURING CO., ERIE, PA.
Largest Manufacturers of Clothes Wringers in the World



TRINER Slanting Dial FAMILY SCALES



The silver burnished dial sets at an angle and can be read without stooping.

Platform is supported by double steel uprights, distributing weight and insuring accuracy.

Made throughout of the best cold rolled steel, light and strong.

Finished in heavy black enamel, beautifully decorated.

Can be kept in any convenient place, as it occupies very little room, its dimensions being 7 in. high, 6 in. wide, 7 1/4 in. deep. Dial 6 in. in diameter.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.

West Twenty-first Street, CHICAGO, ILLINOIS

W. P. HORN & CO.

Pacific Coast Representatives

Rialto Building, San Francisco, Cal.
Los Angeles Portland, Ore. Seattle, Wash.

Milbradt Ladders



Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

MILBRADT MFG. CO.

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HUNTER'S SIFTER

Standard of the World
Since 1880

Sectional View
Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swaged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.

Banker Street

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The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 25 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 doz.).....\$54.00

Jobber's Assortment (12 doz.).....21.60

Open Stock, all colors, per gross.....21.60

2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

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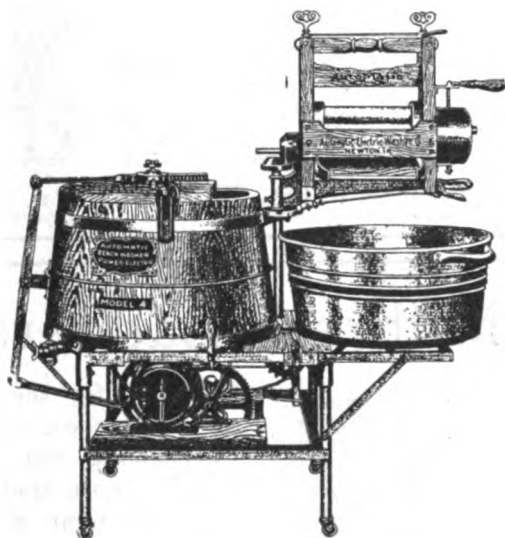
169-173 Second Ave., BROOKLYN—NEW YORK

Townley Metal & Hdwe. Co., Kansas City, Mo.

Pacific Wooden Ware & Paper Co., Oakland, Cal.

Sold an **AutoMatic** Washer

For 26 Ten-Hour Working Days



Yes, that's what one **Retailer** of AUTO-MATIC Washers accomplished in March, 1921.

Exactly 1100 AUTOMATIC Washers were sold—figure it for yourself.

And this represents **only one** of the several World's Records made in the sale of AUTOMATIC Washers.

Why wouldn't the Agency for the oldest Electric "Dolly" Washer on the market be a valuable asset to **your** business? A post-card will bring you complete details.

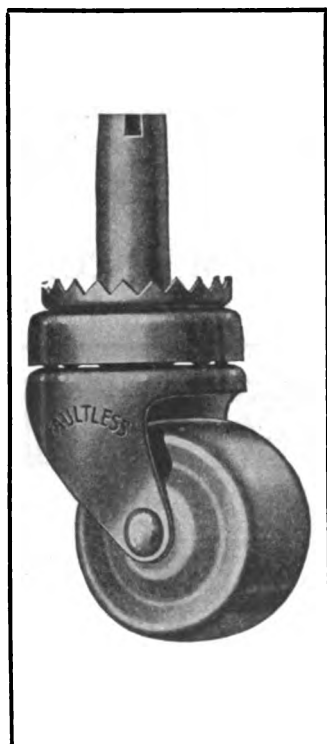


SCHRAM & WARE, Inc.

Seattle, Wash.

Distributors for Washington

Other Inquirers Address
AUTOMATIC ELECTRIC WASHER CO.
701 Third Street, Newton, Iowa



Faultless Ball-Bearing Casters

Of the same high standard that characterizes the entire FAULTLESS line. A beautiful caster, neat appearing—built with lines that conform to the custom of furniture made today—manufactured to a precision, no rough corners or unsightly scratches, symmetrical. These are a few of the extraordinary features that are standard in this new

FAULTLESS BALL BEARING CASTER

Made in all sizes and finishes, with maple, lignum-vitae, steel, cast-iron, fibre or felt wheel. Send for sample best adapted for your purpose.

Faultless Caster Company

Executive Offices

Evansville, Indiana

Eastern Sales Office: 200 Fifth Avenue, New York

"Moves the
FAULTLESS
Way"



Real jazz for your cash register

ALL work and no playing on the cash register makes Jack a discouraged dealer. A "jazzy" cash register is the life of any store. Give Peters Ammunition a chance to do the shuffle-shuffle rag off your shelves and then watch the old cash register begin to hum. Peters Ammunition is better — and this superiority isn't bashful at all.

It follows the shooter all around — and just naturally makes him a Peters Ammunition enthusiast for life. Drop us a line and let's argue a bit about this idea of selling better ammunition.

THE PETERS CARTRIDGE CO.
Cincinnati New York San Francisco



PETERS AMMUNITION

**Better
Business
Is Coming**



LIGHTNING



BLIZZARD



GEM

**Be Wise
In Time**

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U. S. A.

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

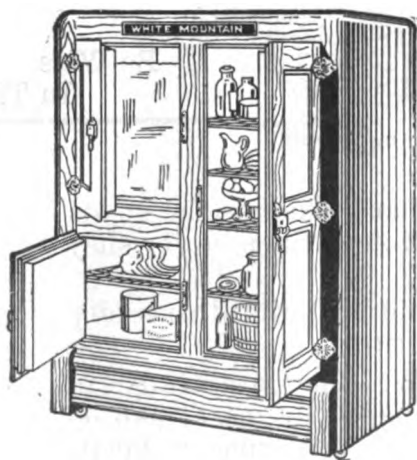
New York

Chicago

Boston

San Francisco

White Mountain Refrigerators



"The Chest With the Chill in It"

There is absolute satisfaction as well as profit in handling a refrigerator so universally known as the famous "WHITE MOUNTAIN"—A Refrigerator used "in over a million homes"—A Refrigerator bearing a name recognized as a quality standard for generations.

"WHITE MOUNTAIN" refrigerators have patented features and points of excellence which no other refrigerator possesses.

A line of refrigerators complete in every practical style, size and finish with a range of prices to meet every trade requirement.

Our beautiful 1922 WHITE MOUNTAIN catalog has just come off the press and will be mailed upon request.

Maine Manufacturing Company - Nashua, New Hampshire

BRANCH OFFICES:

New York City; Boston, Mass.; Atlanta, Ga.; Dallas, Texas; San Francisco, Cal.; Denver, Colo.; Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS:

San Francisco...Dunham, Carrigan & Hayden Co. Portland.....Honeyman Hardware Co.
Sacramento.....Miller-Enwright Co. Seattle.....Schwabacher Hardware Co.
Yakima Hardware Co., Yakima, Wash.





Foster Bros. Cutlery

has been favorably known to the trade for thirty-five years as the standard of quality. Long experience and the use of proper cutlery steels insure long-wearing, keen-cutting, edge-keeping cutlery.

The assortment of paring knives herewith shown are put up in this attractive display carton, ready to be placed on your counter or in the show window. The blades are high grade steel, thoroughly tempered and properly finished and ground, by high-class workmen. Sharp and ready to cut. A good looking article and a ready seller.

These are part of the famous Foster Bros. Line. Your nearest jobber can furnish full information

THE BRAND IS FOSTER BROS.

JOHN CHATILLON & SONS

Established 1835

85-99 Cliff Street

New York City, N. Y.

ORDER FROM YOUR NEAREST JOBBER

The
OLD RELIABLE
Lines of

American Enameled Ware

—
Marble

(Blue and White)

Swedish

(Mottled Veined)

White and White

—
Sold by all the leading house
furnishing
and hardware houses

—
30 years of unfailing service
and satisfaction

—
**THE
AMERICAN STAMPING &
ENAMELING CO.**

MASSILLON, OHIO

3 Plants at Bellaire, Ohio, and Massillon, Ohio
covering 15 acres of floor space

BABCOCK SPRUCE LADDERS

Mr. Dealer:

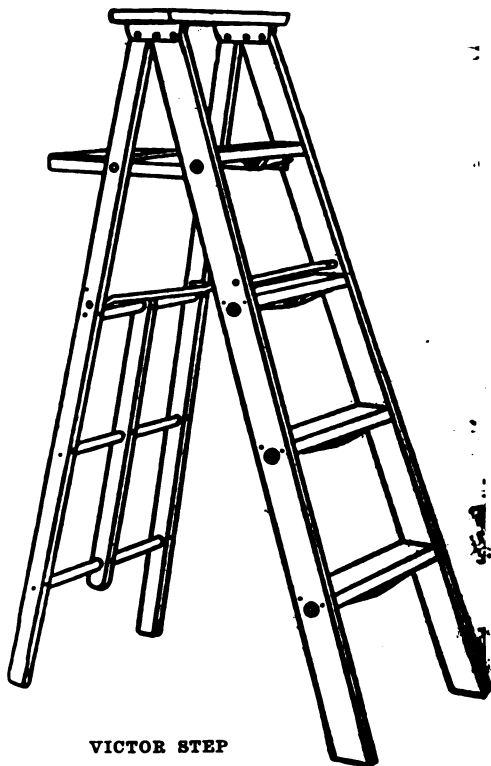
Did you know several hundred accidents to women and girls were caused by poor, unsafe, cheap Step Ladders that are not reinforced?

ARE YOU GUILTY

All **Babcock Spruce Step Ladders** are reinforced with steel truss rod under each and every step.

Be safe. Don't take a chance. Sell Babcock Spruce Step Ladders. They're light and strong. Everybody likes them. You will.

W. W. BABCOCK CO.
BATH, N. Y.



VICTOR STEP

Sell one of these to every young married couple who buys a stove. Try it. You will sell a lot of them.

O. LINDEMANN & CO.

35-37 Wooster St., New York Established 1863



Manufacturers of JAPANNED, BRASS and
TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger, 703 Market Street, San Francisco, Cal.
Representative for California
T. D. McLean, L. C. Smith Building, Seattle, Wash.
Representative for Washington, Oregon, Idaho,
Utah, Montana and British Columbia

STOVOLL
TRADE MARK

Makes Stoves Look Like New
KILLS RUST; PREVENTS RUSTING; CLEANS AND POLISHES.

Write for Wholesale Prices
SUPERIOR LABORATORIES
General Offices, Dept. 11
Grand Rapids, Mich.

GENERAL SALES CORPORATION
Pacific Coast Representatives
718 Mission St., 737 Terminal St.,
San Francisco Los Angeles
Seattle, Wash.

For Modern Decorative Lighting Hygrade Round Bulb Lamps

Many of the newest and more artistic lighting fixtures, especially those which are designed for decorative effect as well as for useful light, are planned specifically for round bulb lamps, all frosted.

Hygrade Round Bulb Lamps, therefore, in both G 18½ and G 25 bulb, should be in the stock of every dealer who is planning to satisfy his customers' demands.

Hygrade Round Bulb Lamps are also used in candle units and in many places, without special shades, for decorative purposes.

HYGRADE LAMP CO

GENERAL OFFICE
AND FACTORY



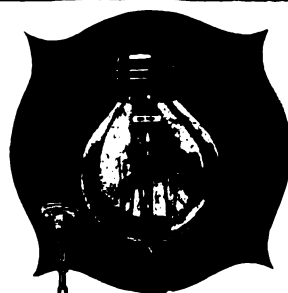
SALEM MASS

OMER COX
Western
Representative
Atlas Building
San Francisco, Cal.

Two Sizes
G18½
G25
Clear
Bowl Frosted
All Frosted



Hygrade Round Bulb Lamps are only one type of the 183 types and sizes of large style incandescent lamps made by the Hygrade Lamp Company. These include the NEW TIPLESS Hygrade Mill Type Lamp, Hygrade Bowl-enameled Lamps and the WHITE Hygrade



Make Sharpening Machines Pay Your Store Rent Every Season Thro' the Year

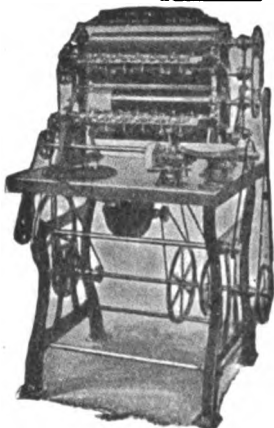
Hatfield Complete Sharpening Machines (which sharpen all makes of Safety Razor Blades) are doing even more than that for some stores—they are paying their entire living expenses, office rent, etc.

We have just issued a New Booklet which gives complete information—tells all about

Hatfield Complete Sharpening Machines

and how one N. Y. customer is making over \$5,000 a year. The Hatfield is the only machine in the World that sharpens with a Lateral Motion.

Used successfully for over 11 years all over the civilized World. Send for the Booklet now. 7 sizes.



HYFIELD MFG. COMPANY

21 WALKER STREET - NEW YORK CITY



ADJUSTABLE NOZZLE

is the **quickest-seller** on the market.

You can sell more garden-hose nozzles this coming season than you ever sold before. The "NEW DUMACO" will do it for you.

AND why? Lis'en—

In **construction** it is the latest thing. It is manufactured out of solid brass rod, fine grained brass casting, and a specially improved packing, that makes leakage absolutely impossible.

In **operation** it is simplicity itself. One turn, and you have a straight flow; another, and there is a fine spray; a third, and the water is shut off—**instantly**. The stream is longer, and the spray finer than in any other nozzle sold.

In **service** it has no superior. For garage, lawn, or garden it is ideal. Perfect satisfaction and durability is insured, as each nozzle is factory-tested, and fully guaranteed.

In **price** it is the most profitable for you to handle. We sell it much lower than any other is offered at.

The "NEW DUMACO" means steady money-making sales for you. "It Sells BEST Because It Is BEST!"

Sample on request. Write direct, or to your jobber, for special rates and terms.

THE DURST MANUFACTURING CO., Inc.
119 Chambers St., New York, N. Y.

We also manufacture Couplings and other Hose Accessories

It's a Poultry Year AND THAT MEANS A Queen Incubator Year



Queens Make Old Friends
of New Customers

People everywhere, facing decreased incomes in other lines, are turning to greater poultry production to provide the family meat and to augment the family income.

And poultry can be depended upon to do that—just as millions of people have discovered.

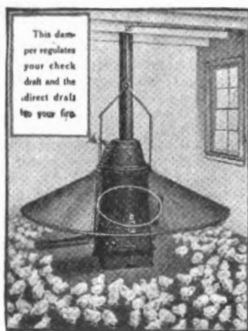
Have you stirred up the poultry supply business of your community? If you haven't, you are overlooking something.

Queen Incubators and Brooders

Queen Incubators and Brooders will help you get most of the poultry business. They are good machines to sell because they are good machines to own. You will never lose a customer to whom you recommend a Queen.

May we offer our suggestions?

QUEEN INCUBATOR CO.
LINCOLN, NEBRASKA



Queen Brooder Stove
A Wonderful Seller

Hardy's "Campers Friend"



A "Down to the Minute" Camp Outfit that Makes Camp Life Enjoyable

—As a running board box it carries a complete Camp Cooking Outfit, a two burner gasoline cook stove and a metal service box, in which to carry a complete dining service.

—The box is convertible in less than two minutes into a Camp Cook and Dining Table, having a top measuring 26½x33 inches and with two spacious shelves underneath for holding utensils, stove, etc.

—With the "Campers Friend" you stand up and cook with ease and sit down and eat in comfort.

—It eliminates the open camp fire for cooking purposes with all its disagreeable features.

—There's no more stooping and squatting in awkward and tiresome positions while cooking and eating.

—The most compact, practical and useful camp convenience ever offered the motorist who tours and camps.

—Dealers can make their camp equipment and sporting goods departments more profitable by stocking this "up-to-date" outfit.

Write for Prices and Illustrated
Folder.

JOHN E. HARDY
PORTLAND, OREGON

DUALITE

The Only Lamp with the Double Filament



From 40 to 1000 Watts



Licensed under
General Electric
Company's Patents

The Whitelite Proposition Is Good and the Dualite Is Even Better

WHITELITES are sold on the basis of superior candle power and longer life.

DUALITES are sold on the same basis plus the double filament—an exclusive talking point. You sell a lamp that occupies a field by itself.

The double filament gives the user TWO lamps; saves at least 50% of his lamp outlay; affords great convenience—when one filament has burnt out (after about 1000 hours' use) another filament, in the same lamp, is ready for instant use. Unquestionably—A splendid opportunity for live dealers.

WHITELITE ELECTRIC CO.

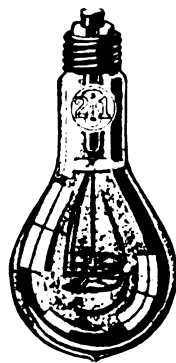
368-370 Broome Street, New York City

*The Superior Gas Filled Lamp
with One Filament*

WHITELITE



Now in 40, 60, 75,
100 and 200 Watts



*The Dualite is fully
protected by U. S.
Patents, and is made
and controlled exclu-
sively by us.*

ROCK-A-BYE NURSERY ACCESSORIES



SWING NO. 1.



SWING NO. 2.



COMBINATION BED
AND
AUTO CRIB NO. 32.



COMBINATION CHAIR NO. 14.
AUTO SEAT.



ROADSTER NO. 10.



ROCKER NO. 24.



WALKER NO. 18.



COMBINATION CHAIR NO. 14.
HIGH CHAIR

PERFECTION MANUFACTURING CO. ST. LOUIS MISSOURI.
LEFFINGWELL AVE. AND MONTGOMERY STREET.



George M. Clark & Company
Division American Stove Company
CHICAGO

Start Now

to make this your biggest year in oil stove sales.

The success of dealers who have handled Clark Jewel Oil stoves has always proved good. Start Now. Order full line of samples for your sales floor.

Clark Jewel Long Chimney Oil stoves are constructed of the very best material. They are strong and durable. They are finished in a beautiful blue enamel with black trimmings. The black porcelain enamel on the chimneys will not burn off or discolor. There are no parts to get out of order. They are simple to operate and the hot blue flames are easy to regulate. Used up wicks can be removed and new ones inserted in a moment.

Clark Jewel Oil stoves will bring you big sales and a handsome profit.

The Ontario Knife Company, Franklinville, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

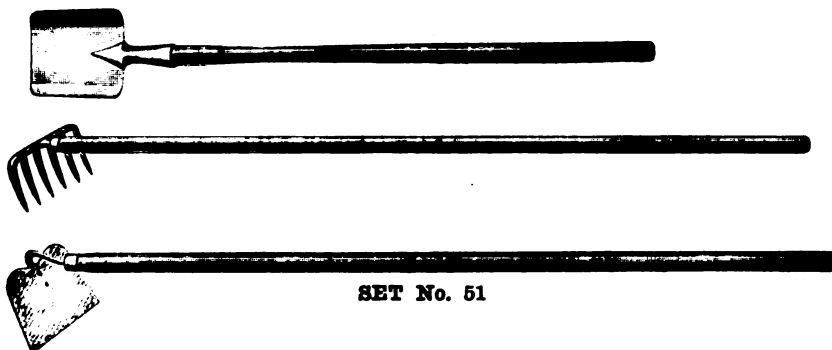
**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

Child's Garden Tools



Spring Fever attacks the youngster as well as grown-up folks. After the long winter days shut in, children are always crazy to get outdoors again and revel in the sweet warm earth.

At this time in particular these small garden sets possess irresistible appeal to juvenile fancy.

Of high quality, the hoes and shovels are fashioned from toughest steel; rakes are of selected castings, nickel plated.

Metal parts are attached by brass ferrules to handles of waxed finish natural wood, strong, free from knots and other imperfections.

These sets are wonderful sellers and make you many new friends and customers. Order Now!

One dozen sets in a package—one gross in a case.

ASK FOR CATALOG No. 28

ARCADE MFG. CO.

Freeport, Illinois

Garage & Barn Door Hardware "1080"

for folding, sliding doors

ECONOMY

excellence of material and manufacture, ease of installation and operation—these good points guarantee profitable installations of this popular adjustable trolley-swivel type Hanger Set. It is known by the same rugged long life that marks all A-P Hanger Hardware, Light Hardware and Hardware Specialties.

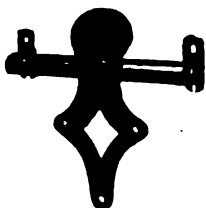
Reliable (original) Round Track

and No. 2 Hangers embody the same points of excellence applied to barn and warehouse door installations. Hangers and brackets are ONE PIECE malleable, from our own foundry.

ALLITH - PROUTY
COMPANY

Danville, Illinois

Request Catalog No. 90



ALLITH-PROUTY
"Satisfaction in Hardware"

Main Office

Toledo, Ohio

The American National Company

Caterers to "Young America"

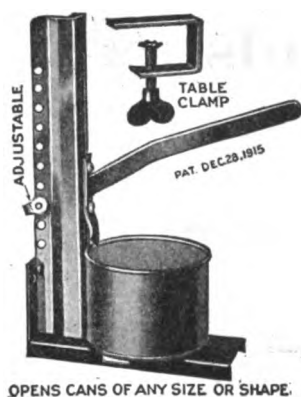
A complete line of vehicles for children of every age. The originality of design—the sturdiness of construction and completeness in every detail has stamped the entire line, among dealerseverywhere, as a line that sells and stays sold.

The Diamond Beautiful
Built—not made

Write your Jobber
or to the Factory
for Complete Catalog and
prices.



"See American National First"—Sells Itself



OPENS CANS OF ANY SIZE OR SHAPE.

Ladd
Mixer-Churns

Egg-Beater Philosophy

HE WHO FALTERS — FAILS, say the French. We know they mean FEBRUARY and refer to LADD ALL-STEEL BEATERS. Our friends determined TO MAKE 1922 THE BANNER YEAR, CAN DELAY NO LONGER. Why falter? ALL KNOW they sold more last year than any other. EVERY DEALER KNOWS THESE GOODS SELL ABOVE ALL COMPETITORS and THESE

ALONE embody the PRIME ESSENTIALS—PROFITS, VALUE, SERVICE, SATISFACTION. DON'T FALTER WITH THESE: others mean failure somewhere.

LADD ALL-STEEL BEATERS—3 sizes for all requirements.

LADD MIXER CHURNS—1 qt., 2 qts. Removable Beaters.

SATURN REELS—2 finishes, 40 ft. cord.

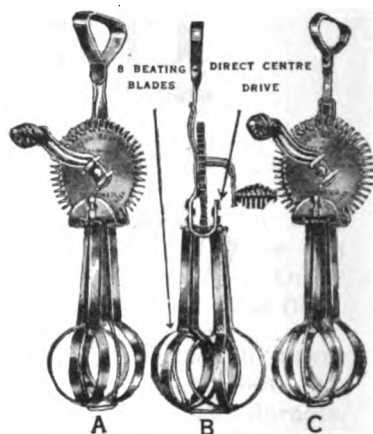
SATURN CAN OPENER—Safety, Stationary.

CAN OPENERS—5 usual varieties.

RAZOR PARING KNIFE.

NUT CRACKERS.

JOBBERS
the world
over and US

Saturn Clothes-
Line Reels

UNITED ROYALTIES CORPORATION, 1133 Bway, New York

Representatives: Omer Cox, Atlas Building, 604 Mission St., San Francisco, Calif.; Sands & Cox, San Fernando Building, Los Angeles, Calif.; Strimple & Cox, L. O. Smith Building, Seattle, Wash.; Rankin & Cox, Newhouse Building, Salt Lake City, Utah; Taylor, Youngs & Cox, Temple Court Building, Denver, Colo.; Strimple & Cox, Corbett Building, Portland, Ore.

The Trap
With a
Reputation

Come On—Get in Line
HANDLE THE TRAP THE PUBLIC CALLS FOR
INCREASE YOUR PROFITS BY HANDLING

Avis Sanitary Fly Traps

BUYING IS BELIEVING

HERE ARE SOME WIDE-AWAKE JOBBERS WHO
REPEAT THEIR ORDERS YEAR AFTER YEAR

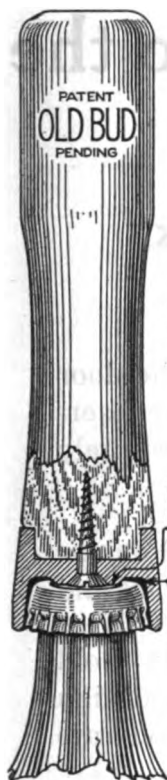
Tritch Hardware Co.	Denver, Colorado
Krakauer-Zork Co.	El Paso, Texas
Salt Lake Hdwa. Co.	Salt Lake City, Utah
Schwabacher Hdwe. Co.	Seattle, Wash.
Baker, Hamilton & Pacific Co.	San Francisco, Calif.
Dunham, Carrigan & Hayden Co.	San Francisco, Calif.
Thomson-Diggs Co.	Sacramento, Calif.
The Schaw-Batcher Co.	Sacramento, Calif.
California Hdwe. Co.	Los Angeles, Calif.
Union Hardware & Metal Co.	Los Angeles, Calif.
Hoffman Hardware Co.	Los Angeles, Calif.
Harper & Reynolds Corp.	Los Angeles, Calif.
R. P. Craig & Co.	Los Angeles, Calif.

MANUFACTURED BY

Avis Hardware Co.
POMONA, CALIF.

Do a Larger Bottle Capper Business

On a Smaller Stock Investment



OLD BUD

Made with chilled iron head, fastened to hardwood handle.

Weight 4 oz. packed 4 doz. in a corrugated box.

Raised center strikes middle of cap which acts as cushion when cap is down

Groove prevents contact with top of bottle, eliminates breakage

The dealer or jobber who handles the Everedy line of bottle cappers never has to tie up his money in large stocks. He simply carries the three styles illustrated, and with them does a substantial bottle capper business—with rapid turn-over—and at big profit.

You can do the same. There's "Old Bud" to meet the requirements of all who want an inexpensive bottle capper. He caps efficiently, is very faithful and easy to operate. Simply place the cap on bottle, place "Old Bud" on top of cap, then give one blow on the mallet and the bottle is sealed air-tight. No bottle breakage either. See details herewith.

And for those of your customers who want a bottle capper for more extensive use, there's the Everedy No. 3—undoubtedly the finest bottle capper on the market today. This is the machine that is endorsed and approved by the Crown Cork & Seal Co., Baltimore, Md., the world's largest manufacturers of "Crown" Sealing Caps.

Of particular importance is the fact that the Everedy No. 3 Bottle Capper is unbreakable—and is so warranted—being made entirely of malleable iron and steel. It is also guaranteed not to break bottles and to cap air-tight.

It takes any size bottle, requires no complicated adjusting. Simply raise handle to desired height and cap. The customer seeking value in a bottle capper sees the realization of his desires in the Everedy No. 3. Made in two styles with stationary metal rubber-cushioned base or with portable 10" hardwood base—other details of construction exactly the same.



Showing the
EVEREDY
No. 3
with
Hardwood
Base
PORTABLE

Can be Used
Anywhere

WARNING NOTICE

The Everedy Bottle Capper was Patented
in the United States, Oct. 19, 1920
in Canada, May 3, 1921.
Those selling Machines that are infringements
on these Patents make themselves
liable.

Pacific Coast Representative

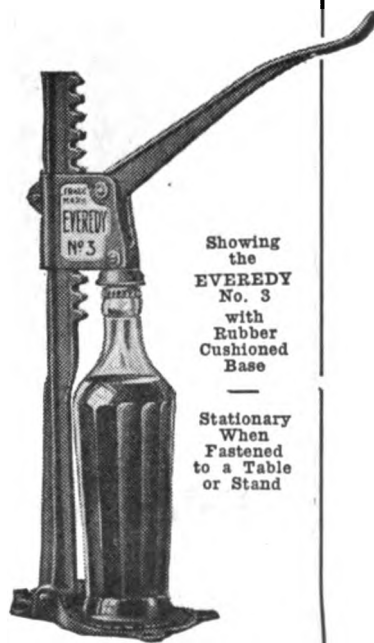
E. B. HAPFOLDT

461 Market Street, San Francisco

MANUFACTURED BY

**The Everedy Bottle
Capper Co.**

Frederick . . . Maryland



Showing
the
EVEREDY
No. 3
with
Rubber
Cushioned
Base

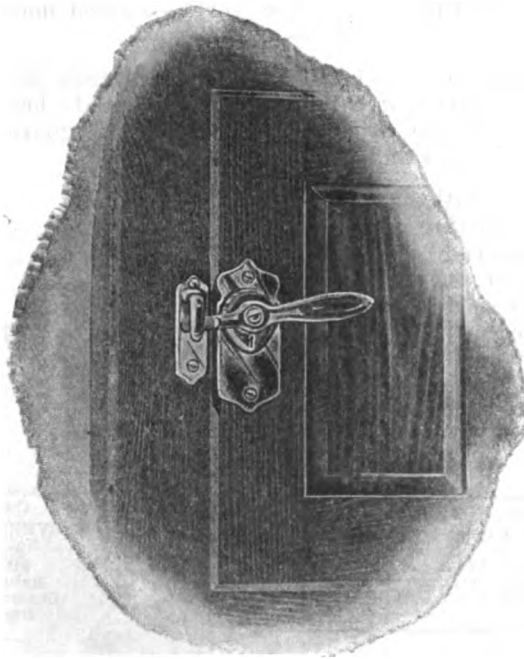
Stationary
When
Fastened
to a Table
or Stand

This Jams the Door Snug to the Door Jambs

It's the Baldwin Refrigerator Lock "Baldwin" Patent and Design

It's the best Refrigerator Fastener made—squeezes the door tight to the refrigerator, and in combination with the rubber insertion which we put around "Baldwin doors," makes an absolutely tight joint.

Photograph shows the plain polished Nickel style, used on our "Snow White" Opalite Glass and "Sanitas" Porcelain lined and some other styles.



Made in Roman Gold finish, ornamental design for the more moderate priced goods.

This Lock is different and better than other makers use. It's a practical feature of excellent merit and helps save the ice.

*Jam Your
Order
in Now*



Baldwin Refrigerator Company

Burlington, Vermont

Stock Carried by Heyman-Weil Co., San Francisco, California

C. H. SMITH

Western Representative

817 South St. Andrews Place,
Los Angeles, Calif.

REAL SOLID

The Mark  *of Quality*



No. 16 B

99%
Pure
Aluminum



No. 0203

Mr. Dealer:

Why not order "REAL SOLID" Aluminum Cooking Utensils now?

During this period of fluctuating prices the dealer who is in a position to furnish Quality goods at the Right Price is the one who will profit.

There is an absolute guarantee back of every utensil we sell (our utensils will not rust, chip or corrode). We can give this guarantee because we know that each and every piece is made the "REAL SOLID" way. Quality is a paramount feature of the "REAL SOLID" line.

Above are shown two distinctive new designs—there are many more shown in our NEW CATALOG just off the press. We are also issuing REVISED PRICE LIST. Write today for your copy of this up-to-date catalog and price list—do not wait until tomorrow.

"REAL SOLID" has the Quality and the Price is Right—this means satisfied customers and repeat orders for you.

The Buckeye Aluminum Company
WOOSTER, OHIO

MANUFACTURERS OF
"REAL SOLID" Aluminum Cooking Utensils



THE TRADE MARK ON THE GOODS

SUPPLY THE TREMENDOUS DEMAND FOR ALUMINUM
WARE, BUT GIVE THEM QUALITY GOODS BEARING THIS

TRADE MARK

“Lifetime”

Trade Mark **ALUMINUM COOKING UTENSILS**

“THE GUARANTEE OF A LIFETIME SERVICE”

Let us quote on your requirements for your next \$1.00 Aluminum sale. Address

ALUMINUM PRODUCTS CO., LaGrange, Illinois



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Volume XVII

FEBRUARY :: 1922

Number 2

The Money You Make

Just how much are you interested in the money you are making, the salary you receive or the profits you derive from the sale of your merchandise? You should be interested and that doesn't mean being "mercenary" by a long shot.

While money in the business world is usually the reward of success, provided it is earned honestly, and no one is taken advantage of to secure what you possess, it is not so much what you earn, as what you really save that counts.

Every employe, every merchant, is entitled to a fair return for his efforts.

Too few of us realize that the public is really the employer and the public also is entitled to honest goods and honest service for what they pay you in return. Money is valuable inasmuch as it secures you independence, comfort and culture.

But these should not be selfishly possessed, for each individual is under a special responsibility to help provide, educate and develop those less fortunate, who are making a proper effort. Each one is not endowed with the same degree of intelligence, but that should not keep one from using to the best of his ability what he does possess. Each one should understand that they should give value received.

As your earning capacity increases, as you become more valuable to the community, your remuneration should be increased in the same proportion. If

you are worth more money than you are receiving, bear in mind there is someone on the lookout for you and willing to pay it.

Because you say you are worth more, is no reason why you are really worth it, but prove it by your ability, by what you can accomplish for your employer or for those with whom you are associated.

It is more often true that people are paid more than they are worth than it is that they are paid less. Employers hate to discharge an old and faithful employe even though he is not doing the best he can.

A bank account gives one a sense of security and ease.

The habit of saving for a "rainy day" is a wise one. No one can tell when sickness or accident or distress will intrude, often in the most unexpected and unaccounted, as well as undeserved manner.

A man who is without money very long, who does not accumulate or save, is not likely to be held in great respect if the fault lies with him. Money requires care, else it will slip away for things which do not count.

Children should be early taught the value of money as well as to earn it, and then they will be careful how they spend it.

Money is not the root of all evil, considered rightly, but it is the undue love of money that lures men to do wrong and which is to be feared.

Have You Seen This Man?

HAVE you seen the man who is going to help you do more business this year than you did last? Not only do more business, but who is going to help you put your business on a better basis, make a little better profit for yourself, if you haven't been doing it?

Have you seen the man who is going to help you keep in a little closer touch with your customers?

Have you seen the man who is going to make you a little more receptive to new ideas and suggestions?

Have you seen the man who is going to help you adopt a little different method in getting in touch with new trade?

Have you seen the man who is going to help you occasionally get out in the country and call on some of your farmer prospects?

Have you seen the man who is going to take a day off occasionally and visit around among neighboring stores, not only in your line, but in other lines as well and help you get new ideas that you can adopt in your own business?

Have you seen the man who is going to help you try and live on a little higher, and a little better basis, not only physically, but mentally as well?

You know this life is merely to help you prepare for another. Even if you don't believe it, you won't make a mistake in acting on that presumption. You will not be the loser if it should turn out not to be true.

On the contrary you would feel better satisfied with yourself, feel better toward your family and your neighbor, to believe it, and act upon it just for a few weeks or months. Then if you don't find that it is true you can go back and live the way a selfish man should live.

There is no use in a man living at all unless he is going to improve his methods, his life, his habits.

If we correct our mistakes, if we avoid or overcome our errors now, it won't take so long, and won't be so hard to overcome them in the future.

This is the time when men adopt good resolutions—adopting them is at least a step in the right direction. But living up to them, while it is a little harder. when you get by the first month or the first two or three months, you will find it much easier and more pleasant.

If you haven't seen this man who is ready to help you, he is to be found not very far from you.

Just step to the mirror—you will find him facing you.

He ought to wear a smile when he sees you.

If you will just smile when you step up to the mirror to look at him, he will smile back in return, and when you come to think of it that is the attitude to adopt toward everyone that you meet.

Just try wearing a pleasant countenance and saying a cheery word and giving a smile and a hearty handclasp and you will find that reciprocity will be put into instant effect.

If you don't, write and tell us about this being a mistake, and we will write a different article; we will advocate the opposite thing.

We will write an article telling how much better it is to be gruff and disagreeable and dishonest, if you find this to be your experience.

Remember, the man who is going to help you is going to face you in that mirror.

Friends may advise and suggest, but no one can really help unless it is the "mirror man." If you are determined, if you make up your mind that you want this man's help, then face the mirror again. It is determination that will help you to overcome difficulties.

You will find this same fellow in the mirror with the same attitude as you display.

VIRTUE CAN BECOME VICE

Hard work, honesty, good judgment, initiative and other qualities are essential in cumulation of wealth. Money may be secured without these essential characteristics, but men who do not have them either lose or spend their money after securing it. They seldom die rich. Statistics on failures illustrate this point most conclusively.

Notwithstanding hard work, honest good judgment and initiative, the habit of thrift is the basis of invested capital. A man who is naturally thrifty gradually accumulates money and is able to "take a chance" and go into business for himself when the opportunity opens.

It may be to have a small store or to operate a great industry, but in either case he is his own boss, and an employer of men. If the statement is true that 5 per cent of the people of this country are employers and 95 per cent are working for others, this probably likewise means that only 5 per cent have the habit of thrift.

What is a good habit, at one time of life may be a bad habit at another time of life. This especially applies to the habit of thrift. The habit of thrift is necessary for the up-building of an individual, industry, or nation, but like other good habits, it can be overdone.

When the habit controls the man instead of the man the habit, it is a dangerous condition. The successful person is he or she who has a true perspective of life and who gives the proper amount of time, thought and energy to the various factors in life proportional to their importance. He who over-develops any one of the features making up life does wrong and suffers thereby. Does not this especially apply to those who have over-developed the habit of thrift?

—Roger W. Babson.

Nature makes no allowance for a man who lies down; he must face the music.

ASK YOURSELF—

Am I hitched up right, or am I a round peg in a square hole?

Do I feel every drop of blood and every fibre in me tugging away at my ambition, saying "Amen" to my work?

Am I backing up my chance in life in every possible way, or am I sliding along the lines of least resistance?

Am I keeping myself fit to do the biggest thing possible to me every day of my life?

Am I working along the line of my talent, or am I getting my living by my weakness instead of my strength?

Am I strengthening my weak points, making my strong points stronger, and eliminating the things which are keeping back, the enemies of my success?

Do I decide things quickly, finally, or am I forever on the fence, fearing to make definite decisions which I cannot reconsider?

Have I the initiative which begins things without being told to; which does things without waiting for others' instructions?

Do I dare to attempt the thing I instinctively feel capable of doing, and I know that I ought to do?

Have I the courage which dares to branch out in an original way, dares to make mistakes that may humiliate me if I should not happen to succeed?

Do I try to develop that bigger man back of the smaller man I am, by obeying the God-urge that ever bids me up and on to greater endeavor?

If you can answer the above questions in the right way, you will bring out a hundred per cent of your ability instead of the fifty per cent that the majority of young men are content to develop; you will attain your ambition and be what you long to be.

Although woman is a natural bargain hunter, she does not care to marry a man in reduced circumstances.

Advice to a Young "Tradesman"

(By Benjamin Franklin)

AS you have desired it of me, I write the following hints, which have been of service to me, and may, if observed, be so to you.

Remember that Time is money. He that can earn ten shillings a day by his labor, and goes abroad, or sits idle, one half of that day, though he spends but sixpence during his diversion or idleness, ought not to reckon that the only expense; he has really spent, or rather thrown away, five shillings besides.

Remember that Credit is money. If a man lets his money lie in my hands after it is due, he gives me the interest, or so much as I can make of it during that time. This amounts to a considerable sum where a man has good and large credit, and makes good use of it.

Remember that money is of the prolific, generating nature. Money can beget money, and its offspring can beget more, and so on. Five shillings turned is six, turned again is seven, and threepence, and so on till it becomes an hundred pounds. The more there is of it, the more it produces every turning, so that the profits rise quicker and quicker. He that kills a breeding sow destroys all her offspring to the thousandth generation. He that murders a crown destroys all that it might have produced, even scores of pounds.

Remember that six pounds a year is but a groat in a day. For this little sum (which may be daily wasted either in time or expense unperceived) a man of credit may, on his own security, have the constant possession and use of an hundred pounds. So much in stock, briskly turned by an industrious man, produces great advantage.

Remember this saying: The good paymaster is lord of another man's purse. He that is known to pay punctually and exactly to the time he promises, may at any time, and on any occasion, raise all the money his friends can spare. This is sometimes of great use.

After industry and frugality, nothing contributes more to the raising of a young man in the world than punctuality and justice in all his dealings; therefore never keep borrowed money an hour beyond the time you promised, lest a disappointment shut up your friend's purse forever.

The most trifling actions that affect a man's credit are to be regarded. The sound of your hammer at five in the morning, or nine at night, heard by a creditor, makes him easy for six months longer; but if he sees you at a billiard table or hears your voice at a tavern when you should be at work, he sends for his money the next day; demands it, before he can receive it, in a lump.

It shows, besides, that you are mindful of what you owe; it makes you appear a careful as well as an honest man, and that still increases your credit.

Beware of thinking all your own that you possess, and of living accordingly. It is a mistake that many people who have credit fall into. To prevent this, keep an exact account for some time, both of your expenses and your income. If you take the pains at first to mention particulars, it will have this good effect: you will discover how wonderfully small, trifling expenses mount up to large sums, and will discern what might have been and may for the future be saved, without occasioning any great inconvenience.

In short, the way to wealth, if you desire it, is as plain as the way to market. It depends chiefly on two words—Industry and Frugality—that is, waste neither Time nor Money, but make the best use of both. Without industry and frugality nothing will do, and with them everything.

—An Old Tradesman.

SOUTHERN INDUSTRIAL PROGRESS CHALLENGES THE WORLD

The romance of the development of the South from the poverty of 1880 to the progress and expansion in industry and trade of the present is graphically shown in statistics compiled from the census of 1920 and compared with former census reports.

The total amount of capital invested in manufacturing and the total value of the products of the South's factories from 1879 to 1919, inclusive, as given by the census for each decade, is as follows:

South's Manufacturing Progress

Census Year	Capital	Val. of Products
1880	\$ 329,752,408	\$ 622,840,982
1900	1,196,302,086	1,564,183,490
1910	2,885,927,698	3,158,388,799
1920	6,885,546,000	9,808,114,000

The amount of capital invested in manufacturing in the South in the census year 1920, which was really for the business year of 1919, was \$6,885,500,000, or equal to over 88 per cent of the total amount invested in manufacturing in the rest of the country in 1900, and the products of southern factories for the census year of 1920 was nearly equal to the total value of the manufactured products of the rest of the country in 1900.

The question might be raised that a part of this great increase in the value of products was due to the higher prices prevailing in 1919, but this is answered by the comparison of actual capital invested, which shows that the amount of capital in southern factories jumped from \$1,196,302,000 in 1900, to \$6,885,500,000 in 1920, compared with \$7,782,500,000 as the total capital invested in manufacturing in the United States, not including the South, in 1900.

Between 1910 and 1920 the capital invested in southern manufacturing made the amazing increase from \$2,885,900,000 to \$6,885,500,000, a gain of about \$4,000,000,000.

Between 1910 and 1920 the value of products of southern factories rose from \$3,158,300,000 to \$9,808,100,000, a gain of \$6,649,700,000. The magnitude of this is shown in the fact that the value of southern manufactured products for the census year 1920 is almost exactly the same

as the total value of manufactured products of the United States, excluding the South, in 1900. Thus this section is now producing of manufactured products as much as the entire country outside of the South produced of manufactures only twenty years ago.

What has been achieved in this amazing growth of the South's industrial activities has been against overwhelming odds with which the South faced the future in 1880 and the handicap which it had for many years thereafter.

The progress of the last ten years in the industrial development of this section challenges the world's attention and gives promise of the boundless future of a section which the foremost scientists and experts now admit has advantages for industrial development surpassing those of any other known equal area in the world.

There are some men who are scrupulously particular about keeping their cash credit good, priding themselves on paying just what they owe to a penny; yet who will not hesitate to overstate or to misrepresent quality or to promise deliveries which they know perfectly well are doubtful. This is really a distinction without a difference. The man who is four-square regards his word in point of truth and reliability, as seriously as he does his money.

When you are taking stock of goods, follow it up by a stock taking of help. Many a good worker fails to deliver the service of which he is capable because he is not in the right place. Find what each can do best. Give him a fair measure of responsibility and profits will increase proportionately.

Whatever a man does if that act is reenforced by his "upper story," he will come out on top.

Bite off more than you can chew,
Then chew it.

Tackle more than you can do,
Then do it.

Hitch your wagon to a star,
Keep your seat and there you are.

—Kipling.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatmen's Bank Building
Broadway and Olive, St. Louis

421 First Nat. Bank Bldg.
Chicago

70 Fifth Ave.
New York

Phelan Bldg.
San Francisco

105 S. Houston St.
Dallas, Texas

388 Taylor St.
Portland, Ore.

424 Higgins Bldg.
Los Angeles

507 Pioneer Bldg.
Seattle

204 Scott Bldg.
Salt Lake

230 Pacific Bldg.
Vancouver, B. C., Can.

Your Salesmen's Noses and Such

HAS the salesman who is opening up new territory for you a prominent eye? If he has, he will make good, according to Arthur D. Dodds, who has recently been giving British business men tips on the subject of selecting salesmen.

Mr. Dodds said that if he were choosing a salesman for a new territory, or anything else, he would choose a man who was a blonde and had fair hair. It has been proved that fair people are generally hopeful and optimistic. They are, generally speaking, the people who talk the most and it is the dark people who listen most.

Poor Rule Without Exceptions

The characteristics of fair people are originality and versatility. They like change, and are generally hopeful. One of the first essentials for a salesman is that he should be a blonde. At the same time you can go to extremes. An albino is usually very blonde, but he is most unstable. The features should be sharp but not too sharp, otherwise the subject may be a verbal cyclone.

If the proposition is a high-grade one you must have a high-grade man to fill it. It is no use expecting a coarse-grained man to sell dainty silks and satin, nor a fine-grained man to sell coarse stuff like sacking.

To choose a good salesman you should pick one with a wide head. It doesn't matter how wide it is if he has development at the back; but if it is wide with no back development you must be careful that he does not get to arguing with the other chap and perhaps come back with a black eye.

A narrow-headed man is no good as a salesman, he is too pacific. Prize-fighters have always got wide heads. Lloyd George has a wide head—he is a fighter. All men with grit who have to stand up to other people have wide heads.

Eye Is a Most Important Thing

If a man has the handling of new territory he should have a prominent eye. Such a man is never at a loss for a word. Generally speaking, the prominent eye is a sign of powers of concentration. This feature, combined with a straight forehead, indicates power of reflection.

The lip is another important thing. It should incline to fullness. A man with tight lips may be a good man up to a point, but he will not be so successful as the one with full lips. The lower lip should not be too full, otherwise it usually goes with coarseness.

The chin is an indication of the heart action. A convex chin is a sign of rapidity and quick heart action. A man with a good chin is not impulsive as a rule, but a man with a receding chin and a prominent forehead is usually very impulsive.

The color of the eyes should be gray or hazel. The ideal salesman, if we could select him, would be moderately fair haired, with a straight or slightly receding brow, and a prominent nose. Never take a man with a concave nose. The nose is an indication of the capacity of the lungs and represents energy. Where you get the concave or retrousse nose, or the putty nose, its owner is negative in energy, and will run a mile rather than do anything that he does not like.

Men with concave noses are not generally good workers, but the man with the straight or convex nose you will find is a plodder. The bigger the nose, the bigger the plodder.

A development of the wings of the nose gives the right kind of feeling; a high-headed man has high ideals, while a man with a low head will not be so good.

Dark people also can be good salesmen, but their power is more or less static and should be vitalized. If you get a dark man with pointed features you can get a good salesman. A dark man with flat features is usually sluggish.

A type which rarely makes a good salesman is that which tends to rotundity all the way down—round face, round body, and short legs. If men of this type excel as salesmen, it is usually in selling foodstuffs. Generally speaking, they are not good salesmen, but they frequently make good sales managers, as they are often good organizers. They know that if they can't get other people to do the work they will have to turn out and do it themselves, and they don't like it.

With convexity you get rapidity. With a convex chin and forehead you get quickness of thought and action. Height of head denotes high ideals. A salesman with a long head from back to front is usually a reliable man who does all he can to establish the reputation of the house.

IN THE GLOOMIN'

(With apologies to Mr. Riley et al.)

When the gobs of gloom are rampant
And the sales are on the blink,
Just remember times are comin'
When the skies are daubed with pink.
Bad times coming? Never think it,
Just the soft ones speeding by,
And you'll find the sales aplenty
If you're up an' steppin' spry.
Winter's just about among us,
Clouds'll come but clouds'll go.
Spring's around the corner, neighbor,
Bringing in the Auto Show!

The man who frequently goes "up in the air" seldom gets very far.

Figuring Net Profits Daily

Editor's Note.—While inventories, annual summaries and income tax reports are still fresh in mind, this straight-fact article by Gurman Hoppe should prove helpful and interesting to every retail merchant.

Mr. Hoppe is a member of the firm of Stein, Hoppe & Hax at Fullerton, doing a sound and substantial business in both hardware and grocery lines. He outlines their accounting system and method of checking profits.

Mr. Hoppe here gives actual facts based on experience. Methods that have worked in one institution for one merchant should be well worth the study and inquiry of other merchants meeting the same problems.

(By Gurman Hoppe of Stein, Hoppe & Hax)

ALL sales are made in duplicate. The items sold are listed in the regular way. The customers get the original slip, while we keep the duplicate. On the left margin or at the bottom of the sales slips, if there are not too many items, the cost in our code is also put down. For instance, the following items:

ets	1 gal. paint	4.00
toy	1 brush	2.50
emo		6.40

At the close of the day's business, the charge sales are added as well as the cash sales, to give the amount of business done. Cash sales and charge sales are of course kept separate. Then the cost of the sales slips are again added to arrive at the cost of the merchandise sold, the difference between the two being the gross profit.

From last year's record it is very easy to learn just what the total expense is, including everything, as well as the percentage of each item, such as freight, clerk hire, rent, etc., and from this total it is just as easy to find what the expense per day is, adding or deducting as your expenses may have increased or lessened.

We already have had the gross profits, and deducting the expense per day we have the net profit per day.

Inventory Revised Constantly

We take our inventory once a year. Let us say the amount is \$15,000. Our purchase ledger shows that we bought, say, \$3,000 worth of merchandise during the past month. Added to the inventory of \$15,000 this gives \$18,000. From the sales slips we find that the cost of the goods sold that month was \$3,100. Deducting this sum from \$18,000, we have \$14,900, which is the inventory the first of the following month.

You can readily see that in this way you can tell any day whether or not you have made any net profit. Also you can tell approximately whether your stock of merchandise is increasing or being reduced.

Of course during these fluctuating market times this inventory is only approximately correct, but before the prices were so unsteady my system would show within a hundred or a hundred and fifty dollars what the inventory should be, checking it against a complete, actual inventory the first of the year, and using the

actual inventory as a basis for the next year.

Abstract of the Record

Sept. 1—

Charge sales	\$ 282.42
Cash sales	69.25
Gross profit on charge sales	52.47
Gross profit on cash sales	22.25
Total end of the month—	
Charge sales	3,568.00
Cash sales	1,725.00

Total sales	\$5,293.00
Gross profit on charge sales	925.00
Gross profit on cash sales	527.00

Total gross profit	\$1,452.00
Expense 30 days at \$25.00	750.00

Net profit for month	\$ 702.00
Total sales	\$5,293.00
Gross profit	1,452.00

Cost of merchandise sold	\$3,841.00
Previous inventory	\$16,000.00
Goods bought this month	3,500.00

	\$19,500.00
Cost of merchandise sold this month	3,841.00

Inventory first of month	\$15,659.00
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THE SERVICE YOU GIVE

Let it be the best that you can make it.

Take pride in your facilities for service, and let people know about those facilities.

Let your rendering of service be cordial and hearty, for this is the only kind which will bring business after the first time.

The money spent in the service you give is the best possible kind of advertising, for it reaches the very people with whom it will count most.

Investigate the service given by your competitor firms and by those in your own line of business who are leaders. Then aim for a high mark of efficiency yourself.

The firms with which you do business will all offer a certain measure of service. Study this and make use of it and reflect upon your own reactions to the kind of service given. This will teach you some things in relation to your own patrons and clients.

How Hard Do Hardware Men Work?

Do Jobbers, Retailers or Travelers Work the Harder?—Is the Present Generation a Rising One or Is the Rising Generation Resting? Match These Examples With Some of Yours

OCCASIONALLY we hear the statement that men at the head of big enterprises or corporations do very little to earn their large salaries, but are mere figure-heads—profiteering, as it were, on the work of their employes.

This opinion is spread broadcast by socialistic, yellow journals and magazines who attempt to convince their readers that they, the “big editors,” are alive to the “economic and social conditions”—words which they roll in their mouths as a sweet morsel.

Occasionally one does hear of an instance where the salary of some executive is out of all proportion to the amount of labor or brain fag expended—usually one favored by circumstance who inherited the business, and whose chief work seems to be to dissipate the hard earned dollars of his ancestors.

But these exceptions are rare, although sensational news mongers play them up to give the idea this is the usual thing. The men really at the head of big enterprises are not mere figure-heads, abnormally benefitting by the labor of their associates and co-workers. The average man or woman little knows of the ceaseless thought and planning—the wakeful nights that many men experience in planning to take care of their obligations to their creditors as well as their employes.

One even reads in such papers that the retail merchants are profiteering middlemen—blood-sucking leeches. This thought has been spread broadcast by theorists and socialistic doctrinaires, and the retail merchants, not knowing how to combat this propaganda, rest silently under the accusation, with the result that the public comes more and more to believe that such is true and that they serve no real purpose in the economic distribution of merchandise, and should be done away with.

As for the traveling man, the same theorists who make their living by telling other people how to run their business, would have the traveling man banished as the great social incubus—the “parasite upon the body politic,” to use their expression. They tell us these individuals do nothing except to add to the cost of merchandise en route from the producer to the consumer. Even well meaning people having heard these false accusations again and again come to believe it more than half true.

We, and every other business man, brought in touch with business men, both big and little, know how well they serve their purpose and how hard they work. It is well to give an instance once in a while. Here is one:

A Jobber's Example

We recently had occasion to discuss with the head of a large jobbing house some of our present problems, and in the course of the conversation, he said their offices opened at 7:15 each morning. Don't hold up your hands in holy horror at this jobber getting his men to work so early. This selfsame man, vice president and manager, travels ten miles each way to his office, leaving his home at six in the morning, gets the mail at the post office on his way and is at his desk at seven o'clock, fifteen minutes before his associates come to work.

Now this jobber does not simply go to his office to see that everyone else is there, but he is at work the rest of the day. He believes that a man at the head of a business should set an example, and he not only “put in” more hours but “puts more into them”—none of his associates will accuse him of doing less work than they—he is on the job every minute of the day.

Every order for goods that goes out passes over his desk for his “O. K.” When goods are ordered he knows the amount of those lines sold within a given time; he knows what they previously cost and what their profits were. He knows the probable sale of these goods for the next few months. In fact, he knows everything essential to know before he O. K.'s the order. This is typical of hundreds of items arising in the day's work.

He stays until the janitors begin to clean up for the day. Then after dinner, for two hours he detaches himself, as it were, from the day's work and visualizes the events of the day—the transactions which have taken place, the problems that have arisen, were they decided aright, and what mistakes had he made.

Beginning at six in the morning he puts in 14 or 15 hours with the work of this institution. Do you wonder this big business is continuing to grow? This is not an exceptional instance.

I can match it with a similar one of another jobber in a southern city, whom I have seen time and again personally directing similar work and plans, having an exact and intimate knowledge of all the details of the business. He looks over every customer's order, and all invoices. He has been not only the moving and directing head but personally handled the bulk of the work. He was a “glutton” for work and thrived on it. One cannot help but marvel that he still keeps it up—so great is the amount.

Although I have not the same knowledge of a third jobber, when he knows that I am in his city, he will call me up at the hotel at seven in the morning to ask what time I want to work,

as he had expected to see me before it got so late. He had been at his desk since six.

Hardware Jobbers Not the Only Workers

Nay! Nay! The retail merchant can outmatch him in numbers, at least, if left to a vote; and when it comes to length of hours, beginning early in the morning, keeping at it even later at night, we do not need to recall to anyone familiar with the trade, the thousands of instances when retail merchants are on the job.

The problems of the retail hardware dealer are just as vital to him as those of the hardware jobber. Every honest ambitious hardware merchant who expects to increase his business, realizes that "man shall earn his bread by the sweat of his brow." Only when the ambitious clerk has a business of his own, or buys in with his employer, does he begin to appreciate what his employer has to contend with.

But Again Another

Then when it comes to the traveling salesman. No conscientious, forward looking salesman intends to be "on the road" all his life. I know many of them, away from their family, being especially favored if they get home once every two weeks—fortunate indeed if he makes it once a month, and is a lucky man if he makes their acquaintance once every two months.

Truly, the time of the traveling salesman is not his own. He must arrange his calls, not to suit his convenience, but the convenience of the hardware merchant and sometimes merchants, absorbed with problems of their own, are not overly thoughtful or considerate. There are often reasons for their impatience, having in mind the number of salesmen who call on them during the day.

No one works harder or puts in longer hours than the traveling salesman. He is usually up early, starting out on his trip, or attending to his correspondence. He can only call on the merchant during the day, either early, or late at night, then after his "days' work is over," he must write up his orders, make his reports, tell of any complaints, hardly completing his work in time to catch the 11:40, so he can "work" the next town early the following morning.

Of all men connected with the trade, not one works harder or puts in longer hours, or gives more conscientious thought to his work than he. It is a valuable training to him, which he is going to capitalize in future years.

But the Man Who Has the Snap

Then there is the hardware trade editor. Of all the men that have "a real snap" it is the editor of a hardware publication. Some manufacturers are so liberal in supplying page after page of long descriptions of their products which they know our "readers are vitally interested in," that all the editor need do is to put in all these "interesting" detailed items at the bottom of which readers are invited to write to Dept. A or Z or to H Dept. 22, or some

other mystical number, that their enlightened young advertising manager has conjured up.

With the traditional "paste pot and scissors" what greater equipment does an editor need—and since there is an unlimited paper supply to be had for the asking (provided the credit man of the paper house will "O. K." your order), there would be no difficulty in issuing a magazine of 1000 pages a month, instead of 200, so as to comply with the requests of a certain kind of publicity agent for free publicity on the varied lines. Surely the editor of all men has a snap. This is the traditional viewpoint which is almost as correct as the propaganda disseminated by yellow journals relative to the traveling man, the retail merchant or the jobber.

But Yet Some More

To succeed the hardware jobber must understand his problems and trade conditions. The hardware retailer must likewise know his goods, his competition, and the buying and selling markets. The traveling salesman has his troubles, and is often at his wits end to meet them.

The hardware trade editor must combine in his makeup a more or less intimate knowledge of all such, together with the manufacturer's viewpoint, and the knowledge of how to develop clerks into salesmen; he must understand their aims and difficulties; must know something of manufacturing conditions, financial problems and foreign trade. He is supposed to be an authority on most of these questions. He must be able to visualize the entire trade. His position requires that he should forecast, most accurately, the trade situation, not in one section or state, but throughout the country generally.

He must be able to talk or write on these questions, month by month, in an intelligent way. He must offer information that will apply to every locality and must be particular not to show partiality in his columns to any particular section of the country. He must be all things to all men. He must not permit the editorial or news department of his publication to be dominated by the advertising or business department. He must be absolutely fair and neutral. He must keep informed with reference to what mail order houses are doing. He must know all about cooperative buying and chain store organizations. He is not only to be a regular encyclopedia of information, but must be able to suggest the "agenda" that should be discussed or acted upon at conventions.

He should be able to do this in three or four hours, and take the rest of the time off, for golf if he is at home or traveling over the country for pleasure. But where is he found?

More than likely you would find him up at five or six o'clock of a morning at his desk in his office at home, where he could work undisturbed, even by the sound of the breakfast bell—or perchance to keep an appointment, you would see him busy on boat or train.

The editor believes in and practices most religiously union hours—eight hours from morning until noon, and eight hours work from noon until bedtime. This whets his appetite and gives him a zest for his meals whether he has time to eat or not.

Even if he can't pull down the salary of the hardware traveling salesman, or the earnings of the retail merchant and the hardware jobber, he lives in the hope that if he don't get his reward in this world, he will in the next.

Now, Mr. Reader, come forth and match these experiences. I know you can do it, as far as jobbers, merchants or salesmen are concerned, but you will have to pit one hardware editor against another and those species are a *rara avis*. Next!

RIGHT OF EMPLOYERS AND EMPLOYEES

(Extracts from an Address of Governor Morrison of North Carolina)

Dearer than our entire industrial fabric and all the wealth we have accumulated is the principle of liberty involved in the right, duly regulated by law, to freely contract and be contracted with about any lawful and moral matter, properly the subject of contract. It is true that we are our "brother's keeper," but I think the time has arrived when we had better recognize more of our brother's liberty, and permit him to attend to his own business. No man owes anybody an apology in this country for entering into or refraining from entering into any business contract, he may see fit to refuse to enter into.

There is a wide opinion that public sentiment must jerk up every large employer of labor and by abuse and villification bring him into contempt when he exercises his undoubted privilege to refuse to enter into a contract which he does not want to enter into with his employees. It is his own business, and no man has any right, even those who want to make the contract with the employer in the exercise of his undoubted liberty will not make, to become angry with him, and abuse him and hate him. We are coming upon serious times in this republic, and we had better recur to the primary principles of liberty, and recognize the freedom of contract and respect it. If the mill employers of this city and country will not enter into contracts with union labor, or with the individual laborers concerned, which labor wants them to enter into, it is absolutely nobody's business but their own.

If the foregoing statement of principles is not true, then freedom of contract is destroyed in this republic, and we are no longer free, but under an absurd interpretation of the principle that we are our brother's keeper we have reached the place that no man can attend to his own business, but must transact it as liberty

despising public sentiment, fostered by ignorant leaders, requires him to do. Let us, before it is everlastingly too late, recognize the liberty of each citizen, or group of citizens as long as they will act orderly and respect the peace, to transact their business according to their own sweet will.

Without any law to justify me, if I should interpose in a controversy over a contract of employment in this state, the stage would finally be reached when I thought one side or the other willing to do the right thing, and then such influence as my high office has would be thrown against the side I disagreed with. This would result in an effort to do by moral official force that which every intelligent citizen will readily admit cannot be done by force of law, and which would result in an end of free government if it could be done by law. I am unwilling to throw the influence of my office against any citizen to force him or them to enter into any contract which they may not desire to enter into, however foolish or unwise this course may be.

I would be most happy to see a freely arrived at adjustment between the conflicting industrial forces of Cabarus county, or elsewhere. but I am satisfied that settlement arrived at through coercion, governmental or otherwise, other than purely economic, would not bring permanent understanding. We must go to basic principles about these controversies, and recognize the absolute freedom of individuals or groups of individuals in this state to contract and be contracted with, without coercion by influential public officials, or by intimidating coercive assemblies engaging in insult and intimidation. * * *

If all officials, from the highest to the lowest, and the public will recognize that liberty to contract and be contracted with, or not to contract and be contracted with, is more priceless than any other principle of liberty, except that of life and personal security, and that this liberty must be orderly enjoyed, and under this principle let conflicting parties to these industrial disputes settle their own difficulties as other people have to do, we will have arrived at a basis which will clear up the situation.

If public sentiment, high state officials and the press were to undertake to dictate to the farmers of North Carolina, and those who work for them, the merchants and other business people in the state employing small numbers of laborers, how and when and at what price they should make their contracts, it would become laughable, and would not be tolerated by the freemen of this state for one moment. The underlying principles are the same. A controversy between a great manufacturing plant and 1500 employees is of no more sacred importance, and should be dealt with upon the same principle as a controversy between a merchant and his two clerks, or a farmer and his plow hands.

Value of Business Kickers

(By Professor Walter J. Matherly)

FROM the beginning of the world we have had kickers.

According to Holy Writ, the first inhabitants of the earth kicked against the restrictions which they discovered in the Garden of Eden, and partook of the forbidden fruit. As a result they were kicked out of Paradise.

Since that episode in the history of man, countless numbers have kicked against things as they found them, and like their original forebears have been kicked out. But undaunted, courageous souls are still kicking, and consequently we still have the Honorable Order of Kickers.

In business we have kickers. Outside of business, but kicking never the less for better business methods, we have kickers.

Every forceful business man begins his earthly career as a kicker.

He makes his advent into the world by kicking.

He kicks his way through babyhood.

He even kicks against restrains and limitations all the way from youth to old age.

Business kickers kick for bigger business. They smash through the lines of opposition for higher standards, wider markets and larger profits. They conquer all obstacles.

Business kickers are iconoclasts. They spurn business precedents. They refuse to be guided by the habits and customs of preceding business generations. They are the supreme destroyers of false business idols and false business gods.

Business kickers are no respecters of persons. They attack the executive in his private office as well as the rank-and-file worker on the firing line. They bow down neither to capital nor to labor. So called economic law holds no fear for them, sovereign power no terror, and the possibility of failure no horror.

Business kickers are of two main types: Those who are considered constructive and those who are considered destructive.

Those of the first class analyze, tear down and pick to pieces. They take the whole structure apart and look at it from every angle. They even uproot the cornerstones. But their efforts do not stop here. They go one step further. They dig down to hard pan or solid rock and, upon this as a foundation, attempt to erect greater structures than those which they have destroyed.

Those who belong to the second class, however, play a little different role. They discover defects in the existing business order, but offer no remedies for their removal. They not only pull the house down, but leave it down. They not only take the machine to pieces, but, instead of putting it back together again, often scatter the parts in a thousand places.

But even so-called destructive business kickers perform a useful function. They at least knock things loose; and since buildings thrown together in a haphazard fashion or machines set up wrongly must be knocked loose in order to reconstruct them properly, the work of such kickers is not without benefit to the whole business system.

Business kickers, whether thought of as constructive or destructive, are pioneers of industrial progress. They hammer away at age-long industrial errors and falsehoods. They travel untrodden industrial pathways, sail uncharted industrial seas and familiarize the world with undiscovered industrial continents.

Business kickers are the policemen of trade and industry. They force employers and employees to hew to the line. They cannot excuse false steps. They ridicule ignorance, restrain waste and clamor for more scientific methods. They compel the business world to seek higher atmospheres.

Business kickers control the entire fortunes of industrial society. By pounding away at every imperfection and striking at every inefficiency, they keep business leaders from going very far astray. By exposing every flaw and weakness, they prevent business institutions from getting into blind alleys, enjoin movements toward grand canyons of disaster and point civilized peoples to havens of safety.

Indeed, business kickers are the saviors of the whole economic order.

POEM BY A WORKER

If all your efforts seem wasted,
And things don't go just right;
If all the joys you have tasted
Seem rank in the morning's light;
Don't sit back; take up the slack,
Make out that everything's fine.
Troubles will run like a son-of-a-gun,
If you'll take the kink out of your line.

If, when the outlook's most dreary,
You will change to another view;
And think of some other who's weary,
Perhaps for the same cause as you;
Stick to the job, you're not a slob
When you're fighting fair and fine.
It's up to you to slam the thing through,
And take the kink out of your line.

Pity's an easy and cheap gift.
No pity for such as you.
Man's help to man is no uplift
Unless the man helps himself, too.
Grin, Boy, and laugh; you'll stand the gaff.
Don't let them count more than nine.
Fight back like hell and all will end well,
If you take the kink out of your line.

Boy Building Builds Business

No Opportunity for Young Men Today, Do You Say?—Then Read This Story

(By H. E. Iblings, Manager, Pacific Division, A. C. Gilbert Co., New Haven, Conn.)

HOW to bring up boys—successfully—is a problem as old as the world itself. In Proverbs we read:

"A wise son maketh a glad father; but a foolish son is the heaviness of his mother."

Now the father is responsible for that boy and he should have a motto like this:

"Encourage the boy in things that he does right. Add mother love, and the boy is bound to succeed."

The most interesting proof of this is the life story of A. C. Gilbert, founder and upbuilder of the A. C. Gilbert Company, manufacturers of a great line of boy building toys, at New Haven, Conn.

All the more interesting is Mr. Gilbert, because he was born in what you would say is a country town — Moscow, Idaho.

His father encouraged his boys to excel in whatever they turned their hand to do, whether playing, studying, building up an idea, working or in sports. "Be the best. Lick the whole field. Get ahead by sticking."

Now Mr. Gilbert, a physically handicapped lad, was not strong and healthy, as most boys are. Rather he was thin, frail and undersized. This was a handicap that would stop a lot of fellows, but here is where the father's encouragement did its work.

Visiting Moscow last season, I had the pleasure of talking to an old hardware man who wanted to know about "Alfred and his big factory." He made this statement: "Well, Alfred didn't look as if he would ever be anything, but his old Dad didn't think that way."

Developing the Instinct

At eight years, he got a tricycle and this gave him an ambition to become a champion bicycle rider. Every morning at six he started out, practicing as if his life depended on it. Games were played with the same zest.

A fire department was organized among the boys. A pole was placed into the floor of the barn, reaching to the loft, where weights were

adjusted so that at a signal, the big doors flew open and the fire fighters slid down the pole and pulling an old wagon rigged up with hose, hurried helter-skelter to the supposed fire, where water was strenuously applied.

When the famous magician Hermann visited Moscow, he called for a boy helper and young Gilbert, frail and small, jumped up. After going through his stunts, he laughingly asked Gilbert to show the folks how easy it is. The

audience laughed heartily at this supposed joke, but Gilbert went through some of the difficult tricks and brought down the house. He was invited by Hermann to take private lessons from him, what later helped pay his way through college.

College Athletic Champion

After finishing the public schools in Moscow, he went to Pacific University, a preparatory college, where he broke records in playing boy's pranks, causing some gray hairs in the heads of the old professors. He played with determination, but he also worked with the same thoroughness.

It is surprising to realize that weighing only 125 pounds, he won the amateur wrestling contest of the Northwest and won prizes by the score as a runner. Chosen as captain of the college track team, it never lost a race.

Bound to get a college education, he resolved to go through Yale. He did not

have means to pay carfare to New Haven, although his father offered it to him. So he worked in the wheat fields, proving his physical triumph, made a man's wage and got to Yale. Here he tended furnaces early in the morning, waited on tables noon and evening and after supper gave exhibitions as a magician and sleight of hand performer.

Winner in International Athletics

He kept up his athletics, and could throw in a wrestling bout any student from Yale or Harvard that was pitted against him. He won Yale's gymnastic championship. Again and



A. C. GILBERT

Founder and upbuilder of the A. C. Gilbert Co., New Haven, Conn., who has developed an entirely new idea in making "Boys' Toys." As a youth, handicapped with a frail body, but with a father's encouragement, he built before he was 88 years old the largest factory of its kind in the world to make toys after his own design. He broke all world's records as a pole vaulter and a champion wrestler at college, and represented the United States in the Olympic Games at London.

again he broke the world's record pole vault and won over 300 cups, medals and prizes while in college.

He was chosen to represent the United States in the Olympic Games at London. Here he broke all previous pole vaulting records and a gold medal was presented to him personally by Queen Alexandria. This he wears as a watch fob.

Strange as it seems he graduated from Yale as an M. D. His original idea was to qualify as an expert physical instructor, combining a knowledge of athletics with an understanding of the parts of the human body. His proud father came from the West to witness the graduation and after the ceremony he asked his son, "What are you going to do now?"

Thinking Ahead of His Father

"I am already in business," was the answer, and leading the way to a small shed, showed a shop fitted up to make trick and magic appliances. His father remembered that visit as one of his greatest disappointments, but he stuck to the idea of giving encouragement, knowing that in time other lines would be added and a real factory started.

A Factory to Develop Mechanical Skill in Boys

From that crude beginning sprang the gigantic plant at New Haven that today helps boys all over the world to play, and while playing, unconsciously learning and overcoming some of the big problems confronting boys every day.

Most of the sets made tend to sharpen mechanical and engineering skill, taking in chemistry, electricity, building engineering, civil engineering, carpentry, radio, motors, hydraulics and pneumatics, light, heat, weather, chemical engineering and just lately adding glass blowing and mineralogy.

We are sometimes told that boys don't care for these scientific ideas on toys. If you were in my office to hear some of the questions asked by little chaps that you expected to see with the old time red wagon, you would change your mind about the present young generation. Just the other day a little fellow not over ten came in and asked, "Is the magnet in your Magnetic Fun and Facts Set charged to full capacity?"

The sets with apparatus only would not be interesting to boys, but each set, even of the cheaper tool chest line, contains a complete manual that explains in boy language every experiment and starts the boy to try experiments on his own initiative. You can't stop a boy from learning while playing that way.

Sales Over \$2,000,000 Annually

With \$1700 saved while at college, Mr. Gilbert started his factory. The sales in 1911 were \$37,000, while in 1920 they were \$2,000,000. With the same determination, he will see his sales double and treble in passing years.

The first notable products were Erector sets, costing from 50 cents to \$35, containing many steel parts, fitted so that the boy can build hundreds of models, bridges, towers, machinery, buildings, etc. The steel parts put together form square girders, the same as the real article.

This toy does not tire the boy, and he will bring it out day after day, year after year, and always find some new idea to build. We men know that the sales increase each year, instead of dying down as many toys will.

A boys' magazine is now published in the plant at New Haven, with a circulation of around 150,000. The December issue contained 16 pages brim full of newsy boy items and among them two cuts and a page description of an airplane built by one of our boys. This model is built almost entirely out of Gilbert parts and the boy is only ten years old.

Engineering Degrees for Boys

A successful idea was developed in the Gilbert Engineering Institute. To encourage Gilbert boys in original toy building, chemistry, electrical or scientific ideas, three degrees are offered. Gilbert Engineer, Gilbert Expert Engineer, Gilbert Master Engineer. The latter gives the boy a gold watch with his diploma.

It takes study and hard work to win these degrees, but they are certainly worth while.

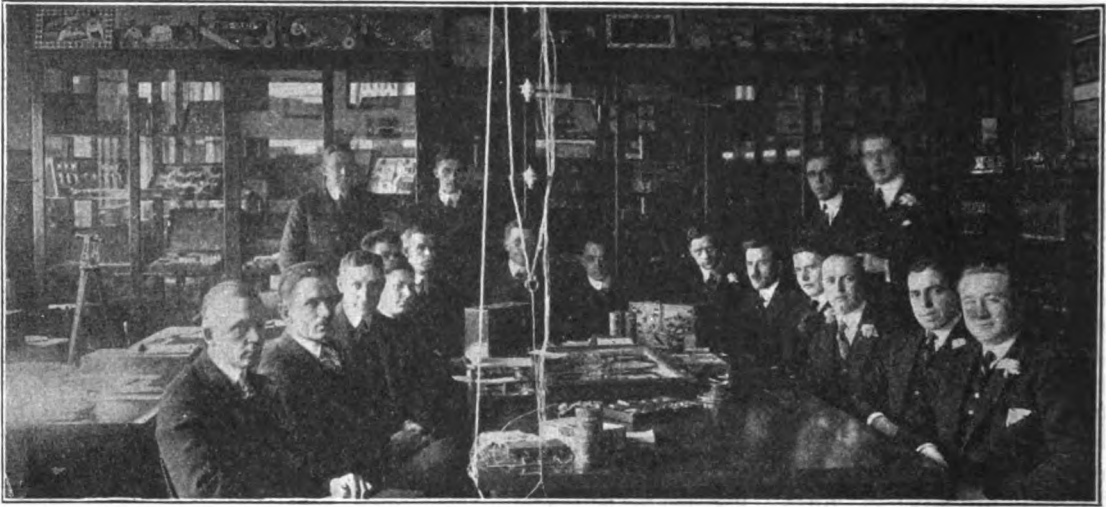
During a period of the war when the government was rigidly enforcing the idea of non-essential suppression, the toy industry was threatened. As the representative of the toy manufacturers of the United States, Mr. Gilbert was chosen to go to Washington before the president's cabinet and plead for the exemp-



H. E. IBLINGS

Western Manager A. C. Gilbert Co.
We are indebted to Mr. Iblings for this story of Mr. Gilbert. It should serve as an incentive to other young men to realize that the day of opportunity is not gone. If a man is in earnest, ambitious, alert, keeps his mind clean, doesn't abuse mind or body or form habits that contribute to deterioration of his mental faculties, there is no reason why he can't discover opportunities just as Mr. Gilbert has done.

The trouble with most young men is they think they are having a "good time" in contracting habits that seriously handicap them in the race for success. There is a lesson in this for the young man who really wants to succeed and wants to bad enough that he is willing to deny himself some of the "pleasures" of his youth that barnacle him in after years.



Here's the Gilbert family in council assembled. Mr. Gilbert sits at the head of the table in his office, flanked by his own boys, they who carry the American-made toy message all over the United States and the world. It is interesting to see the book-cases, the models, the apparatus, and the general studious atmosphere, for Mr. Gilbert combines the functions of business man and inventor, teacher and student, man and boy.

tion of toys from the category of non-essentials.

Toys Win Over Diplomats

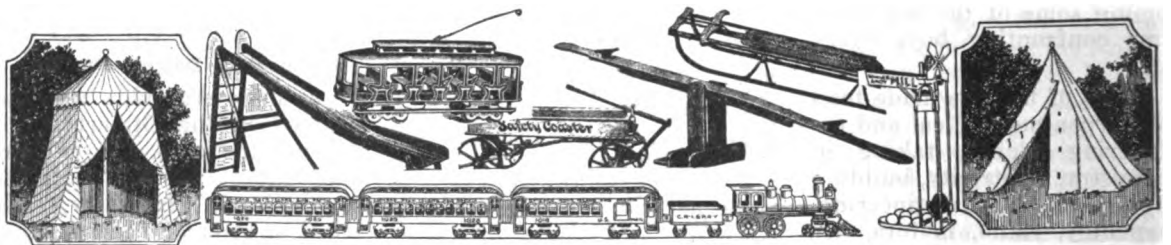
He took with him an assortment of American toys. At first the grave statesmen were unbending, but Mr. Gilbert gave a few demonstrations to show the positive value of the modern scientific toy. Quickly these cabinet ministers became interested and granted exemption. After the meeting, these men had a real scramble to see who would get their favored toy, as Mr. Gilbert left all of the samples.

Not alone do boys in the United States enjoy these educational toys, but with offices in London, Toronto, and an export office in New York and one in San Francisco, Gilbert

toys are sold in many foreign countries. The catalogs and manuals in these sets are printed in the language of the country they are intended for.

If a boy has any "get up" at all, is there any reason why he would not enjoy these American-made toys with the use explained in his own language?

This history of the success of a frail, undersized boy from the West is indeed an inspiring example of imagination, firm resolve and determination, obedience to ideals and a practical demonstration of the tremendous power of an idea, when that idea is clean and helpful and constructive.



CALL IN THE SALES MANAGER

An executive of a prominent western jobbing house had advertised for an office boy and there were numerous applicants. He sized up the boys, picked out what he considered the most likely looking one, and motioned the lad to come into his office. "Do you think you would make a good office boy?" the executive asked. "I'd try my darndest," the boy replied tersely. "What is the least you will take to start in with?" Quick as a flash the boy replied, "The most I can get."

A SPIRITED ARGUMENT

A temperance lecturer recently burst into the office of the editor of a local newspaper and with an angry frown thrust a marked copy of the latest issue of his paper before him. "I am told you wrote this notice of my lecture on 'The Demon Drink,'" he remarked sternly. "I did," was the calm reply. "Then perhaps you'll be good enough to explain what you mean by stating that the lecturer was full of his subject."

ENCOURAGE BUSINESS ON THE CASH BASIS

A large percentage of the world's business has always been done on a credit basis. This has been necessary in order to encourage free exchange, but a good thing carried to excess may result in a condition which is far from ideal.

Many a business man has been forced by competition and custom, to grant credits to the extent that he himself was sadly embarrassed for money; and a large percentage of business failures have been caused by the unwise granting of credits.

When so much in the way of open accounts is carried on the business books—one of two things becomes necessary. Either the business man must go out and borrow money, paying well for his accommodation, perhaps putting up collateral as security; or else he too must buy for credit and be subjected to higher prices and less favorable conditions. The man with the money to pay naturally has the right of way.

Since the war and especially during the following period of readjustments there has been a marked tendency to encourage business on a cash basis. There are many reasons why this was the case, and in the new scramble for business of the present time, there is no sound and logical reason why this advantage should be given away.

Some few individuals to be sure in every community will endeavor to gain favor for themselves by throwing the credit doors wide open, but the public is analyzing things more than it has ever done before, and if sound reasons are presented why cash purchases make lower prices possible and better goods and service available for the buyers—a much needed educative campaign will be conducted and everyone will benefit accordingly.

To encourage business on a cash basis, it is necessary to exercise unusual tact and good judgment; tact that the patrons shall not be prejudiced; and good judgment that the advantages of such a method be shown and a helpful business stimulated on that basis.

One firm which had always done a large credit business faced a crisis in their history. Something must be done. The heads of the concern held several serious conferences over the situation. It was considered impossible to change to a straight cash business, for many of the patrons would not have the ready cash to handle their affairs without reasonable time accommodation. However, it was conceded that many customers could pay cash as well as not; and that others could be more prompt in their payments if they only arranged matters to that end.

Accordingly, it was considered wise to devise a system by which cash business was en-

couraged and prompt settlements made worth while. This was a bit difficult to work out, but was finally arranged on this basis.

All spot cash which did away with the necessity for expensive bookkeeping methods, received a 2 per cent discount. It was pointed out in the advertising that all credit accounts became payable in thirty days anyway, and that a discount of 2 per cent per month was considerably better than a discount of 24 per cent per year on all purchases made in this establishment, as there would be interest on interest on the savings effected. It was easy to reckon the 2 per cent discount, and those who were granted credit had no right to expect this; nor were exceptions ever made in the giving of the 2 per cent discount.

A rule was established that all accounts became payable upon the first day of the month following the credit purchase, and that any account still open on the tenth day of the month went on interest at 6 per cent. This, it was pointed out, was only fair to those who had paid cash and to those who had paid their bills promptly.

It was explained in the company advertising that having the money in hand enabled the firm to purchase to advantage, and to handle their own affairs in a manner so as to give better values to their customers. This firm expected to lose some business, but to their surprise they found that they gained business. To be sure, a scattering few dropped away, but in their places came many others who spent more money. These were thrifty people to whom the real savings appealed. Then it was found that the 2 per cent discount brought much ready money.

Some of the other business men in the same line began to grumble and to say, "Blank is getting all the money and the rest of us are taking the leavings."

During the business depression of the fall and winter when others were put to it for cash the firm of Blank & Blank had no trouble whatever. Many who were perfectly able to pay but had let their accounts drag along for some time, now roused themselves as a matter of pride and settled before the tenth of the month.

Getting the business as nearly as possible on a cash basis saved this firm, and gave them in about a year of time, a tremendous increase in their volume of business.

Many a firm which could encourage cash business as well as not fails to do so because of timidity or lack of appreciation of the ease with which it may be done and the benefits of doing it. All changes toward a cash basis should be intelligently worked out and conditions anticipated as nearly as possible. But it can be done. Sometimes it takes a little courage—but it takes courage to live, and to be successful, and to make real progress in the world.

Huge Development of Business in the Hawaiian Islands

IT is often considered that all the great enterprises of this country are confined to the mainland of the United States, but the recent opening of the new home headquarters of Theo. H. Davies & Co., Ltd., at Honolulu, impresses us with the fact that the business men in our non-contiguous territory are more than keeping step in the march of progress.

Theo. H. Davies & Co., Ltd., are well and favorably known to the readers of the *HARDWARE WORLD*, and to the trade in this, as well as foreign countries, but a short review of the history of the growth of this great firm will, no doubt, be interesting to all. The business was founded in 1845 under the name of Starkey, Janion & Co.; in 1852 this partnership was dissolved, and upon Mr. W. L. Green acquiring an interest, the name of the firm was changed to Janion, Green & Co. In 1857, Mr. Theo. H. Davies associated himself with this firm, and in 1868 took over the business in his own name. In 1882 Mr. Davies took into partnership Mr. T. R. Walker, the name of the firm then changing to Theo. H. Davies & Company. Mr. F. M. Swanzy was admitted to the partnership in 1885. The business was incorporated in 1894 under its present title: Theo H. Davies & Co., Ltd.

Mr. Davies died in 1898, but two of his sons are still interested in the business: Mr. Clive Davies, president, and Mr. Geo. F. Davies, vice president. The business is now very ably carried on by an active board of directors, Mr. E. H. Wodehouse being the managing director, and associated with him is Mr. Geo. H. Angus, director in charge of merchandise interests; Mr. James Wakefield, treasurer; Mr. W. C. Shields, secretary, and also Mr. J. N. S. Williams and Mr. E. D. Tenney, directors.

The company maintains a branch house at Hilo on the island of Hawaii, with Mr. T. Guard as resident manager. It also maintains offices at New York and San Francisco. Mr. Fast is manager at New York, and Mr. C. H. Fairer at San Francisco.

The business of the firm is that of sugar factors, shipping and commission agents, insurance agents and general wholesale merchandise jobbers. They are very heavily interested in many Hawaiian sugar plantations and also many other Hawaiian industries and corporations.

The growth of the business necessitated extending their business premises from time to time, but no sooner was one addition made than another became necessary and as it was impossible to provide adequate space by extending the premises in this way, the firm decided a few

years ago to provide for the future, and purchased a whole city block in the business center of Honolulu. The war delayed their plans for a new building, but early in 1919 the plans were completed and the work on the building started in August of that year. It was completed and turned over to the owners in November, 1921. The building is a huge monolithic structure of concrete, reinforcing bars, terra cotta and other fireproof building materials; a splendid monument to the success of a great firm and a credit to the business community of Honolulu. Within this structure is housed the administrative, general and department offices of the firm, as well as salesrooms, and display rooms for the hardware, grocery and dry goods wholesale departments. The building was designed by Mr. Louis C. Mullgardt, the well-known San Francisco architect, in collaboration with Mr. R. S. Chew, C. E., and the plans were carried into execution by the Pacific Engineering Company of Honolulu, under the able direction of Mr. John M. Young.

Mr. Geo. H. Angus is in charge of the merchandise interests of the firm, having been associated with the company since 1890, starting at bottom of the hardware ladder, he very quickly climbed one rung after another, until when in 1898 he was appointed manager of the hardware department, and in 1917 elected a director of the firm and finally in April, 1921, was ap-



GEORGE H. ANGUS

Manager of the Hardware Department, and a director of Theo. H. Davies & Co., Ltd., Honolulu.

It will be a greater surprise to Mr. Angus than to anyone else to learn the means by which we obtained his photo.

Mr. Angus frequently communicates with their offices in New York and San Francisco by wireless, but he is probably not aware of how wireless photographs may be obtained while one is thousands of miles away from our office, but it was necessary that we obtain his photo to satisfy many of our readers.

Mr. Angus is one of those young men who has been so absorbed in his work for twenty-eight years that he looks as if he had scarcely been on this mundane sphere longer than that.

He began as a boy with the company, and by sheer ability, study and painstaking and well directed efforts, is recognized as one of the moving spirits of the company, and to a great degree is responsible for the growth of his department.

He commands the heartiest respect and admiration of everyone who knows him.

pointed director in charge of merchandise interests. Mr. Angus is one of the most patriotic public-spirited citizens of Honolulu, having shouldered many public responsibilities; a director of the Honolulu Chamber of Commerce, also the Honolulu Commercial Club; Potentate of Aloha Temple; Exalted Ruler of the Hono-

lulu B. P. O. E.; Commander of the Honolulu Post of the American Legion. Mr. Angus also served his country during the great war as a captain in the Quartermaster's department, his experience in merchandising being of great value to the officers in charge of the embarking station at Norfolk, Va.



One side of the four story, block square, all concrete fireproof building of Theo. H. Davies & Co., Ltd., of Honolulu. This building was erected by workmen representing twenty distinct races and is the largest monolithic building in the United States. No inflammable material enters into its construction.

Most modern equipment and conveniences are provided throughout the building. A complete ice and refrigerating plant supply the cold storage room for perishable goods in the grocery department and also for the 27 drinking fountains throughout the building.

The roof is paved with cement, an area a block square, which will be canopied and used as a roof garden and recreation ground for the company's employees.

A quarter of a million dollars worth of terra cotta was used in this building. Twenty-eight thousand barrels of Portland cement were required and twelve hundred tons of reinforcing steel. Over fourteen thousand lights of glass were supplied by W. F. Fuller & Co.



These interior views of Hardware and Housefurnishing Department of Theo. H. Davies & Co., Ltd., are typical of the mammoth institution. They have long been recognised as the leading factors in their lines throughout the Paradise of the Pacific.



C. H. FAIRER

Manager of San Francisco Branch.

On a visit to his former home in England, thirty years ago, Mr. Davies selected C. H. Fairer as a most likely youth to grow up with the company. Mr. Davies at first thought he might be too young, but the earnestness of the lad greatly impressed him, and that Mr. Davies' good judgment was not in the least misplaced is borne out by Mr. Fairer's record with the company.

He went with them in 1891, having begun his merchandising experience in England.

His careful, painstaking work, his thoroughness and loyalty were noted, and from time to time as men were needed in the different departments, young Fairer was detailed to the work. So well did he perform his duties that six years later he was sent to Hilo to open the branch there.

Later when it was decided to enlarge their San Francisco offices and it was important that a capable, trustworthy man be had, Mr. Fairer was the man selected. That was over twenty years ago when the staff consisted of a stenographer and office boy.

Today the business has so developed that a force of 23 people are necessary. He is the directing head of the San Francisco office, which with their New York offices are in constant communication with manufacturers in all sections of the country.

The wholesale hardware department has, under Mr. Angus' able management, kept pace with the progress of the firm. In the early days on account of lack of frequent steamer service between the mainland and the islands, the company chartered several sailing ships each year and loaded them at European and American ports with cargoes of general merchandise—a large part being heavy staple hardware. In fact, at one time the company operated a line of sailing vessels between San Francisco and Honolulu. However, with the advent of the Matson Navigation Company, which now furnishes splendid and frequent passenger service, the old sailing vessels disappeared and the company now avails itself of the fastest railroad and steamship service for the transportation of its purchases. The San Francisco and New York offices are in daily communication with their headquarters at Honolulu by telegraph, cable and radio service, and make it possible in urgent cases to deliver goods in Honolulu within seven or eight days from San Francisco and fourteen or fifteen days from New York, after the orders have been dispatched from Honolulu.

The firm of Theo. H. Davies & Co., Ltd., believes in service to its clients and whenever necessary turns over its widespread organization to purchase and ship with all dispatch any commodity which may be required.

The manufacturers of the United States and many of those located in foreign countries, appreciate the sales ability of the Davies Company, and among those whom it represents in the Hawaiian Islands are the following prominent manufacturers:

AutoStrop Safety Razor Co.
 Capewell Horse Nail Co.
 Corbin Cabinet Lock Co.
 Decora Mfg. Co.
 John Deere Plow Co.
 Detroit Oak Belting Co.
 E. I. Du Pont de Nemours Export Co.
 Ensign Carburetor Co.
 Giant Powder Co.
 B. F. Goodrich Rubber Co.
 Marathon Rubber Heel Co.
 McCray Refrigerator Co.
 National Carbon Co.
 National Lead Co.
 Norwalk Tire & Rubber Co.
 The Paraffine Companies.
 Perfection Mfg. Co.
 A. J. Reach Co.
 Russell & Erwin Mfg. Co.
 Royer Mfg. Co.
 Segal Lock & Hardware Co.
 Sherwin-Williams Co.
 Standard Varnish Works.
 Technical Glass Co.
 Winchester Repeating Arms Co.
 And many others.



A glimpse of the Interior Open Air Court, around which the building is constructed.

Ways to Remove Stickers

What to Do With "Buyer's Mistakes"

THERE'S an old saying, quoted by all of us at opportune moments, that "everyone makes mistakes"—and Josh Billings added, "Success consists in not making the same mistake twice."

However, we all of us seem to be able to discover new mistakes to make without repeating ourselves or taking encores.

When a buyer makes a mistake, what can he do? In every business this is accounted for as a normal and necessary risk, not to be encouraged or coddled, but understood to be inherent in business.

What do these buyers do with their mistaken purchases?

There is no doubt that it does not pay to hang on to them any longer than possible. It is better to take a loss, small or large, and get part of your money back and put that money to work again, than it is to let the mistake hang around.

Department stores, where buying is more nearly on a scientific basis than anywhere else, have reduced the handling of mistakes to an orderly routine, which minimizes the loss and prevents the mistakes from piling up. They call it the "Bargain Basement." As soon as goods demonstrate themselves to be slow sellers, the department manager gets an OK from his superior, the next man higher up, and sends the goods, with the record slip, to the basement.

There a new manager takes hold, sorts out the merchandise, prices it somewhat below its upstairs figure, and displays it as attractively as possible. One store has what is called an "Automatic Bargain Basement." Goods reaching the basement get a first cut, and are put on sale. At the expiration of a certain number of days, they get another cut, and are again offered.

In ten days more, if it is not sold, still another cut is made. And ten days later, if they are still unsold, a fourth cut. This store advertises that they will give the goods away at the end of a certain time, provided they're not sold.

It is a matter of record that practically nothing is ever given away. Somebody always buys it.

Another scheme, practiced by smaller retail stores, is to make a reduction of one dollar every day until the goods are sold. A third scheme is to use the "sealed bid" auction, inviting the trade to make a bid, which will be sealed and the bids all opened on one day, the highest bidder getting the prize.

Another method used by larger dealers is a separate "outlet" store, where stickers are sold,

and this store, run under another name, gets rid of a surprising amount of goods. It is usually in another section of the city, covering another class of trade.

In at least two notable instances these little outlet stores have shown themselves to be more profitable than the original business, having grown into big distributing organizations. In plenty of other places they are a source of profit instead of loss, because of the associated articles they sell.

In the hardware trade among jobbers and supply houses, there seems to be a little lack of information of this kind. Manufacturers report that it is common practice for them to receive requests to take back goods where they are slow sellers, or ordered in error, etc., which is manifestly trying to push goods against the current of trade, and will never succeed.

A few supply houses have what they call "bargain tables." There is one in New Haven, Connecticut; one in Philadelphia, and one in St. Louis that have been operating continually for a number of years, and day by day you will find new items on these tables, priced somewhat under the regular selling price, and you'd be surprised to see how quickly these are cleaned out.

This is the method that will probably come to be used as supply houses and distributors in the hardware trade discover greater and greater resistance on the part of manufacturers to take back such goods, as they certainly will. You cannot ask water to run uphill. You have to force it, and the energy required could be better used in more profitable fields.—Helix.

GETTING VANADIUM FOR STEEL

The most remarkable thing about vanadium steels is their almost miraculous elasticity. Today the metal vanadium is comparatively cheap. Yet only thirty years ago it sold at \$450 a pound, and was hardly more than a curiosity of the chemical laboratory.

When a use is found for a rare metal, sources from which it may be obtained in quantity are sure to be discovered. Thus, when the value of vanadium for steel alloys was ascertained, the fact was soon disclosed that vast ore beds containing it existed in Colorado. It is from these beds that the demand is now supplied.

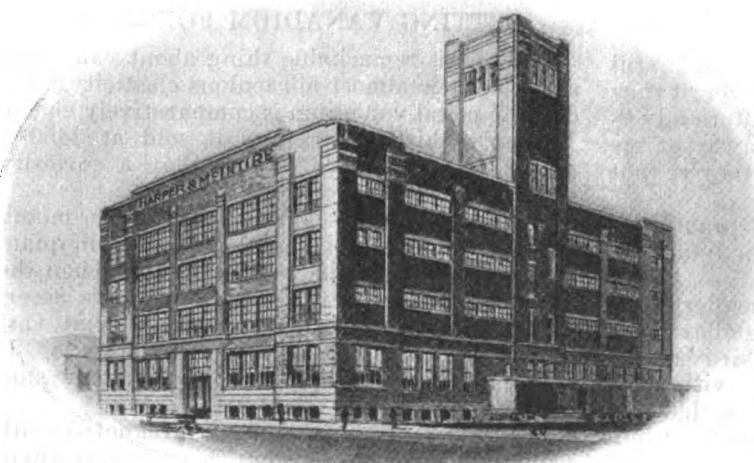
The ores are sandstone, impregnated with vanadium, and are dug out in enormous quantities. A by-product of vanadium mining is uranium, from which radium is obtained.



No. 1



No. 2



No. 3

CAREFUL, COURTEOUS, EARNEST SERVICE— THEIR MOTTO

The construction and opening of a great new warehouse and branch at Cedar Rapids, Iowa, has offered a most appropriate opportunity to Harper & McIntire Co. to look back over their notable history and summarize the present condition of the organization with well justified gratification.

They issued a souvenir booklet commemorating this occasion and we have the privilege of reproducing pictures of their great main warehouses, and to touch lightly on the high-spots of the organization.

Harper & McIntire Co. was founded in 1867 at Ottumwa, Iowa, and for 44 years F. H. Harper, the founder, continued as head and director of the business, until his death ten years ago. The business was incorporated in 1913 and at the death of Mr. McIntire in 1919 the management passed to the present administration, with C. S. Harper, president; Wm. Fiedler, vice president; W. P. Myers, secretary; R. W. Harper, vice president and treasurer.

No. 1—Main Office and Warehouse at Ottumwa—A four-story building which preceded the present one was erected in 1898, and totally destroyed by fire in 1912, together with its entire contents. This new building was completed in 1918, and houses the main office and the large warehouse stock of the company.

No. 2—Warehouse No. 2 at Ottumwa—Purchased in 1920 to provide extra storage facilities for the company, and provided with modern conveniences for handling many of the heavier lines of merchandise.

No. 3—New Office and Warehouse at Cedar Rapids—This new building now being completed is 100 feet by 140 feet. Although only four stories and basement now, it will ultimately be seven stories in the near future. Fire-proof throughout, of steel and concrete construction, it will be one of the most modern and complete wholesale hardware plants in the middle West. It is equipped with electric elevators, and spiral runway chutes will deliver goods directly to the loading docks, which are protected from the weather. House telephones, dummy elevator and other labor-saving devices facilitate the work of the office.

It will be completed about March 1 and will be under the management of E. W. Gray, assisted by O. A. Anderson, both of whom have associated with the company for many years.

The company has taken as a motto, "Honest Dealing, Our Plan and Purpose; Satisfaction, Our Greatest Ambition."

They aim to go further than merely supplying routine goods to customers. They offer a reliable, trustworthy source of counsel, help and aid in the conduct of retail business.

They are glad to secure unusual items or offer special information along with intelligent service in such departments as builders' hardware. Their automotive equipment department, only three years old, probably carries one of the most complete stock of automobile accessories in the middle West.

C. S. Harper, who became president at the death of Frank McIntire in 1919, is a son of the late founder of the company. He has been active in the business for 20 years. All the other officers have been long in the company's service and are able and experienced men by aptitude and training. Vice President Wm. Fiedler has been connected with the company for 43 years, while Secretary W. P. Myers can look back over 38 years service. Treasurer R. W. Harper is another son of the original Harper, and has 28 years on his "Har-mac" service record.

THE NINE STAGES OF LIFE

A Milwaukee hardware dealer sends us this:

- 1—The introduction.
- 2—The wooing.
- 3—The fiery love.
- 4—The kiss.
- 5—The understanding.
- 6—The wedding.
- 7—The honeymoon.
- 8—"Da-da-da."
- 9—"What in the world did you do with all my money?"

I AM THE CAPTAIN OF MY SOUL

Out of the night that covers me,
Black as the Pit from pole to pole,
I thank whatever gods may be
For my unconquerable soul.

In the fell clutch of circumstance
I have not winced nor cried aloud.
Under the bludgeonings of chance
My head is bloody, but unbowed.

Beyond this place of wrath and tears
Looms but the Horror of the shade,
And yet the menace of the years
Finds, and shall find me, unafraid.

It matters not how strait the gate,
How charged with punishments the scroll.
I am the master of my fate—
I am the captain of my soul.

INSPIRATION FOR "SALES PROMOTION"

Why should the ambitions of mortals be dead!
With opportunity crowding us fast,
Begging us humans get up and be glad,
Be alive! And drive! Get more than we
had.

Competition is certainly plenty,
Which shouldn't make us afraid.
The one who tries in spite of all that
Has his foundation laid.

And the spirit of you shall be proud,
As your career is built "and then some"
And you look and you learn as compensation
you earn,
That effort and hustling is wholesome.

B. Vollersten recently engaged in business at Battle Creek, Iowa.

Hansen & Hansen recently suffered a loss by fire at Kirkman, Iowa.

The Middleton Hardware Company is a new enterprise at Farmland, Ind.

P. J. Leegard Implement Company is adding a stock of hardware at Balfour, N. D.

A. E. Hiltacidel has purchased the hardware business of S. E. Burton, Rockford, Iowa.

George H. Cunningham has sold his hardware business at Monona, Iowa, to T. S. Moore.

Galesburg Hardware Company are the successors to the Galesburg Buggy Company at Galesburg, Ill.

L. R. McIntyre has purchased the Columbus Hardware & Furniture Company at Columbus, Ind.

Bert McKinley has sold his hardware stock to the Pollock Hardware Company of Morning Sun, Iowa.

Fugere & Eck Hardware Company have purchased the Gensch Hardware Company at Iron Mountain, Mich.

The Searville Hardware Company have purchased the interest of N. E. Johnson and A. O. Hylbak, Searville, Iowa.

The Mattoon Hardware Company of Mattoon, Wis., are preparing to increase their stock in anticipation of a busy 1922.

The Farmers' Hardware Company of Shawano, Wis., report a good season of trade and are anticipating a prosperous New Year.

The Mason Mercantile Company of Mason, Wis., report a very satisfactory season of trade and a good outlook for the coming year.

Carroll S. Cox and M. C. Egley are planning to open a hardware and implement business at Hemet. The hardware stock of Mr. Cox is being moved from Brea, where he has been conducting a store for several years.

Keep the Work Bench in America

FORD buys auto plant in Germany; Yale locks to be made in Hamburg, Germany; American Woolen Mills buy eight factories in Germany and Czecho Slovakia; Germany crowded with American buyers; Krupp Gun Works in Germany employs more workers than during the war. These are some of the headlines which have appeared over recent articles in the newspapers of America.

Summed up they mean stagnation for American industry and reduced wages for this country's thousands of workers and wage earners. Men, who gladly gave up their jobs in factories here that justice might be gained in the war with Germany, are today wondering if they will have to go back and ask Germany for employment. For over there factories are working full time and many are operating night and day.

Three very well known American manufacturing concerns are mentioned above. Each employs thousands of workers. What they have been forced to do is but the forerunner of what more will be compelled to do, whose plants in this country have been closed by competition from Germany, where labor is paid but a tenth what it is here and where currency has depreciated from about 24 cents to about one-half of one cent or more than 98 per cent as compared with the American dollar.

There is before congress today a tariff bill, designed to provide adequate protection to the American manufacturer and wage earner. In view of the unsettled conditions abroad and the depreciated currencies, it provides that ad valorem rates of duty on imports be assessed on the American value of the articles and not on the foreign value, or the foreigner's invoice, as at present.

With foreign values varying greatly, ad valorem rates of duty when applied to them set a premium on cheap labor, that is, any rates determined by congress to afford protection against imports from Germany will result in a prohibitive duty or an embargo against similar goods made in England, France and other countries which pay wages nearer those in this country and whose standards of living are much like America's, and whose currencies have not depreciated as much as Germany's.

Importers, who are nothing more than American agents for foreign manufacturers and who give employment only to a small clerical force in this country, and retailers, who prefer to buy from the cheap labor countries because they can sell at ten times the profit made on handling American goods, are bitterly opposing the American valuation plan. They claim that if the duty is raised on cheap foreign made goods, imports will stop and workers will have to pay more for practically everything they buy. An

interesting and perhaps appealing argument, but absolutely false.

Imported articles never have been sold cheaper in the stores, even though bought at a much lower figure than similar products in America. For instance, you go into a store to buy a pair of gloves. The clerk will show you a pair of American made, retailing at, say, \$3.00. Then he will bring out another pair, priced \$3.50 or \$4.00, explaining—"Here's a fine imported glove. We have to charge a little more for these since there is considerable expense in shipping them from France or whatever the country may be."

The same holds true with practically every imported article. Although purchased by the retailer at much below the American manufacturer's wholesale price, he generally charges more because the public does not know his purchase price, and is not aware of the ridiculously low costs of goods abroad. Now this retailer complains that if the tariff bill is passed (which no way will affect the American manufacturers' price but will somewhat cut down the enormous profit made on imported articles) the consumer will be made to suffer by higher prices.

Former Secretary of the Treasury Leslie M. Shaw declares that this government is losing from \$100,000,000 to \$500,000,000 a year as the result of importing frauds and undervaluations under the present law, an evil which the American valuation plan will correct. This money instead of going into the pockets of the foreign manufacturers and the importer should be turned into the coffers of the U. S. Treasury and would somewhat relieve tax burdens on the American public.

The retailer should be made to see that the welfare of his business depends on the welfare of American industry. He does not look to the foreigner, from whom he buys, for his sales. He looks to the American wage earner and if he is out of work because of cheap labor and foreign competition he will have no money with which to buy. Factories cannot operate if there is no market for the manufactured product and until American industries are given adequate protection, there is little hope for any improvement.

The tariff issue is most essential to the wage earners and the housewife. Your president, your senators, your congressmen, elected to represent you in Washington, should be so informed.

Don't let them shift the American work bench to Germany!

After many years as a hardware jobber's salesman, George C. Young has bought the business of R. W. Tutt, in Oakland, Calif., which will henceforth be known as the Young Hardware Co.



WHERE INGENUITY IN CONTRACT- MAKING WENT TOO FAR

Ingenuity on the part of one party to a business contract, an order for example, occasionally overreaches itself, as is illustrated by a case which has just been decided. Every reader hereof is familiar with the plan adopted by many manufacturers and jobbers, particularly manufacturers, to keep their salesmen from closing contracts. In order to keep the control of their selling always in their own hands, they allow their salesmen to take orders all right enough, but print on them something like this: "This order is not to be considered accepted by the seller until countersigned by the secretary of the R. M. Jones Co." The object is to allow the house to pass on every order taken by the salesman before assuming responsibility under it. Then occasionally I have known a seller to attempt to escape from such an order, when the market had advanced, on the plea that it had never become an order because it was never countersigned. There are quite a number of such cases. Where the seller had never done anything with the order the courts have always held that the defence was good—if it had not been countersigned it was not an order, and the seller didn't have to ship the goods. Where the seller had done something with the order, however, as for instance, where he had written acknowledging the receipt of it and stating that the goods would be shipped in due course, the courts hold that the countersigning provision was waived, and the order was good without it.

The case which I referred to a moment ago grew out of a contract provision such as we have been discussing, and decides that what is sauce for the goose is sauce for the gander. In other words, if an order isn't an order for the seller until it is countersigned, it isn't an order for the buyer either, and he can cancel it at any time before the countersigning.

This is a good thing for both sellers and buyers to remember, if they deal with any form of contract or order containing a provision that the deal shall not be considered closed until the contract or order is countersigned by somebody or formally passed on and accepted by the house.

In the case under discussion, A gave B's salesman an order for certain goods. The order contained a provision that until it was accepted by the signature of one of the seller's officers at its home office, the order should be considered

merely an "offer to purchase." The same old scheme in slightly different form, intended to hold the deal open until the house passed on it, and, if it decided to assume responsibility, accepted it over some officer's signature.

After the order had been signed by A and delivered to B's salesman, A changed his mind. I believe he claimed to have misunderstood the terms or something, and notified the salesman that the order was cancelled. The salesman refused to accept the cancellation, forwarded the order to the house, it was duly accepted by an officer's signature, and the goods came forward. A refused to take them on the ground that he had cancelled the order at a time when he had a right to do so, and the seller brought suit, claiming that A had no right of cancellation after the order was signed and delivered to its representative.

When the case came up for trial the court decided it squarely against B, the seller, as it seems to me it was clearly bound to do. In substance, it held that the seller had itself provided that the order should not be binding until countersigned by some officer. Until that time it was, as the seller itself had provided, nothing more than an offer to purchase and, like all offers to purchase, could be withdrawn at any time. The following is from the decision:

While the defendant and the agent were still together and immediately after the order had been pocketed by the agent, it developed that he (buyer) had misapprehended the terms of the order in a certain material particular, and thereupon he declared the order withdrawn and requested that the writing be returned. This the agent declined to do. Evidently he sent it forward, as in due course the goods were shipped and the shipment arrived in defendant's town, countersigned to him. His refusal to accept delivery brought on the suit.

The due execution of the order is not denied by defendant (the buyer); neither is it denied that it was delivered at the same time to plaintiff's (seller) agent with whom the transaction was had. By its express terms it could operate only as an offer to purchase pending acceptance by plaintiff, to be evidenced by the signature of one of its officers. Hence, in the meantime, like any other offer, it was open to withdrawal at defendant's (buyer) pleasure and that is what happened.

This law would apply to any contract or order which by its express terms, or by the custom between the parties, had first to be accepted by the house at the home office before it became binding. Such an order can always be cancelled before such acceptance. Of course when the salesman has the right to accept orders then and there, there is no right to cancel after the order is signed and the salesman gets it.

WHY SOME PARTNERSHIPS GO WRONG

(Copyright by Elton J. Buckley)

There is a case going through my office now which illustrates with great force how partnerships ought not to be created, and why so many of them go on the rocks.

Particularly partnerships between brothers, or between father and son, or between relatives of other degrees. In a nutshell the reason is the reluctance which a man feels toward saying to a relative, particularly a father or a son, "I want an agreement covering every point of our relation." I have been associated with many such cases, and in practically all of them the feeling that such a suggestion would be resented is correct—it is resented.

Only the other day a father, whom I did not represent, came to me in great distress, asking if I supported his son, with whom he was about to enter a partnership, in his demand that an agreement be prepared. "My own son" ejaculated the old fellow, and I sympathized with his feeling, but nevertheless was firm in my suggestion that an agreement ought to be made in all such cases, even, as in one recent case, between husband and wife.

In the case I refer to two brothers had formed a partnership. It was a semi-manufacturing business, and one man was to run the office and the banking, etc., and the other the plant. No agreement was made, not even a detailed verbal one.

And no definite arrangement was made as to what each partner should draw. "The understanding was that we should draw what we needed and that we should both draw the same." There was no standard set as to the needs of each, of course, and no method adopted to see that one partner did not draw more than the other.

Mark then the initial mistakes of this partnership. Of all the points which the partners should have settled, at the outset, they settled but one, viz.; the duties of each. The term of the partnership, the capital arrangements, the drawing arrangements, and so on, were ignored.

Time went on. The partnership made some money. Neither partner interfered with the other. The outside man never even looked at the books, and only by accident one day did he find that his brother had been drawing the firm's money to pay his own obligations. When taxed with this, the brother denied it, but said, "Even if I had, it was our arrangement that we were to draw what we needed, wasn't it? I have never drawn more than I needed." "But you drew a lot more than I did," was the reply. "I don't admit that," was the reply, "but even if I did what of it? You could always find out what I drew if you had taken the trouble to look in the book."

The outside partner then looked in the book. In fact he looked in all the books, such as they

were. He found that his brother had had no adequate bookkeeping system, that he had continuously paid his own bills and his relative's bills with partnership checks, and that there were other withdrawals of money which could not be explained. He said he had subsequently paid this money back, but there was nothing in the books to show this or to show anything except sales and purchases. The condition disclosed by an accountant's examination was incredible. As near as could be guessed the brother who had charge of the books had appropriated several thousand dollars of the firm's money to his own use, but without any adequate way to prove it. When the embezzling partner said he had paid it back, the books supplied no evidence in confirmation, or to the contrary. And there is always the argument "the agreement was that we should draw what we needed, and that's what I did." Though an effort will be made to get some of the stealings back, the case is rather hopeless.

No doubt this is an extreme case. Yet you would be amazed to know how many partnerships there are which are almost as loose. Partnerships which really rest on nothing except a vague and indefinite understanding which covers only a fraction of the points involved. And yet partnership is the most important relation, next to matrimony, which a man may enter, because, as I have often explained before, it makes a man liable for other people's debts, even debts which he would never have himself contracted, and which he may have instructed his partner not to contract.

It is of the very highest importance, when a partnership is formed, even a temporary partnership for a single transaction, as is sometimes done in business, that the details of it be set down on paper by somebody competent to do it.

DISILLUSION

He opened the book and he closed the book

In the space of one short hour,
And his eyes shone bright with the strange
white light

Of a great and new-born power.

"Perhaps he has found the Absolute Cause,"

I remarked to one I knew;

"Perhaps, step and stage, he has found in the
page

The genuine cosmical view."

We rose and we looked at the ponderous book
When the man had gone away.

And we saw that its name was "The Rules of
the Game:

Poker, The Draw and The Play."

—Bernard Breslauer in *Life*.

George F. Cartee Hardware Company are successors
to the Garber Hardware Company at Butte, Mont.

A LEGAL PLAN OF REDUCING BAD DEBTS

(Copyright by Elton J. Buckley)

By request I am eliminating the name and address of the association secretary who writes the following letter. Its subject matter will no doubt be interesting:

_____, Illinois.
At the last meeting of our association it was decided to ask you to be good enough to give us your judgment as to the lawfulness of a plan we would like to put into effect if it is not a violation of law. This association is composed of about 95 per cent of the merchants who do business within the _____ territory. The other 5 per cent do not amount to so much and are just as well outside the association as in it, so far as we are concerned. Our members have found that during the year 1921 their losses from bad debts have been many times as much as in any year before, which is no doubt due to the conditions of the times. Still, as we do not know how long these conditions will continue, we wish to devise some way of protecting ourselves against more bad debt losses if we can do so legally. It is not possible to do a cash business in this section. It has been tried a number of times and has never been a large success, although some firms are still in business in a small way who do it on that plan.

Would the following plan be legal? For every member of our association to sign an agreement not to give credit to any person, firm or corporation who owes an unpaid account to any other member of the association? I should explain that we mean accounts that are overdue. The Executive Committee decided on a plan that when the account is actually delinquent, the name of the customer shall be at once sent to the association and at once transmitted to every member. After that nobody can give that person credit, although under the original plan they can sell him for cash. Another phase of the plan is that when an account is getting slow and it looks as if there might be some doubt as to its collection, the member whose customer this is, sends it in to the association with two stars after it, meaning something like, "Getting very slow. Watch!" This is then also to be sent to each member.

A motion was made that after a name had been sent out as delinquent, that nobody could sell him even for cash until he had paid the old account. A lot of our members would like to do this, but are mostly convinced that it would be dangerous. You might let us know your opinion of this also.

Part of this plan is legal, partly illegal. That part which would compel members to cease selling delinquent debtors on any terms until they had paid their old debt is in my judgment illegal and would open the members of the association to an action for conspiracy.

That part of the plan which merely contemplates a refusal to give credit to any customer who had proven himself unworthy of it is perfectly legal, and can be safely undertaken. It goes little further than a mercantile report, which has always been upheld as legal. Suppose the association merely issued to its members a report that a certain customer owed a member an account which he was not paying. Practically every member, on the strength of that report, would refuse credit to that customer, anyway. The agreement merely binds the members to do what their common sense would constrain them to do without the agreement, provided they had the information, to which they are perfectly entitled.

Let everybody beware, however, of sending to the association as delinquent the name of a customer who has refused to pay an account because he disputed it. If such a customer's name is transmitted to the association and transmitted by the association to its members, and on the strength of it the members all refuse credit, the victim can surely collect damages from everybody who joined in the scheme, knowing that he was not delinquent, but was simply disputing the account. An association which makes such a plan should be exceedingly careful to see that the names it is asked to send out represent delinquents and not disputants.

The reason this plan is not illegal if carried out as to real delinquents is that it does not deprive buyers of what they have any vested right to have, viz.: credit. More, in the case of delinquent debtors, it deprives them of something which their record shows they are not entitled to.

The main trouble with such plans is how to enforce them. Usually there is a provision penalizing any member who grants credit in violation of it, but it can never be enforced. Since it is a legal binding contract, the man who violates it can be made to pay all actual damages suffered by the other parties to it, but you can't penalize him in the way it is usually done. It would be difficult to prove any actual damages in such a case, I think.

"PLOUGH DEEP WHILE SLUGGARDS SLEEP"

This sentiment of Benjamin Franklin's has been taken as a motto by the Pennsylvania & Atlantic Seaboard Hardware Association for their 21st annual convention and exhibition at the Commercial Museum, at Philadelphia, Pa., February 14, 15, 16 and 17, 1922.

J. M. Roberts recently engaged in business at Brodhead, Ky.

Herman Ziemann of Southwick, Idaho, reports a very satisfactory season of trade.

T. J. Daniel has purchased the business of A. T. Russell in the Daniel Hardware Company at Glendive, Mont.

The Laurel Trading Company of Laurel, Mont., report a very satisfactory year of business and are expecting 1922 to be the best year that they have ever experienced.

Chase & Mohn, hardware and furniture dealers at Bothell, Wash., report a good business outlook. Mr. Mohn was formerly manager of the firm of J. E. Mohn & Son of Bothell.

The Smith-Horn Co. does a general jobbing business in household hardware, carrying a stock at 395 Hayes Street, San Francisco, and with several men calling on the trade in California and Nevada. Both executives of the company, I. Smith and P. Horn, are veterans in the household hardware field and specialize on the one line.



BUSINESS GETTING SUGGESTIONS

GETTING BUSINESS THROUGH THE BABIES

An enterprising Ohio hardware merchant notes the birth of boys in his community, and within a month or so he will mail to the little fellow, addressing him by name, if he can find out his name, or if not address it to the parents, a little pair of white flannel trousers, to which he attaches a label, "His first trousers." Sometimes he varies this and will send a small hammer or hatchet. A toy hammer answers the purpose just as well. This he mails with some appropriate comment.

If it is a little girl, he makes a point of sending some small article or toy, similar to what he is handling in his store—a refrigerator, a toy ice cream freezer or a toy cook stove, addressing the little miss by name.

This is sure to please the parents. They are sure to come in to thank you for it. They will tell their neighbors and friends. It makes a favorable impression and the merchant gets a great deal of free advertising, and he has the good will of that family in all the years to come.

THEN MEET THEM FACE TO FACE

Recently two men engaging in business used their pictures in their advertisements a few weeks prior to the opening of their store so as to call the attention to the fact in that way they wished to meet their prospective customers. When their store was ready to open they changed the wording of their advertisement, stating that they were ready to greet in person those who they had been looking at through the paper.

"You have seen our pictures, now come and see us personally," was the way the invitation was worded.

It need not necessarily be new merchants engaging in business—merchants who have been long established could vary this idea and use it to advantage and state that while they could not personally have the opportunity of seeing and greeting all of their friends in person, yet they were taking the advantage of looking at them through the pages of the newspaper.

This idea could be used to advantage and varied to suit the circumstances.

"Poppa, what are cosmetics?" "Cosmetics, my son, are peach preservers."

SUGGESTIONS TO COLLECT ACCOUNTS

A Detroit hardware dealer was carrying an account that was long overdue, the customer having ignored numerous requests to come in and settle up. Finally the hardware man added a fictitious item to the man's bill in his monthly statement.

"To six hammers at 85 cents each, \$5.10."

A day or two later the man came in, visibly annoyed.

"You've charged me here for half a dozen hammers," he asserted, "and I've never bought a hammer in my life—either here or anywhere else."

"That's funny," said the dealer, "there must be a mistake somewhere. We'll just deduct \$5.10 and you can pay the difference."

The customer acted on the suggestion and went away, happy that he had escaped an overcharge.

GIRL'S HANDWRITING TURNS THE TRICK

Some "slow-payers" never open an envelope with your firm name in the corner, because they know that their account is past due, and that it probably contains a statement. Try mailing your statements to that sort of people in plain envelopes, and have one of the lady clerks address them for you. Every man will open such an envelope. Some folks have a horror of the mail carrier finding out that they are receiving statements from some storekeeper, and will consider that you have used the plain envelope to keep the matter private. This pleases them and they respond. Others take it as a sort of a joke, the way you have trapped them into reading the contents, and come across good naturedly.

TURNING MISFORTUNE INTO A HELP

Recently a hardware merchant, who had a part of his store damaged by an automobile, put up a sign in front of their building and likewise advertised in the local papers as follows:

"Nothing to hide here. Come, watch us do business." Then of course followed the story of the automobile in a brief way and favorable comment and curiosity resulted in the merchant being able to turn a misfortune to his own advantage.

Ernest W. Larson is the successor to Larson & Kundret at Bereasford, S. D.

SOME SUCCESSFUL SELLING STUNTS

Nobody has a corner on the idea market. The ideas are there—if you can find them—they're yours. And ideas are what keep the stock moving. Here are some ways other dealers are keeping the business ball rolling.

During a demonstration of the fine points of the Monarch Range which took place in a Portland, Ore., store recently, every woman who attended was given a package of "Steel Wool" aluminum ware cleaner. The advertising which announced the demonstration and the free gift, stated that the women would not be asked to sign their names or give their addresses.

Out in Cheyenne, Wyoming, a store advertised a special paint sale and had an expert there from the factory who gave customers lots of pointers on artistic and effective color schemes and answered a thousand and one questions about paint. They started this demonstration with newspaper advertising—featuring a coupon which when cut out and presented counted for thirty cents on a paint purchase or could be exchanged for a free sample can.

Another angle on the free premium question which worked out pretty well was a sale on refrigerators. The dealer for ten days gave 500 lbs. of ice free to every purchaser of a refrigerator selling under \$40 and 1000 lbs. of ice to everyone who bought a refrigerator costing from \$40 up. You can make an arrangement with the local ice company or buy coupon books outright—it's a small item compared to the selling price of the refrigerator in either case.

Speaking of ice and refrigerators, it helps a lot to have the ice capacity of each refrigerator plainly shown on a card. This, for either window or stock display.

Here is a novel way to get a splendid list of stove users. The plan was very successfully used by a hardware store in Iowa. They advertised a \$9 set of aluminum ware (it could be anything else) would be given to the family having in use in their kitchen the oldest range of any make. The advertisement contained a coupon to be filled out and sent to the dealer. In this way the enterprising merchant obtained the finest kind of list of people who needed new stoves.

A fine attention-getting series of advertisements was put over by a dealer who ran a comparison of hardware advertisements that appeared twenty-five years ago. The queer pictures and unusual wording couldn't be passed over by a reader—every advertisement stuck out like a sore thumb. Then, with it, appeared the present day advertisement. If a dealer can find some of his own advertisements of years back—so much the better—but it's the novelty of the old timers that puts the idea across. Needless to say—prices weren't compared.

The above are just a few ideas picked from many examples. Oftentimes your clerks have valuable ideas—give them an incentive to look

for them. And don't be afraid to try a thing out just because it seems to be new.

REPRESENTING SPRAKE SALES CO.

In assuming charge of the San Francisco office of the Sprake Sales Co., J. C. Hooper joins a busy, strong and important organization and at the same time becomes a member of that wide circle of hearty personalities in the hardware field whose efforts are centered in that territory.

Mr. Harper succeeds C. Edward Wood, who resigned the first of the year to take up other work. Mr. Hooper has thus had the ground well broken for his work, and he comes at a time when there is increasing interest and activity among the buyers.

Mr. Hooper has served a full apprenticeship in the hardware business, at St. Louis and St. Joseph, centers of hardware distribution for the nation. Of late years he has been a factor in the intermountain territory, and is widely and enviably known for his trade knowledge, energy and easy personality.

DON'T SIT IN YOUR OFFICE WHEN PROSPECTS CAN BE SEEN

Here's a pointer culled from the careers of men who have attained notable success: Don't sit in your office during the hours "prospects" can be seen. Do your office work before or after the hours during which possible customers can be reached. This may mean adding an hour or two quite often to your day's work; but in times like this, particularly, the securing of a satisfactory amount of business through the expenditure of an hour or two extra a day is not an unreasonable price to pay. I recall Henry C. Frick, who recently left a fortune of more than a hundred million dollars, telling me that when he started in the coke business, he spent every business hour either keeping his eye on the operations at his coke oven or hunting diligently for buyers of his product. He personally attended to all his mail after office hours.

To attain unusual success calls for unusual effort. I know of no millionaire who was able in his earlier stages to observe an eight-hour day. Whenever salesmen and others who must get their business through going out and digging for it contract a habit of spending a goodly part of the best hours of the day at their own desks, they need prodding, they need to be reminded that the way to get business is to go after it when it is possible to land it, namely, when "prospects" are reachable. The hours when "prospects" can be seen are few enough and short enough at the best. Why waste those precious hours by sitting at a desk doing things which could be done just as well at other times.

SHORT SIGHTED POLICY TO BUY FOREIGN LINES

Editor HARDWARE WORLD:

I want to call the attention of merchants and buyers to a fact to which they probably give little thought; that is the matter of buying imported goods of Austrian or German manufacture.

It is well known that at the present rate of exchange goods of German and Austrian manufacture can be shipped into this country for less than one-tenth the same goods can be manufactured for in the United States. An article that costs \$1.00 to make in the United States costs less than 10 cents in Germany.

Does the average merchant realize that when he is buying goods of foreign manufacture that he is helping to reduce his own sales and his own volume of business?

If American workmen and American manufacturers are idle, to whom will a merchant sell his merchandise? Surely he can't ship it to Germany and to Austria. If our own people are not working, if they are unemployed or if employed at a low rate of wages, where is he going to get his customers for his business?

It seems a very short sighted policy, but which is probably accounted for by the reason that merchants and buyers don't think that these things are going to affect them.

They certainly do affect them and the fact that sales have fallen off in many lines during the past year is largely due to the unemployment of American workmen and many idle American manufacturers.

There is a great cry being made in opposition to the American valuation of foreign goods but if congress does not put into effect some such plan then we look for not only a continuation of bad times and poor sales, but we may look for conditions to get even worse.

Those who are opposed to the American valuation of foreign made goods are only the people who are instrumental in bringing in these goods to sell. They are the importers who wish to unload these goods upon the people of the United States. They are able to bring them in here and make their large profits and unload them on the merchants and it is then up to the merchants to get rid of them as best they can. The importers are doing the business. They are the ones who are prospering. They are the ones, in fact, who are the profiteers.

Every merchant, every buyer, should give a second thought to the matter of whether he is assisting to keep the European factories busy or whether he is having a care for the welfare of his own country.

Yours truly,
JAS. G. MOORE.

The most important bar every prominent man has to face is the bar of public opinion.

ELECTRICAL TRADE TURNS TO HARDWARE MERCHANTS

These days when salesmanship and merchandising are put to the test and when a merchant proves himself and his ability, manufacturers and jobbers of electrical goods are turning more and more to the hardware merchant as an outlet for their products.

This is a different song from the one we heard several years ago, when the so-called Goodwin Plan and other campaigns were launched to make merchants out of electrical contractors and to confine electrical goods strictly to exclusive electrical sales stores.

Such arbitrary sales arrangements worked while under the incentive of non-competitive prices, limited output and unsatisfied demand, when whoever got the goods was able to sell them wherever and at any price he wished.

With new manufacturers seeking an outlet for their products, and with decreased demand and increased supply, the salesmanship and merchandising methods of the retailer have been put to the test. The hardware man with his variety of wares, his established credit, his sound methods and policies, and his entree to the men and women buyers of the community is proving the logical outlet for electrical goods.

The few electrical dealers who remain are finding it necessary to augment their stocks with other lines, such as hardware, household goods, sporting goods and kindred wares, thus becoming out-and-out hardware merchants. In other words, these electrical dealers are discovering what the hardware man discovered many years ago; that it is necessary to handle a variety of lines to attract customers, so as to decrease overhead and increase volume and turnover.

Concurrently with this change of state of the electrical contractor-dealer is this disposition of the manufacturer and jobber toward increased friendliness and cooperation with the hardware merchant as an outlet.

The hardware man stands the test. And the ready-made contractor-dealer crumbles when his prop is removed.

PORTER PRODUCTS TREASURER

Geo. W. Tapper has succeeded Chas. Free-ling as treasurer of the Porter Products Corporation at Brewerton, New York.

Mr. Tapper has been for years with the New Process Gear Corporation of Brewerton and is a man of excellent character and a thorough business man in every way.

President George G. Porter feels Mr. Tapper will be a big asset to their corporation.

Sometimes we wonder if the manufacturers of gasoline think the law in regard to "less than one-half of one per cent" applies to them.

The Forum



The **HARDWARE WORLD** is glad to extend the use of its pages to any of our readers for the discussion of any topics of interest. They need not necessarily be confined to matters of trade or business, but anything that is of interest to the country or community at large, relative to governmental policies or tendencies, may be discussed in our pages.

We do ask, however, that our readers bear in mind that the **HARDWARE WORLD** has no "politics" in the usual meaning of that word, and is not concerned in the welfare or propaganda of any political party as such; that in dealing with such questions we prefer to treat them on broad general lines.

While frank discussion is desired, yet we of course cannot hold ourselves responsible for the individual view of any of our readers.



"Can't Make a Silk Purse Out of a Sow's Ear"

Editor **HARDWARE WORLD**:

SEVERAL years ago a number of electrical manufacturers and jobbers inaugurated a campaign by which they hoped to make over a large part of human nature. They went into it with a flare of trumpets and a great deal of enthusiasm and their action was commendable. They were going to benefit themselves through helping the other fellow.

Now, after a great deal of time and effort, after the expenditure of many thousands of dollars, a large percentage of electrical manufacturers and jobbers are coming to the conclusion that it can't be done; in other words, that you can't make a merchant out of a mechanic.

You can't take a man who has been only accustomed to the use of his hands and his feet and transform him to use his brain.

A man can't graduate from pliers and climb out of his overalls and develop or create business.

While some are slow to admit the fact, yet those of us who have carefully watched the development, who try to keep an open and a receptive mind, recognize the fact, in fact have recognized it long ago, but refused to acknowledge it.

Then it is the old story which has been tried out in the various other lines of manufacturing industries—for example when implement manufacturers and jobbers tried to make an implement merchant out of a blacksmith or the plumbing industry attempted to make a merchant plumber out of a journeyman. There are exceptions, of course, where you find an ambitious man with some gray matter, as the saying is, these few exceptions are so rare as to prove the truth of the main statement that it can't be done.

Some of us were a little doubtful at first, but we were over persuaded. We have lost a great deal of time; we have lost some good connections, so the only thing for the electrical manufacturers and jobbers to do is to get back to the hardware merchants and get there as quick as they can.

It is the most natural thing in the world for people who want to buy electrical appliances, who want to see a stock of merchandise, who wish to be sold on any lines and to be informed of their merits to go to the hardware store.

It is up to the local hardware store to attend to the mechanical installation of equipment or whatever is necessary.

The hardware man generally keeps a mechanic in that line for such work. The hardware man handles such a varied line of goods, including automotive equipment and plumbing supplies and he has at his beck and call mechanics who can do wiring or electrical construction.

Carries the Stock

Moreover his stock generally embraces a very large line of electrical appliances in any event, and it is the natural thing for a customer to go to his local hardware store.

It is only in the very large cities where electrical specialty shops can be successfully operated, even in the large cities you will find the hardware merchants just as much, if not more of a factor in the volume of electrical appliances and electrical equipment as the exclusive electrical shops.

We have investigated to our own satisfaction and we have contributed to our own loss, in the other movement, because we wanted to be "one of the boys," to be a good fellow, but we have learned our lesson and we know.

Here's to the success of the hardware merchant as a merchandiser, as a distributor of electrical appliances, electrical equipment, electrical supplies.

Now, go to it, Mr. Hardware Dealer, give attention to this business; there is a good margin of profit in it for you. Cooperate with the manufacturers and jobbers and you will make a success of this, as you have of other lines.

— ELECTRIC MFG. CO.

C. H. Gibson of Weeping Water, Neb., has sold his hardware business to G. E. Young.

E. C. Brewer has purchased the hardware business of Barber & Henderson at Homer, Neb.

ENVIABLE RECORD AS MANUFACTURERS AGENTS

With the passing of years, it is the institutions that weather every storm and look back on a proud record of permanency, performance and progress that demand our attention and our interest.



JOHN S. HOWELL

Mr. Howell can point with just pride to the organization in which he has been a partner since its inception, and values highly the friendships which he has developed, not only with the manufacturers represented, but the customers with whom he has come in contact. His friends await his visits in every buying center of the territory, and his knowledge of conditions past and present is unexcelled.

Such an institution in the Pacific Coast sales field is Osgood & Howell, general hardware manufacturers' representatives for nearly thirty years, a partnership that proved from the start that absolute square dealing, integrity and strict allegiance to trade principles can be made worth while, not only in the hardware business, but in any line of business.

Prior to the formation of the partnership of Osgood & Howell, Chas. P. Osgood had been general manager and in charge of purchases, and John S. Howell had been traveling representative in the sales department for Carolan & Co., a jobbing institution located at San Francisco, whose sales area at that time comprised the entire Pacific Coast. This was before the growth and development of the present strong jobbing institutions located at the more recently developed centers.

In the year 1892 Mr. Osgood and Mr. Howell formed a partnership as sales representatives of hardware manufacturers. At that time they agreed upon and adopted as their sales policy to sell strictly and only to the jobbing or wholesale trade. During the years which have elapsed, through the changing times and good and poor

business, this policy of Osgood & Howell has been maintained.

From a standpoint of personnel, the partnership has also proved a most happy one. Mr. Osgood brought to the concern integrity and wide knowledge of the hardware business, together with a keen insight into market condi-



CHAS. P. OSGOOD

Although a native of New England, Mr. Osgood's business career has been spent on the Pacific Coast. He commands the hearty respect of everyone in the hardware trade with whom he has come in contact during his many years of active service. Steady, keen, absolutely frank and honest, he was a vital factor in the business of the firm until impaired health forced his retirement five years ago.

tions. Supplementing Mr. Osgood was Mr. Howell's enthusiasm, his ability as a salesman, his wide acquaintance with the trade and also his thorough familiarity with the lines.

The best proof of the effectiveness of Osgood & Howell representation is the fact that several of the manufacturers whose goods they were selling when they started in business are still among the accounts of the organization—proof enough of the mutual satisfaction which has always existed between the manufacturers represented by them on the one hand and their customers on the other.

In 1907 Albert J. Howell joined the organization as a salesman and in 1916, Mr. Osgood's health having caused him to become inactive, Mr. Howell became a member of the firm. In 1919 E. R. Adams joined the organization in the capacity of salesman.

In general it may be said that the history and the continued progress of Osgood & Howell for approximately thirty years is concrete example of business integrity, sound salesmanship, loyalty to principle and the dignified conservatism in business conduct.

Willard Good has moved his stock at Perry, Kau., to a new location. He has added to his stock.

TWO ENTERPRISING MANUFACTURERS' REPRESENTATIVES REFERRED TO ON PREVIOUS PAGE



ALBERT J. HOWELL

A member of the firm since 1916, he was peculiarly endowed by heredity, environment and temperament for the work in which he is engaged. He is a graduate of the College of Commerce of the University of California and served an apprenticeship with the Pacific Hardware & Steel Co., San Francisco, before becoming connected with Osgood & Howell in 1907. He commands the same respect and confidence from buyers that have been enjoyed for so many years by Mr. Osgood and Mr. Howell.



E. R. ADAMS

Mr. Adams, who came to Osgood & Howell in 1919 as a salesman, had his first training with a St. Louis jobbing house. At a later date he was sales manager for W. A. L. Thompson Hardware Co. of Topeka, and prior to coming to Osgood & Howell had charge of the builders' hardware and house furnishing department of the Salt Lake Hardware Co. He has been quick to catch the spirit of the organization and rises fully to his opportunities in his present connection.

BE NOT OF LITTLE FAITH

The vogue of the pessimist should end. There is no reason for his being so far as the destiny of this country is concerned. We have been prodigal in our national expenditures, we have made many mistakes, and we surely feel the effect of the reactions of the war, but nothing can now impede our progress, economically or otherwise. All that is needed is courage and faith on the part of American business and labor.

Why should we falter and be afraid when we have nearly one-half of the world's railroad mileage, one-half of the world's coal and iron and steel output, with two-thirds of the world's cotton, one-third of the world's stock of gold—or more—and one-third of the world's accumulated wealth? And we have only begun to grow.

With these almost limitless natural resources we can look forward to a development of wealth in all directions such as will go far beyond the total output of the world today.

But pessimism blinks its eyes in the rays of this wonderful sun of promise and cries out, "Where is it?" It is existent, all right, and needs but the vision and energy of the brave and faithful to make all things well for America.

Now is the accepted time for American business and labor to draw very near together and demonstrate the economic and social value of harmony working under the impulse of an unfaltering faith. This is the view of the president of the United States, who tangibly has demonstrated his abilities as a statesman during the six months of his administration, just concluded.

Human engineering is the art which the executive must learn to practice. If he is the only man in the organization, then he must engineer his own time so as to make every minute of it count to good purpose. If the executive has others associated with him, he must learn to call forth their good will, to inspire them to produce results, and direct them to correlate time and efforts to good purpose. The human engineer is a very important part of any business today. The executive in the last analysis is the real production manager.

Chas. A. Miller is engaged in business at Harvel, Ill.

Campbell & Son are opening a hardware store at Atkinson, Neb.

C. S. Duncan has bought the Way Mercantile Company of Kenesaw, Neb.

INCREASE YOUR EFFICIENCY AND SAVE MONEY

Making money in your business does not always consist of having a busy shop or store, for some stores do a vast amount of business and make very little money, while others have a smaller amount of total sales but are greater money makers. This is one of the problems of storekeeping solved by men who watch with care the following items:

1. Cost of doing business.
2. Charging a proper amount of profit on goods sold.
3. Charging each item of expense where it belongs and having no so-called "general expense" account. Each item should be charged where it belongs.
4. Watch the number of times your stock "turns over." Better do a \$50,000 business on a \$5000 stock than \$250,000 on a \$50,000 stock. You will make more money in the end.
5. Pay close attention to training your sales force and use up-to-date methods in operating your store.

Strive to eliminate waste. Save a pin a day; it will pay. Use every known method to overcome waste in time, action and material, also make sure to see each and every penny tied up in your business earns a proper proportion of its money value. Don't guess.

Use a safe and sane method of bookkeeping. and, above all, do not fail to take frequent inventories of stock on hand. A wise merchant can tell to a fraction what his stock costs him and what it is worth every day in the year. There may be other rules to observe, but the above, if properly observed, will be enough to make your store spell success and your business flourish.

The average dealer will tell you that most of the systems he knows of are good. He will affirm, "I did that years ago," when told of a plan which another uses. But take a record of the things you know are good and check off the list to see just how many things you are using, and you will perhaps get a surprise.

You know the benefit of the old-fashioned "want book" which is supposed to be kept behind every counter and in which are entered the goods asked for and not in stock. Have you a little "want book" in your store? If you have, suppose you turn over the pages and see when the last entry was made.

You read every day of the waste of paper, twine, stationery and other supplies, yet what steps have you taken to prevent this leak? You are still using the same size paper and the same weight twine just as though reams of paper and tons of ink had not been used to preach the gospel of economy.

Remember the little card you placed over all electric light bulbs last season, reading, "Turn off the light when not in use"? You

admit that it brought savings, but why have you discontinued using it? And the bills you fail to discount! Do you remember how last year you declared every bill would be discounted, as you knew it was possible to pay the office help by the money so gained?

Last night, when you left your place of business, was every counter covered? Have you covers for the shelves behind the counters, for you know the loss caused by dust and dirt is a tremendous one in a year.

Take the matter of training your sales force. You really know the trained helper sells dollars to the untrained one's dimes, yet how often do you explain the merits of the goods you have on sale or what steps do you take to overcome defects of storekeeping?

How often do you visit the manufacturer, and when did you last make comparison of the goods on your shelves with that in the stores of your competitors?

And the last salesman who called on you? Did you look at his line or did you send him away, resolved never again to call on you?

PLAY AND DISPLAY BUILD SPORTING GOODS DEPARTMENT

A young man in charge who enjoys outdoor sports, and energetic display can build up a strong sporting goods department for any non-metropolitan merchant and return a better than average profit.

So writes Arthur E. Horlock of the Horlock-Clow Co., Hanford, and this progressive institution's big athletic and outdoor department is concrete exemplification of the principles Mr. Horlock mentions as follows:

"We have been very gratified with the volume of business we are doing, and with the margin of profit we are making in our sporting goods department.

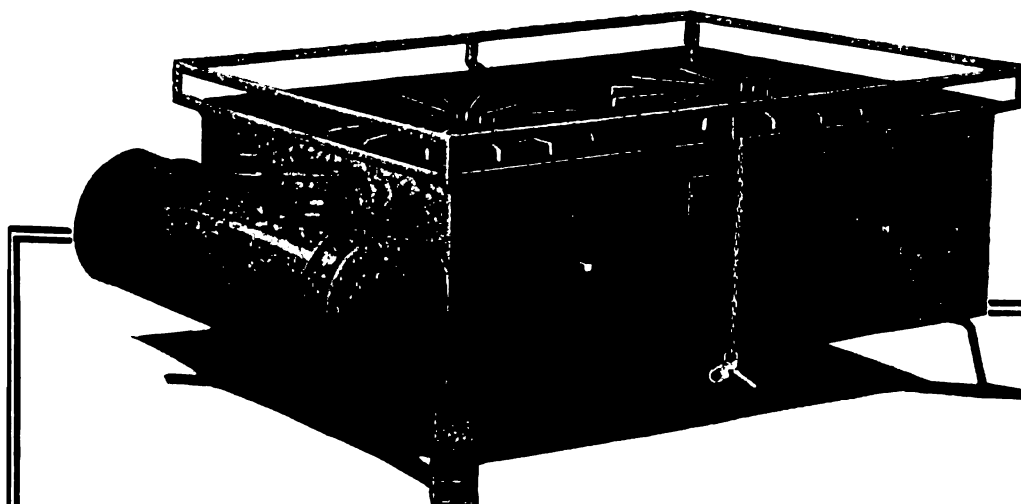
"In this department we carry in addition to guns and ammunition, baseball goods, tennis goods, volley balls, footballs, basketballs, medicine balls, punching bags, dumbbells, athletic shoes, athletic shirts, running pants, bathing suits, fishing tackle, etc.

"It is surprising what a lot of business can be worked up in this interesting line if the goods are properly displayed and if the department is in charge of a young fellow who enjoys outdoor sports and is enthusiastic.

"In these days when competition is so keen, it behooves the hardware merchant to add new lines in order to keep up volume.

"As yet we have not observed that our friends, the druggists, are selling athletic goods, but God only knows how soon they will start.

"We enjoy a nice business in this class of merchandise in all our stores. It is a line, however, the success or failure of which turns on the amount of intelligent work and display space given it."



Announcing

AUTO-GALLEY-KOOK-KIT

For Motor Boats, Yachts, Etc.

SPECIFICATIONS

Body size, 20 $\frac{1}{4}$ " x 10 $\frac{1}{2}$ " x 5 $\frac{1}{8}$ ".
 Legs, 2" high. Body made of heavy galvanized iron, strongly riveted; all fittings galvanized or of copper or brass. Gasoline tank made of brass, with pressure gauge. Each stove is equipped with a full sheet of galvanized iron slotted to fit the stove legs, for use as a covering for the bench or table on which the stove is mounted. Price complete with all equipment\$20.00

If desired, Auto-Galley-Kook-Kit can be had with the gasoline tank separate, so that it can be mounted outside the galley, minimizing the danger in case of fire. Tank made of galvanized iron, riveted and soldered inside, complete with pressure gauge and brass pump.

Price with 3 gallon separate tank and 20" pump.....\$35.00

Price with 1 gallon tank and small pump\$27.50

Made by the Makers of
the Famous

KAMP KOOK KIT

DESIGNED and built by the manufacturers of the famous Auto-Kamp-Kook-Kits, as the result of requests from prominent boat owners and builders, and according to their ideas and suggestions. A galley stove, perfect in every detail, embodying all the features of the Auto-Kamp-Kook-Kit, but adapted to the requirements of fresh and salt water craft.

Auto-Galley-Kook-Kit burns ordinary motor gasoline—gives a steady hot blue flame that a thirty mile wind will not blow out.

It has been tested under the most severe conditions and has proven itself beyond a doubt the most efficient, most satisfactory galley stove on the market.

Write or wire today for details

Prentiss-Wabers Stove Co.
 18 Spring Street, Wisconsin Rapids, Wisconsin



NORMAN G. POPP, President

The leader of the Michigan Association would have been better named "Pepp" than Popp, in tribute to his energetic record in office. Instead of indicating an explosive or carbonated tendency, we believe his name is only a contraction for "Popular," the three "p's" perhaps standing for Personality, Progress and Paragon.

TIRE GUARANTEES ABUSED

During the past years tire manufacturers have seen their guarantees sadly misused. The custom of picking up scrap tires and sending them in for replacement to obtain special price concessions has grown up. Customers have been inclined to ask for illegitimate replacements, to take a chance on getting all they could, believing that everyone else did the same and that there was nothing actually wrong in doing so.

Policy replacements have become more and more common. Thousands of undeserved replacements have been made all over the country. The careful motorist has been penalized in favor of the careless, as the tires themselves have had to carry this expense.

Wide-awake tire dealers throughout the country have asked repeatedly that tire guarantees be removed so that they could meet competition on the merits of the products handled, and not on the basis of unwarranted replacements. It has come to pass that in certain instances replacements have become the biggest selling argument to the customer. Tires, like any other merchandise, are made to answer a certain definite purpose. The fulfillment of this purpose is governed by the way in which they are used. Yet this has been seldom considered in dealing with automobile casings.

The latest step taken towards the elimination of unjustified replacements is the recommendation by the Tire Manufacturers' Division



C. F. HAUCK

President Ohio Association and an enterprising Springfield merchant, who wishes to extend an invitation through our pages to the merchants to be present in full force at the coming convention, February 14, 15, 16, 17.

of The Rubber Association of America, Inc., of a manufacturers' standard warranty, to replace the usual tire guarantee, and a standard claim form for the use in requesting replacements. The action of the association is a definite step forward to protect motorists and tire dealers against the menace of undeserved replacements.

A feature of the new proposition is the fact that the mileage basis of figuring replacements has been absolutely discontinued. Tire men have come to realize that mileage is only a basis of argument and that service is the real criterion. Service then has replaced mileage. The motorist knows that to neglect his tire equipment is simply money out of his pocket.

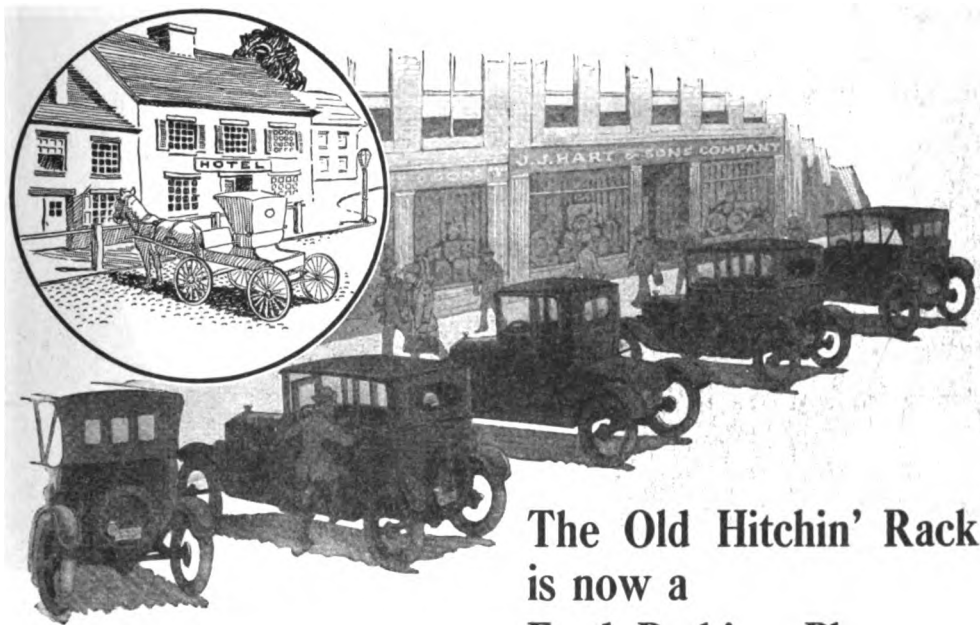
A customer in filling in the standard claim form used with the warranty gives the exact facts in the case. It then becomes merely a question of deciding if the tire is to blame by reason of being below a reasonable standard of perfection or whether the customer is to blame for ruining the tire through abuse and neglect.

All good merchandise must be sold with some assurance to the buyer that he will get his money's worth. This is what the new warranty provides.

Chas. S. Merck has disposed of his business at Gainesville, Ga., to Barrett Bros.

The Tosten Hardware Company, which recently engaged in business at Long Beach, report a very satisfactory season of trade.

The Odessa Hardware & Implement Company of Odessa, Wash., have been featuring sporting goods to advantage through the past season.



The Old Hitchin' Rack is now a Ford Parking Place

Along the village streets where the buggies used to hitch there now is parked a row of Fords. And on the spot where the village smithy stood you'll find a sign "Garage and Repair Shop."

For the village and country people have gone in for Fords and gone in big. They drive their Fords continuously—they buy replacements every day. They have opened up a tremendous market for Peerless Products—they are daily prospects for Peerless Guaranteed Honeycomb Radiators, Peerless Fenders, Combinations, Tool Boxes, Wheel Discs and Radiator Caps.

If your place is located in a small town, a big percentage of your business is coming from these rural Ford owners. And if you aren't carrying Peerless Products, you are missing the profits from the fastest selling, best known line of Ford replacements. Better get in touch with your jobber without delay—or, if he can't supply you, write us direct.

The CORCORAN Manufacturing Co.

Dept. 14

NORWOOD . . . CINCINNATI, OHIO



This Peerless Radiator Display Stand is proving a valuable sales help to Peerless dealers. If you haven't secured yours, write for it at once

PEERLESS
HONEYCOMB
RADIATORS
FOR FORD CARS



OSCAR J. REA

President of the Texas Retail Hardware Association, who was chairman of a record convention at Dallas the week of January 24. Mr. Rea's own business is at Clifton, and he was able to make many suggestions to his fellow merchants from his own experience, as well as directing the general discussion and round-table of ideas.



ALBERT LAHR

President of the Nebraska Retail Hardware Association Convention, who was in the chair at Lincoln during the recent session from January 31 to February 3, inclusive. Mr. Lahr directs the destinies of the Lahr Hardware Co., also at Lincoln, when he is not tending to association affairs, and he has been conniving with Secretary Dietz all year to make the convention this year the greatest in the history of Nebraska.

THE WRONG HABIT

Why doesn't the dealer ask the car owner to buy? The principal reason is that the dealer has a habit of not asking the car owner to buy. Men acquire habits through doing a thing a number of times.

How can we change this habit? The best way is by selling the dealer on the advantage of changing it, and since he is in business to make money we shall have to show him he can make more money selling automotive equipment than in doing any other thing about the place.

How can we show him? The best way is by an actual demonstration. If you want to tell a man what a wonderful automobile horn you have you don't tell him about it and then stop your story. You blow the horn. And that's what we've got to do.

The one best way to show the dealer that automotive equipment can be sold is to sell some for him. If you want to teach a child to catch a ball you catch one for him and show him how to hold his hands. And so, if we want the dealer to sell, we must sell in his presence and show him how. The story is much less ineffective if we merely tell him how.

—A. E. A. Bulletin.

Nord & Westlund have purchased the stock of C. J. Martin at Yankton, S. D.

Gurley Bros. at Purdy, Mo., are increasing their stock and preparing for a busy 1922.

QUIT FILING YOUR TIRES

Any man who caught himself cutting his tire tread with a file would voluntarily apply for admission to the nearest retreat for the feeble minded. Yet the same man will lock his brakes and slide ten feet and think nothing about it.

Too many motorists confuse their tires with skates. Instead of looking ahead for obstacles and checking the car slowly by closing the throttle with the clutch engaged, they wait until they are right in the middle of an emergency and then jam on the brakes.

They never stop to consider these little slides with the brakes locked until they notice spots where the tire tread is worn through to the fabric.

Even where the tread is not scraped through to the fabric, tire men point out that there are flat places left in the tread. Then as the car proceeds, these flat pieces, they explain, pound away on the road like a flat wheel trolley, killing the mileage in the tire.

Letting in the clutch too quickly, spinning the back wheels in mud holes, taking corners at high speed and locking the brakes means a short life for tires but not a merry one.

S. M. Shultz of Avalon has purchased the Myers Hardware Store at Downey.

J. G. Baughman and J. W. Russell are planning to engage in the hardware business at Glendora, Cal.

O'Keefe & Merritt Luggage Carriers

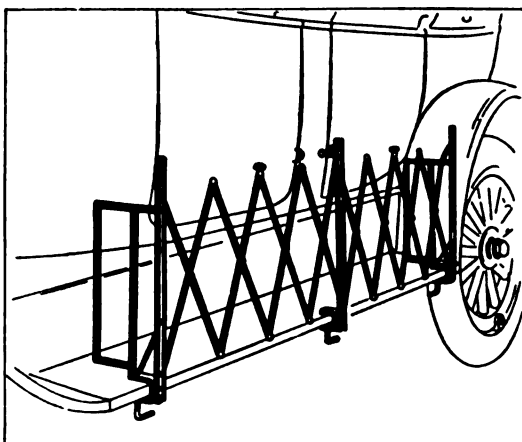
No. 1 With Folding End Gates

Adjustable from 12 to 72 inches. The long rigid end gates form a complete basket, the proper length, in which the luggage snugly fits. Clamps on the running board. No tools required.

The bottom remains the same distance from the running board, regardless of length extended.



Made of extra heavy steel; finished in black baked Japan; packed 1 in carton; weight 15 lbs.; size, extended, 15x72 in.; price, each, \$4.00.



No. 2 FORD SPECIAL LUGGAGE CARRIER

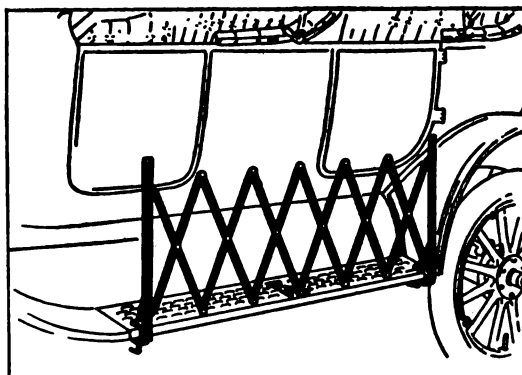
The No. 2 Luggage Carrier was designed especially for Ford or other small cars.

Light, strong and adjustable from 9 to 50 inches. It gives the Ford owner a necessary accessory at a very low cost.

Requires no tools. Clamps on the running board. Can be attached in a jiffy. The bottom does not raise when extended.



Finished in baked black Japan. Size, extended, 15 x 50 inches; weight 9 lbs.; packed in fibre cartons, price, \$2.50.



O'KEEFE & MERRITT CO.

251 South Avenue 17

Los Angeles, Cal.



LEON D. NISH

Secretary, Illinois Convention, Hotel Sherman, Chicago, February 14, 15, 16.

Merchants in Illinois may well consider themselves "in the center of things," for they draw ideas and personalities from all directions and send out their reactions and set an example that touches three oceans. President Hobart R. Beatty of Clinton will be in the chair at the coming Chicago convention.

THE SHAKESPEARIAN CAR

Shakespeare must have known something about automobiles. If you follow the method of the Baconians who would have anybody but Mr. Shakespeare as the writer of the plays, you will have something like this:

"I could drive this boat." (2 Gentlemen of Verona.)

"I would not speed." (2 Gentlemen of Verona.)

"In traffic." (1 Henry VI.)

"With the muffler." (Henry V.)

"Wide open." (Tempest.)

"'Tis not his fault but the spark." (All's Well.)

"How the wheel becomes it." (Hamlet.)

And then we find some further comments on this Shakespearian car:

"I like the new tire," we find in "Much Ado About Nothing."

"Too light for the bore," says Hamlet.

"Strong as the axle," says Troilus.

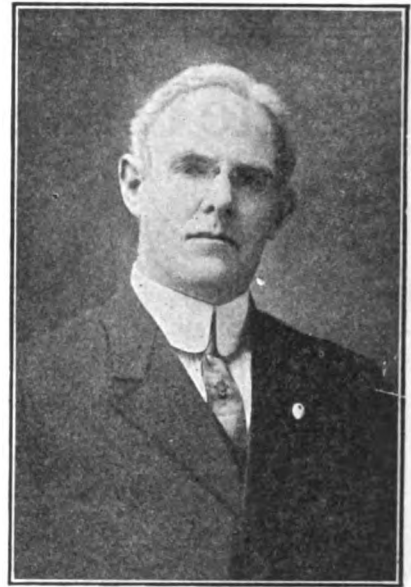
"Such valor in the bearing," says Timon of Athens.

"The globe and lights," exclaims Richard II.

"Too powerful on the highway," is the comment in "Winter's Tale."

And the Shakespearian car comes to grief at times, for we hear Antony exclaim:

"Take hence this jack," and in the "Merry Wives,"



ARTHUR J. SCOTT

Secretary, Michigan Convention and Exhibition, Grand Rapids, February 7, 8, 9, 10.

Among secretaries of hardware associations Arthur J. Scott of Michigan is one of the main sources of information and judgment. His years as secretary and his natural aptitude as a directing influence equip him brilliantly for his present work. This year President Norman Popp has had the privilege of leading the Michigan merchants, and he will preside at Grand Rapids.

"I must shift," while Hamlet finds the trouble lies

"In his clutch."

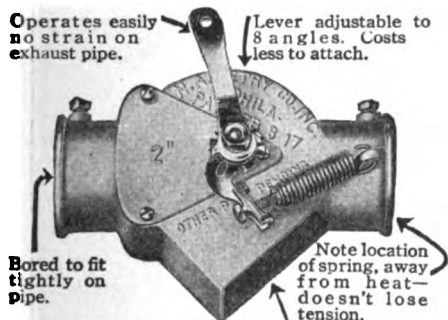
"Will this gear ne'er be mended?" exclaims Troilus, and Romeo adds, "Till thou hast worn out thy pump"; but Cymbeline at least seems to have been satisfied as he remarked that he had "all the worth of his car."

One of the most serious losses met by business men today is the irregular rhythm of busy times and dull times. When an establishment is over-busy there is strain, nervous tension, and hurried work. When the business is slack, there is waste, diminished morale, and inadequate returns upon the investment. Sound business demands that effort shall be put forth toward equalization of business—that is, a reasonably even distribution throughout all parts of the day, and all seasons of the year. It can be done, because others have done it.

The individual problem is yours. Concentration and intelligent management, together with anticipation of what is ahead will solve the problem. And if a full measure of success is to be realized, the problem must be solved and the load evenly distributed.

Olney & Kidder have entered a hardware stock at San Fernando.

Petry Tuning-Up-Valve



All exhaust expelled to rear (not down) through megaphone opening. Highly machined valve stops fluttering.

Why do particular motorists demand the Petry Tuning-up-valve in preference to all others? Motorists find that the Petry Tuning-up-valve is a carefully designed, well made product, and not some castings carelessly assembled. The Petry Tuning-up-valve appeals, on sight, as a "good job." Compare it yourself with the ordinary cut-out—and your verdict will be that it is "America's Best Tuning-up-valve" and "Scientific Detector" for tuning up and locating trouble. 16 sizes for all makes of cars.

M. A. Petry Co., Inc., 345 N. Randolph St., Philadelphia
"Makers of Petry Pump, Ventilator and Pedal"

Western Distributor:
Norman Cowan Company, 445-51 Rialto Building,
San Francisco, California

Copyright 1921, N. A. Petry Co., Inc.



Sioux Tools are the standard tools in garages everywhere for

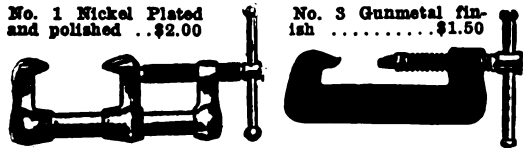
**REMOVING BUSHINGS
RE-FACING, RE-SEATING, GRINDING
ANY AND ALL SIZE VALVES**

ALBERTSON & CO., Manufacturers, SIOUX CITY, IA.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated
and polished ..\$2.00

No. 3 Gunmetal finish
.....\$1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.
Western Representative, Walter A. Scott Co., Mills Bldg., San Francisco, Cal.

Electric Appliance Company

807-809 Mission St., San Francisco

JOBBER OF ELECTRICAL AND AUTO SUPPLIES AND ACCESSORIES

Electric Ranges	Washing Machines
Suction Cleaners	Ironing Machines
Fan Motors	Heating Devices
Wiring Materials	Auto Accessories
Tires—Tubes—Ford Parts	

Genuine Crank Shaft and Connecting Rod
Bearings, Etc.

"HEXALL"

Trade Mark Reg. U. S. Pat. Office

SOCKET WRENCHES

For speedy repairs to out of the way parts; for dependable use under all road conditions; for long and consistent satisfactory service—there is none to equal a "HEXALL"—a set for every need.

Every "HEXALL" carries this guarantee:

**"Break Any 'HEXALL' Wrench and
We Repair it—No Charge"**

R. F. SEDGLEY, Inc. Est. 1897

Also Makers of "BABY" Hammerless Revolvers

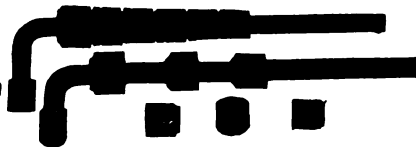
2311-13-15 North 16th Street

PHILADELPHIA, PA.

Pacific Coast Representatives:
McDonald & Linforth, San Francisco, Cal.

Patented Dec. 31, 1918

"HEXALL" Socket Wrench, No. 5—8 Pieces



NEW ERA



So light and neat they grace any car, yet strong enough to cushion hardest blows. Approved by Underwriters Laboratories. Interchangeable for all cars. Immediate shipments. Send for catalog.

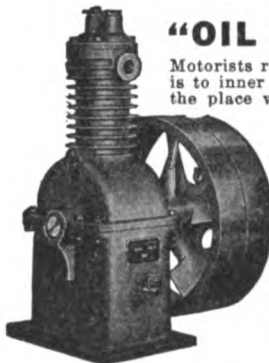
New Era Spring & Specialty Co.
65 Cottage Grove Ave.
Grand Rapids, Mich.

"BETTER" SPRING BUMPERS

"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL



Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pne. Mch. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

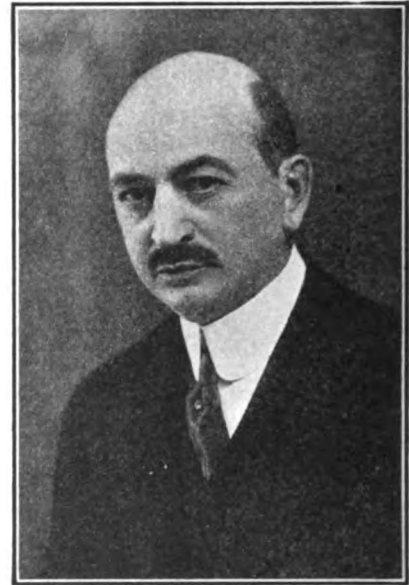


LOUIS HIRSIG, President

As leader of the Wisconsin merchants during the last year, winding up by conducting the coming convention at Milwaukee, President Hirsig has had a big job on his hands. In his unofficial capacity he is the "final word" in the tripartite partnership of Wolff, Kubly & Hirsig Co., merchants of hardware, paint, sporting goods and furnaces at Madison.

SONG OF THE SALES TRAIL

Out in the tang of February morning,
 Hitting the trail with your samples aboard,
 A song on your lips from the pure joy of living.
 What bettersport does this old world afford?
 Gone are the thoughts of your yesterday's troubles,
 Cold hotel dinners and long delayed mails,
 Ahead are the unbroken trails of the future,
 Yonder are waiting the untaken sales.
 The store at the crossroads, the town in the valley,
 Each one holds a charm in the crisp of the morn,
 And you take a new grip on the wheel of your jitney,
 Just thanking the Lord for the day you were born.
 The wind in your face sets the young blood a-rushing,
 Your brain takes a new-colored view of your line,
 Away with the gloomy reflections of evening,
 Today is today and the weather is fine!
 A new zest of selling and fighting for business
 Is warming your blood and setting your jaws,
 And you know as you push up a notch on the throttle
 That this is your day and that success is yours!
 —Ken R. Dyke, in *Forbes*.



P. J. JACOBS

Secretary, Wisconsin Convention and Exhibition, Milwaukee, February 8, 9, 10.

The Wisconsin Association, one of the largest, strongest and most powerful in the country, offers mental food and commercial stimulus enough at one of its conventions to fill a book, equip a business college for months, and carry its members along for the year. President Louis Hirsig of Madison will occupy the chair this year.

PROFITS AND NET PROFITS

A man can figure himself rich, is a well known saying, but when he totals the results of his efforts at the end of the year, how often does he come out at the short end of the horn. How often is his mind disabused as to the results of his efforts.

The mistake of so many merchants is that they don't know what it costs them to do business, nor knowing, they fail to take that into consideration in their sales work.

One must bear in mind that it is better for him to have his goods in his warehouse, or on the shelves of his store if he is going to send them out and not obtain the money for them. He at least has something to show for the money he is spending.

Then on the other hand unless he can sell these same goods at a profit, he had better keep them himself than to attempt to do business at a loss.

There are too many merchants out to get the business regardless of how they get it, or what they obtain for their goods. How can a man sell a line on a gross profit of 20 per cent and 25 per cent and pay all his overhead expense, his freight, carry his customers anywhere from sixty days to six months, discount his bills and make a living?

These are times that test the ability of a merchant, and is the time too when a merchant should take stock and see whither he is going.

This New Try-Square

Is

Automatic

=

*Display it
and it sells itself*

All these positions in one tool

Simore Automatic

The New Standard Square

PATENTED

ONLY once in a great while do you get an opportunity to handle a fast-selling article that has the display and demonstrating possibilities of the **SIMORE AUTOMATIC UNIVERSAL TRY-SQUARE**.

Put the Simore Automatic on the counter. We have a fine display card and illustrated folder. Show it to your customers. Press the button in the aluminum handle and show how the blade instantly engages automatically in the obtuse or acute miters, obtuse or acute octagons or the square, and is held there as if it were riveted until released by light pressure on the button.

Or, by swinging the blade to the other side, the tool becomes a bevel square and protractor square for computing and locating any angle, and can be locked at any angle.

The **SIMORE AUTOMATIC** is made in three sizes—four and one half inch, six inch and seven and one-half inch blades. It is the same size and weight as the ordinary try-square and fits the hand just right.

A demonstration is practically a sale. Every man who uses a saw or hammer, whether he is an expert mechanic or an amateur, will ultimately have this tool in his kit.

The retail price of the four and one-half inch and six inch **SIMORE AUTOMATIC** is \$3.75, the seven and one-half inch \$3.90, and the discounts insure you a good profit, particularly when you consider how fast this tool will sell.

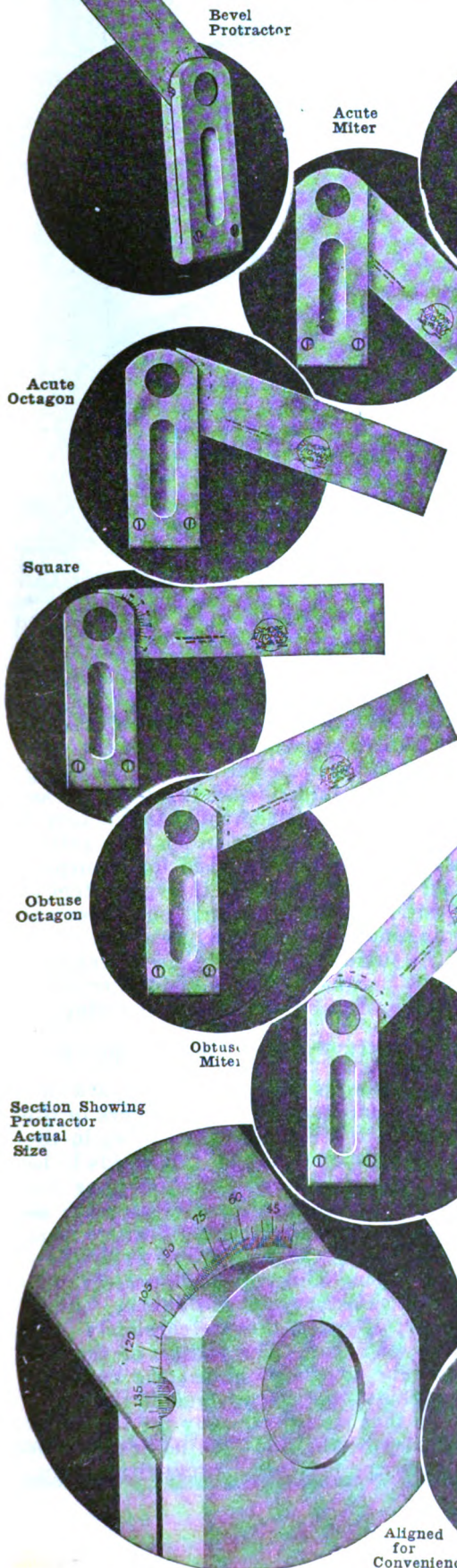
Write or wire at once for full details and prices. Get acquainted with the first of our series of the new, patented, "**SIMORE LIGHTNING CHANGE**" tools. Innovations and sure sellers.

**The Simon & Skidmore
Manufacturing
... Company ...**

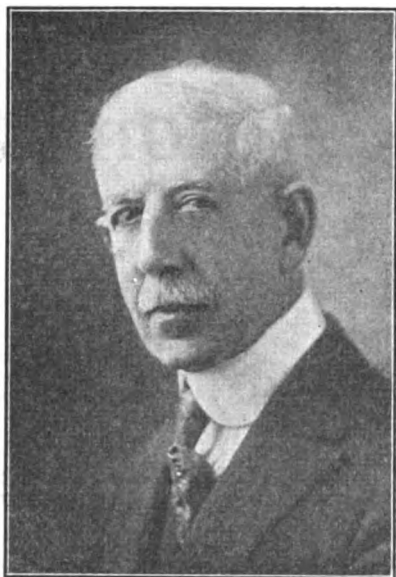
110 East Sixth Street

SANTA ANA - CALIFORNIA

Watch for our next new patented
"Lightning Change" tool



Aligned
for
Convenience



G. A. GUTMAN, President



LE ROY SMITH, Secretary

California Convention, Palace Hotel, San Francisco, February 15, 16 and 17.

It is a significant fact that both Secretary Smith and President Gutman are charter members of the California Retail Hardware Association. They will again assemble their conferees and lead them in this semi-annual convention, and the importance of cooperation and conference among merchants everywhere should bring an exceptionally large gathering of northern California merchants to San Francisco.

WHEN YOU SELL TIRES TELL YOUR CUSTOMERS ABOUT TUBES

The well being of 86 per cent of a motorist's tire investment depends upon 14 per cent—the relation of casing to tube costs. A great part of tire trouble is the direct result of under inflation with the inner tube the offender. Yet the average car owner neither knows the name of his tubes nor the length of their service.

Cheap and unbranded tubes handicap any casing. The best is at the mercy of a poor tube. The difference in tubes is tremendous. A standard make inner tube is built of almost pure rubber and has a strength of between one and one and a half tons per cross section inch. This means that if the tube stock were built up to a square test piece 1 inch thick and 1 inch wide, it would be strong enough to lift from one to three thousand pounds. Inferior tubes do not have this strength and are highly compounded.

On an average it is possible to build life into an inner tube only equal to that of the casing. It is false economy to use an old tube in a new casing. Inferior and worn out tubes should be quickly discarded. The tube which has delivered full service during the life of one tire is almost certain to have developed slow leaks. When a tube fails to hold air it is worthless.

As a general average in all services it has been found that pressure in a tire properly taken care of and when a good tube is used, will decrease about five pounds in two weeks. When this ratio is greatly exceeded, the tube should

be examined without delay before the life of the tire is sapped.

It is well to remember that the cap on the end of the valve stem helps to make the tube hold air. Often when the valve inside is leaking, pressure may be retained without rapid decrease by screwing the cap on tightly. Its function is to assist the valve, and its use is imperative. The washer is likewise furnished for a purpose and should be used. It holds the valve stem in proper position so that it cannot pull loose nor the tube be pinched, and keeps out water.

With the standard make tire, use a standard make tube. "Bargain" tubes mean tire troubles and ruin the profit and pleasure in motoring.

HOW DO YOU CARRY YOUR TUBES ?

The man who is accustomed to park his shoes on the piano and to pile his collars in the coal bin ought to throw his spare tubes in the tool box. That is, he ought to if he wants to be consistent. As a matter of fact neither the piano nor the collars would suffer as much as the tube in the opinion of local Miller tire men.

Inner tubes are usually packed in the factory in wax paper. This paper will preserve the resiliency and elasticity of the rubber, but it won't protect it when thrown carelessly into the tool box of a car. The jolting of the car causes the tube to chafe against the box and thrusts it against the sharp edges of the tools.

The tube that is always ready for the roadside emergency is the one that is wrapped in cloth or paper, or better yet encased in an inexpensive tube bag.



If Confidence, Quality, Price, Service Obtain Your Orders Then I Win

The Modern Up to Date Jobber Catalogs and Sells These Lines

O'KEEFE & MERRITT CO., Makers, Cook Quick Gasoline Camp Stoves, End Gated Luggage Carriers, Wire Camp Grids.

BUDKE STAMPING CO., Makers, Budke O. K. or Acme Lock Stove Pipe, Elbows, Dripping Pans.

LUTHER GRINDER MFG. CO., Makers, Luther Tool Grinders, Abrasive Stones, Vises, Cutting Tools.

F. O. BEEG CO., Makers, "From Imported Scotch Woven Flax Duck" the Australian Kangaroo Brand Water Bags.

LAKE ERIE METAL PRODUCTS CO., Makers Lemco Guaranteed Auto Axles and Shafts.

UNION TOOL CHEST CO., Makers, Carpenters', Machinists', Garage Tool Chests.

A. C. WILLIAMS CO., Makers, Mrs. Potts Irons, Dampers, Household Hardware Specialties.

PLANET CO., Makers, Water-Tight Folding Canvas Automobile Pails, Buckets, Fishing Creels, Handy Baskets.

J. E. GILSON CO., Makers, Gilson Garden Tools, Hand Wheel Cultivators.

CONSOLIDATED WHIP CO., Makers, Buggy and Binder Whips, Stocks and Lashes.

METROPOLITAN AIR GOODS CO., Makers, Pneumatic Rubber Goods, Comfort Sleeping Pockets.

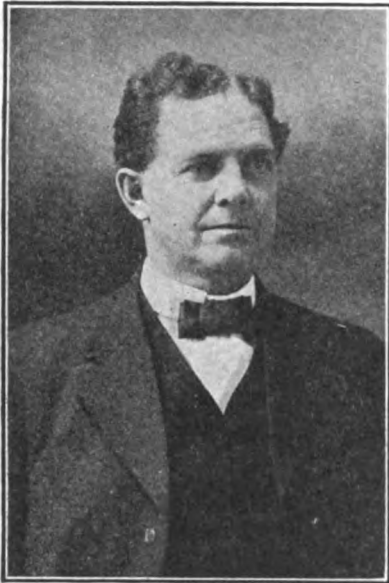
If your Jobber cannot supply you, mail his name and address with your order to

THOS. M. GARDINER

"The Whip Man"

320 Market Street, San Francisco, California

ORDERS RECEIVED WITH PERSONAL INTEREST AS REQUIREMENTS OF A CUSTOMER AND FRIEND



F. X. BECHERER

Secretary, Missouri Convention and Exhibition, Planters Hotel, St. Louis, February 21, 22, 23.

Merchants in Missouri look forward every year to the opportunity which the association convention gives them to journey together to the greatest center for the distribution of hardware in the world. President A. Hoffman of Sedalia will be in the chair at the Planters Hotel.



W. B. PORCH

Secretary, Oklahoma Association Convention and Exhibition, City Auditorium, Oklahoma City, February 7, 8, 9, 10.

Secretary Porch has had the able cooperation of President W. G. McClusky in carrying on the association's work among the merchants of Oklahoma during the past year, and the coming convention will see the harvest of these seeds of help and counsel.

KULL'S EPISTLE TO THE OKLAHOMANS

And it came to pass that a wise man strode into the arena of business, opened his mouth and spake thusly:

"Whothehell wants to return to normal times? Normal times are average times and average times are dull times. I cannot say what is best for other men, but as for me, give me subnormal, or abnormal—anything but average times, because I am not an average guy."

The gang that had gathered to hear the words of wisdom were dumfounded and there were mutterings and mumblings and grumbings among the multitude, whereupon the wise man cut loose again, saying:

"Verily, I say unto you: Choose ye a man from among you to meet me in a business battle and if ye choose an average man I will make him look like a raw recruit trying to break into the world series. Nay, nay, Pauline, this is neither time nor place for average efforts. What we need is he-men broad enough and deep enough to subdue the subnormal."

Again there were murmurs among the doubters and the wise man became a bit peeved and burst forth in this manner:

"Murmuring mungrels that ye are, where is thy nerve? History was not written by men who pined for normal times, but by men who had the guts to go and do the things that, in their minds, needed doing. Away with you, you who are feeble at heart and make room for the

boys who are horny of hand and hairy of chest, for this is a time for doers, not dodgers, fighters, not fiddlers."

Thus spake the wise man to the Oklahomans in the tail end of the year 1921.

STEARNS OPENS NEW YORK SALES OFFICE

E. C. Stearns & Company of Syracuse have opened a New York office at 150-152 Chambers St., with Thomas A. Troy as sales manager.

Mr. Troy has been associated with the hardware trade for the past twenty-five years, having received his early education from Wiebusch & Hilger of New York, with whom he was for fifteen years.

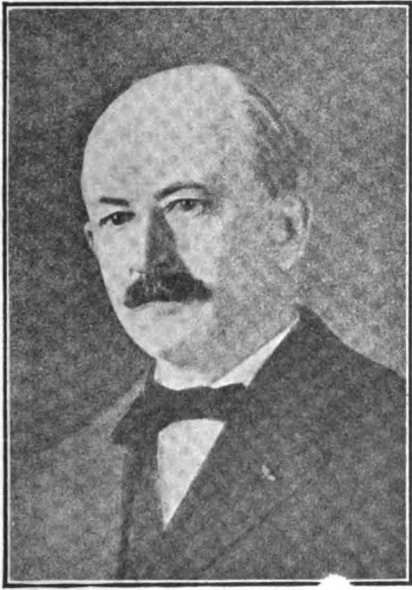
Mr. Troy has been acting as manufacturers' representative for the past ten years, as a New York sales manager, and is well and favorably known in the trade.

The Abrams Tire Co. of Great Falls, Mont., are handling the lines of the Sioux City Tire & Mfg. Company of Sioux City, Iowa, and the Tire In-Sole Mfg. Company of Findlay, Ohio. They report that the outlook for 1922 is better than they have had for several years; in fact, it looks "mighty good."

The merger of the Anaconda Company with the American Brass Co. means a great deal to Montana and as Mr. Abrams says he expects to see the old state hum in first class shape.

Mr. Abrams has a large number of friends throughout the West, and with his happy genial disposition makes friends wherever he goes.

Will Rand and Frank Wasser have engaged in the hardware business at Claremont, Iowa, recently.



C. N. BARNES

Secretary, North Dakota Convention and Exhibition, Grand Forks, February 8, 9, 10.

With President A. J. Linn in the chair, the merchants of North Dakota will have many merchandising problems before them when they gather in council for the exchange of ideas this month. They may be counted on to warm with their enthusiasm any hands or hearts that have been affected by February weather in the region.

NEW PLANT FOR SEGAL LOCK CO.

The Segal Lock & Hardware Co. of New York have purchased a factory and foundry at Stamford, Conn., to which the New York factory, employing approximately two hundred men, will eventually be moved. Work has been commenced in the factory with a small force of men, which will gradually be increased.

Among the directors of the company is Reinhold Schoell, formerly with Yale & Towne, who is second vice president. The other officers of the company are: Samuel Segal, president; S. J. Mayer, vice president; H. R. Segal, treasurer; Louis Segal, secretary.

The demand for the products of the Segal Lock & Hardware Company justifies their manufacture on a larger and broader scale. They plan to put on the market a new line of patented mortised locks, rim locks, padlocks and hardware specialties.

The Lenfesty Hardware Company of Walla Walla are now occupying their new quarters and are adding to their stock.

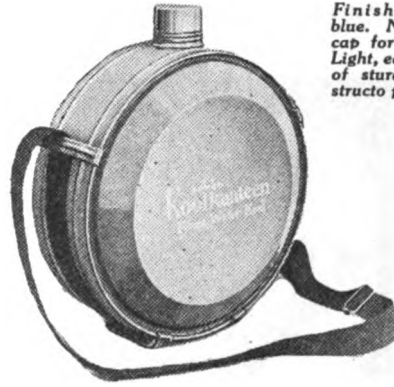
Edgar Mitchell, formerly of Spurgin's Hardware Company at Oxnard, recently engaged in business at Hermosa Beach.

The Van Nuys Hardware & Paint Company at Van Nuys, recently moved to a new location to give them increased facilities.

J. E. Wyatt recently purchased an interest in the Fleming Hardware Company at Lincoln. The firm will be known as Fleming & Wyatt.

The Reliance Hardware & Furniture Company of 3304 E. 14th Street, Fruitvale, have been increasing their stock recently, and are improving their store.

Here are Two BOYCO Quick Sellers for the Summer Months



Finished in attractive blue. Nicholed filling cap for use as a cup. Light, easy to carry, and of sturdy Boyco Indestructo pattern.

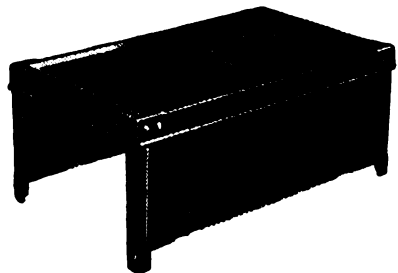
THE Kool-Kanteen—a new Boyco Product this season—replaces the ordinary canteen and is so constructed as to positively keep water cool over a long period of hours, regardless of the heat of the day. Its four quart capacity makes it practical for an entire party.

Boyco Camp Grates have already won wide popularity among motorists and all those who delight in out-of-door vacations. Their solid pressed steel construction and their ingenious take-down design make them at once durable and particularly fitted for all varieties of outings.

These products are fast sellers in vacation months—business getters that dealers everywhere can rely upon—dependable merchandise that cements permanent good will. And now is the time to place orders for summer-time goods. Insure early delivery.

Descriptive literature will be sent promptly upon request.

Note depressed section of top-plate for use as a skillet. Grid bars are hollow to prevent warping. Folds into flat, compact package.



Boyle Manufacturing Company

LOS ANGELES
CALIFORNIA

Joins Large Household Hardware House

A NNOUNCEMENT is made that L. M. Mendelsohn, for several years general manager of Kutner-Goldstein Co., Fresno, has become vice president and a full partner in the Heyman-Weil Co., one of the largest houses in the United States doing an exclusively wholesale business in household hardware and utensils.

managing in turn the Hanford and Fresno stores.

Two years ago, Mr. Mendelsohn became general manager, and with his keen mind, his thorough knowledge of merchandising, and the public spirit manifested in his community, he proved himself a leader in the trade. His own industry and will to achieve are mainly respon-



S. HEYMAN

President of Heyman-Weil Co., one of the largest and most enterprising household hardware jobbers in the West.

Coming into the firm as he does in its 45th year of existence, Mr. Mendelsohn's partnership marks a milestone of no little importance in the firm's progress. For some years President S. Heyman has owned the entire stock in the business, and has had the burden of management on his shoulders.

With 22 years of experience and active connection in the hardware and household utensil business, Mr. Mendelsohn comes well equipped to his new post, and the fact that he has completely severed his former connection and disposed of his interest in the Kutner-Goldstein Co., indicates his regard for the new opportunity. He will be general manager of the business, relieving Mr. Heyman of some of the administrative duties so that he can make a long contemplated trip to Europe this spring and enjoy a partial relaxation which he has earned.

A little over 20 years ago, Mr. Mendelsohn as a young man went to Selma to be bookkeeper for Kutner-Goldstein Company's branch. Until this time he had done but little of this work. Within two years he was promoted to be manager of the company's Fowler branch. From then it was merely a succession of steps,



L. M. MENDELSON

Who now becomes associated with the Heyman-Weil Co. as vice president, and who will take active part in the business.

sible for putting him where he is, and developing his executive ability.

With the Heyman-Weil Co. it will be his aim to build among customers confidence and trade based on service, a full stock and protection to the retail merchant.

The present business was established in 1876 by Jacob Unna, and for many years operated under his name. In 1890 the Harry Unna Co. became the successors, making the change from father to son.

Five years before this Sam Heyman had come from his boyhood home in New Jersey to begin the hardware business in the stockroom of his uncle.

In these five years Mr. Heyman had shown his ability as a salesman, a thorough business man and executive. With the succession of the Harry Unna Co. he became secretary and manager, which position he occupied 16 years.

In 1906 the Heyman-Weil Co. was organized, succeeding the former Unna Co., and in the 15 years of Mr. Heyman's ownership and direction the growth has been consistent and steady.

**LAWRENCE HEYMAN**

Who now becomes treasurer of the company, and will follow in the footsteps of his energetic father.

The capital was doubled in 1916 and again in 1920. At the present time the capital and surplus is over \$5,000,000, with a total investment of \$1,000,000. Last year the total business amounted to two and a quarter millions.

The company occupies as its headquarters a five-story and basement building, where they have 125,000 square feet of stock, samples, shipping and office space, devoted exclusively to wholesale household hardware.

The personnel of the company includes some 110 employees, 26 sales representatives in the territory, and 40 more persons at the company's broom factory.

The company have developed an enviable reputation for service, keen merchandising and active interest in the lines they sell. They specialize on refrigerators, washing machines and go-carts. Brooms and dusters are manufactured in their own factory.

Of Mr. Heyman's three sons, one of them, Lawrence, has been active in the business for three years and now becomes treasurer of the company.

C. M. Wray of Silverton, Ore., has sold his business to William C. Cochran, formerly of Rathdrum, Idaho. Mr. Wray will continue to operate the implement department of his business.

**PRESIDENT A. M. HOFFMAN**

The trusty leader of the Missouri Association during the year just passed is a most active member of the P. Hoffman Hardware Company at Sedalia, where his firm sells hardware, stoves and ranges at both wholesale and retail, specializing on fine cutlery and carrying a full stock of pumps and farm supplies. Mr. Hoffman is one of those fellows who believes that it is the doers who can make business good, and he will share his own good judgment with his fellow merchants in convention this month.



Five story and basement headquarters of the Heyman-Weil Co., said to be the largest wholesalers of exclusive household goods in the United States. Here they have 125,000 square feet for stock, storage, general office, sample and shipping purposes. A feature of the building not apparent in this view is the passage through the rear portion of it, in an L shape, of one of the city streets. Naturally this is a great convenience in shipping.

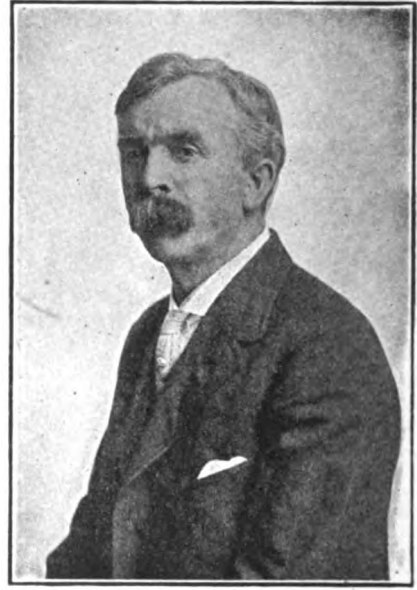
E. B. Townsend and E. S. Russell, who recently purchased the Curran Hardware Company at Everett, Wash., are changing the name to the Everett Hardware Company, and report a good outlook.



JAMES B. CARSON

Secretary, Ohio Convention and Exhibition, Columbus, February 14, 15, 16, 17. Headquarters at the Deshler Hotel. Exhibition at Memorial Hall.

Ohio is proving herself pre-eminent among states in so many ways and departments that President Charles E. Houck of Springfield and Secretary Carson have set out to hold a convention this year that will stand as an example for all time.



A. R. SALE

Secretary, Iowa Convention and Exhibition, Des Moines, February 21, 22, 23, 24.

Under the leadership of President J. B. McCarroll of Ottumwa, the Iowa Association has passed through a busy, successful year, and Secretary Sale (whose very name is an index to his helpfulness to hardware merchants) is providing a stimulating, broadening program for the coming meeting at Des Moines.

Your Saw Sales Profits Should Increase

WHEN it comes to selling saws dealers will find that there is ever an increasing demand for the SIMONDS. It has always been a good saw with all the qualities a carpenter or other mechanic desires. Therefore the demand has been steady.

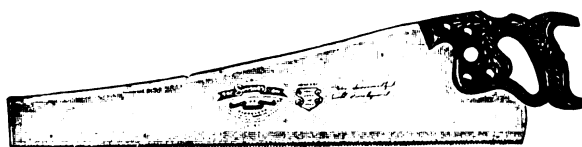
Now under the new standardization plan it is increasing rapidly. A less number of styles with a lower cost price makes it an attractive saw to sell.

Simonds Manufacturing Company

FITCHBURG, MASS.
PORTLAND, OREGON
SEATTLE, WASH.

"The Saw Makers"

CHICAGO, ILL.
SAN FRANCISCO, CAL.
VANCOUVER, B. C.



SIMORE LIGHTNING CHANGE TOOLS

A new organization, the Simon & Skidmore Manufacturing Co. of Santa Ana, Calif., has placed its first tool on the market and has started a nation-wide advertising campaign to promote their "Simore Lightning Change" tools.

The Simon & Skidmore Manufacturing Co., new in the manufacturing business, is organized for the purpose of manufacturing and marketing the inventions of Henry Simon, who is also a member of the firm. The firm will produce radically new mechanics', carpenters', and cabinet makers' tools. Every tool will represent a big step forward in its line and all tools are fully covered by strong patents. The company has spent two years in preparing their plant, experimenting and installing the finest automatic machinery for the production of their tools.

The first tool, now being placed on the market, is the Simore Automatic Universal Square. This tool combines in one a try-square, miter square, octagon square, bevel square and protractor, while its size and shape remain almost exactly that of the time-tried rosewood handle try-square.

The tool has five automatic adjustments, namely, the square, acute miter, obtuse miter, acute octagon and obtuse octagon. To obtain these angles merely requires a slight pressure on the thumb button, conveniently located always within reach of the thumb of the left hand while the blade is moved with the right.

Swung to the opposite side of the handle the blade ceases to engage automatically and the square becomes a bevel and protractor, which latter feature makes it available for angle dividing. The Simore square is very handsome in appearance, and has an aluminum alloy handle.

The mechanism functions with remarkable ease, and the tool is extremely accurate, correct to within .003 inch limits, inside and out, in any angle position. The

mechanism is extremely durable and enormously strong as shown by the fact that 300 lbs. was suspended from the blade, with the tool in the square position, without injury to the mechanism. Extensive tests also show that the blade can be snapped one hundred thousand times from one position into another without material wear or effect upon the accuracy or the positiveness of the engagement.

This firm is in the business to stay and has sufficient capital to properly promote their products. They intend to make the Simore Lightning Change Tools famous throughout the world of tool users.

The policy of the firm in dealing with hardware retailers is along progressive lines. The watchword in the factory is "Production with Precision and Quality."

"SUPERIOR" GARDEN PLOWS

Attention is directed to the Bridgewater line of "Superior" garden plows and tools.

The efficiency and satisfaction of the "Superior" garden tools insure satisfied customers.

Their construction is such that the draft can be easily changed to suit different kinds of soils. This is a new feature and makes these plows very easy to operate. They are popular in all localities.

They are made of the best material and the Superior agency is a desirable one, as these tools possess points of merit not to be found in any similar line.

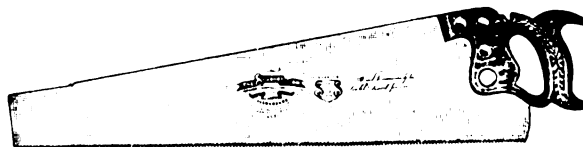
The Bridgewater Plow Corporation of Bridgewater, Virginia, or the Sprake Sales Company, their far western sales representatives, with their various offices, where stock is also carried, will be glad to give full information to any of our readers upon request. Chas. O. Janssen, 816 Chemical Bldg., St. Louis, will be glad to take care of any inquiries throughout the Mississippi valley.

Sell Simonds Saws To Please Your Customers

DEALERS everywhere are showing their appreciation of the Simonds Hand Saw sales plan, not only because it reduces the number of saw styles they will have to carry, but because they know they are able to give their customers something better at less cost. The same high-grade edge-holding steel and the same exceptional workmanship are contained in Simonds Hand Saws.

When you sell a Simonds Saw you are assured of a satisfied customer.

Write for selling proposition and discounts.



CHANGES IN PRICES OF MARBLE'S OUTING EQUIPMENT

From 1916 to 1919 prices of nearly every well known article advanced 100 per cent and more. During this period of rapid rises Marble's outing equipment was the exception—list prices of some of the articles were increased from 10 to 50 per cent (the average was not in excess of 25 to 30 per cent) while prices of other Marble items remained unchanged. Cost of materials and labor warranted a much greater advance, but the company, desiring to cooperate with their dealers, determined to weather the trying period, knowing a change would come some time. Many manufacturers have made very substantial reductions from their high prices, but still the prices which they are quoting today are running 25 to 30 per cent or more above their pre-war prices, consequently it is quite logical that advances based on the smaller margin would still be in effect. Marble's outing equipment therefore will be sold at the same prices during 1922.

Present list prices and discounts on all Marble's goods are guaranteed against decline until December 31, 1922, the only exception being the No. 10 camp axe, that formerly listed at \$3.00, but which on January 1 was reduced to \$2.50.

The year just closed must have been a good one for all Marble's dealers, for the company reports a marked increase in sales over all previous years. 1922 promises to be even better. Three distinct reasons are responsible for this splendid showing—high quality in material and workmanship—popularity of the product through advertising—increase in number of people going into the open.

The advertising campaign for 1922 will be Marble's greatest effort—its aim is to help the dealer, for every advertisement refers thousands of prospective buyers to the dealers.

THE AMERICAN-NATIONAL HAND CAR OF HAPPINESS

The new Junior hand-car put out by the American National Company, Toledo, Ohio, is well-named, a "Hand Car of Happiness."

The happy smile on sonny's face was visualized by the manufacturers and helped them to produce a hand car that measured up to Young America's ideals of class and speed.

Specifications of this Junior hand-car of happiness show how well the American-National Company succeeded in building a vehicle which would make parents as well as kiddies happy.

Rubber tires for ease and silence in riding; nickel plated hub caps for protection to clothing and furniture; steel frames, steel gear, heavy axles for strength and durability; seat board red, decorated in gold bronze, for "class" in appearance, are noted when examining the specifications, which are as follows:

Six and ten inch wheels, 3/4-inch rubber tires, red enameled, 14x7 inch seat. Steel frames; 27 inches long; black enameled. Seat board red, gold bronze decorations. Steel gear, heavy axles, cog drive, black enameled. Nickel-plated hub caps. Packed two in a crate; weight per crate 45 pounds.



Why not turn your Book Accounts into Money?

The Merchants Reserve Finance Corporation performs this very service for merchants in your line, and with absolutely no cost unless benefits are obtained.

A Settlement Department is a special feature with the Association. A trial of the service of this Department will convince you of its benefits.

MERCHANTS RESERVE FINANCE ASSOCIATION

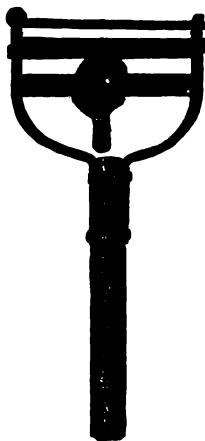
DIRECTORS

Ernest H. Price, with Baker, Hamilton & Pacific Co.
H. F. Hopper, with John Deere Plow Co.
F. D. Bartlett, with Holbrook, Merrill & Stetson
W. R. Van Brunt, with J. D. & A. B. Spreckles Securities Co.

Eugene Smith, President and Manager

422 Montgomery Street, San Francisco

THE "U. S." MOP HOLDER



The U. S. Mop Company, Inc., of Toledo, Ohio, have recently brought out something entirely new in a mop holder, as shown in cut, which they seem to feel is destined to revolutionize the mop stick business. Where the "U. S." differs from the ordinary mop stick is in the fact that instead of pushing the mop head through the holder as in the ordinary, you open the mop by a hinged rod and lay the mop head in, after which rod is engaged at slot in side bar and then tightened securely by a parabolic shaped cam lever.

After mop head is to be replaced it is not necessary to cut the entangled mop head from the "U. S." mop holder, as is usually the case with the common style

stick; you simply throw cam lever around, releasing tension on mop head, then gently press against floor to open rod from slot and the old mop head falls out and the holder is ready to receive new mop head.

The "U. S." mop holders are made in two sizes, 5 inches wide for household use, and 6 inches wide for janitor's use.

The manufacturers will be glad to supply circulars and information to hardware dealers interested if they will write to them. The U. S. Mop Company, Inc., made application for patents on this holder in November.

Wm. Neal and R. Becker have purchased the Deeming Hardware business at Clarksville, Iowa.



JUBILEE FOR 1847 ROGERS BROS.

All this year will be jubilee and anniversary year for the International Silver Co., in celebrating the seventy-fifth birthday of 1847 Rogers Bros. silverware and of the electro-silver plating process.

Symbolic of the occasion and opening the year-long event, the customers of the company and the trade all over the country received unique New Year's cards. The bronze seal in the upper center of the card proved to be a coin of good will, about as big as a silver dollar, inviting the holder to join the jubilee plans and make 1922 the greatest and best year of them all.

"History records the birth year of 1847 Rogers Bros. as one of plenty. May this seventy-fifth anniversary year prove one of prosperity to him in whose hands this coin falls." Such is the inscription on the coin.

Reproductions of the token will appear on the special anniversary box in the form of seals, in which all 1847 Rogers ware will be distributed this year. Throughout the year the company's advertising and merchandising will be permeated with the anniversary idea, in fitting tribute to the memory of the three brothers, Asa, William and Simeon Rogers, who developed and perfected this process, which has in turn developed a mighty industry.

A GROWING WESTERN INSTITUTION

No institution in the Pacific Northwest has been making greater strides than the Whiton Hardware Co., which was founded in 1888, and in 1896 the management was taken over by C. W. J. Reckers and remained under his management until 1902, when the business was incorporated.

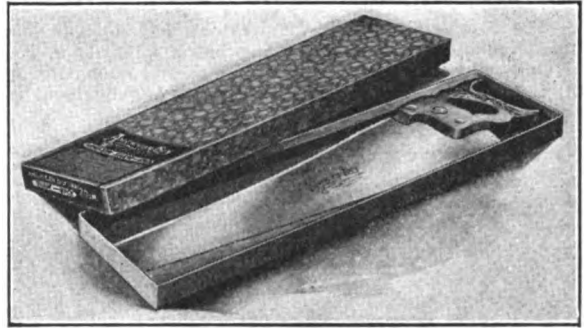
In many ways the growth of the institution is phenomenal, for the reason that on account of the small beginning an ordinary concern would have been handicapped in competition with larger institutions which were already firmly entrenched in the territory, but through persistence, hard work, close application to business, the organization of the Whiton Hardware Co. has become stronger and better.

The company now owns not only its present site, 104-114 First Ave. South, but its own warehouses at First and Holgate Streets and First Ave. South and Utah Streets, together with the site for a new building for warehouse purposes, the plans for which have already been drawn and only await more favorable building conditions before being placed in execution.

In issuing their present catalog it has been the object of the Whiton Hardware Co. to catalog as large a portion as possible of the products of the Pacific Northwest. It is a part of their policy to favor articles made on the Pacific Coast where the policy of the manufacturer could be made to harmonize with the jobbing business. This is an outstanding feature of the policy in which they are taking much pride.

They have been gradually enlarging and extending their territory and the slogan of the Whiton Hardware Co. is "We have it"—embracing the regular lines of hardware, including shelf and heavy hardware, tools, sporting goods, housefurnishings, automotive equipment, machinists' supplies, iron and steel products, etc.

They likewise feature on their letterhead the fact that they do not sell to mail order or catalog houses.



NEW SAW FOR BOYS

There is always more than ordinary credit due for attempting to build constructive ideas in the minds of boys. If boys—those who will be men a few years from now—can be taught to like to accomplish things, and can be taught to learn for themselves, we have come a long way.

With the idea of giving the boy a tool especially made for him, a tool of just the right size and weight, Henry Disston & Sons, Inc., has just put upon the market a new saw, the "American Boy." This saw is made with a high quality steel blade either straight or skew-back. It is made in one length only—20 inches, and one tooth size—9 points to the inch. The handle is of well-finished hardwood and is made the right size for boys.

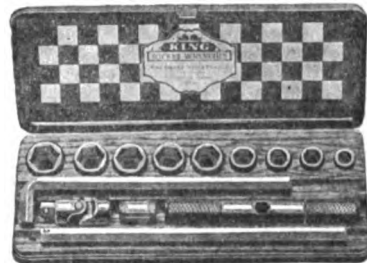
The "American Boy" is packed in an individual container which is unusually attractive. This lends itself readily to display and adds considerably to the selling assets of the saw.

Descriptive material may be obtained from the company.

King Socket Wrenches

For
Every
Nut

On
Every
Car



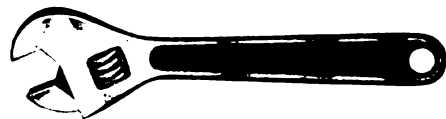
In
The
Handy
Steel
Box

KING PRESSED STEEL & MFG. CO., Boston, Mass.

THE ARROW WRENCH

DROP FORGED

HEAT TREATED



A QUALITY TOOL

An exacting standard is maintained in the manufacture of the Arrow Wrench.

When an order is placed for these tools, there is an assurance of receiving a uniformly high quality.

ARROW TOOL COMPANY, Inc., Buffalo, N. Y.

FORTY-FIRST RELIABLE POULTRY GUIDE

The forty-first annual Poultryman's Guide has just been issued by the Reliable Incubator & Brooder Co., of Quincy, Illinois, in pursuance of their custom during all these years of continued and increasing business in the poultry trade.



President John W. Myers of the company is regarded as a leader and "pace setter," not only in manufacturing poultrymen's supplies, but in guiding and helping the poultrymen to better raising and handling of poultry, and the new guide of the company is not only a catalog of products, but a directory and manual for poultrymen.

As a testimonial to the soundness and reliability of the Reliable incubator, it is now used by over 200,000 customers, among them government experimental stations of the United States, Italy, Spain, Belgium, Norway, Cuba, France, Peru, Mexico and New Zealand. It is also used on the largest duck, ostrich and alligator farms in the world.

In the new edition, copyrighted by John W. Myers, appear incubators from the little baby grand with a 58 egg capacity to the Reliable Standard incubator, with 1,100 egg capacity. The latter has a partition in the center dividing it into two sections, each with its own heating and regulating system. Each section has eight trays, four to each section.

Of particular interest also in this new guide is the Reliable Standard Blue Flame Wickless oil heater colony hover, which burns gas generated from coal oil or kerosene, and does away with coal smoke, gas fumes and the complication which has attended the operation of hovers hitherto.

The company also offers their Standard coal burning colony hover, with which is used the new Reliable stove to such important advantage.

It may truly be said that the Reliable Incubator & Brooder Company is rendering a real service to the poultry industry of America, both in the quality of its products and in extending such help and cooperation as is embodied in the recently issued catalog.

The Dallas Hardware Company is a new enterprise at 1803 Elm Street, Dallas, Texas. It was recently organized with a capital stock of \$75,000. C. B. Porter of Houston will be president, and E. G. McLaren of Dallas, secretary; C. H. Seabrook of Dallas, vice president, and the manager will be J. C. Berry of Dallas. They will carry a full line of everything pertaining to automobile, house furnishings, automobile accessories, sporting goods, etc.

STANDARD PORTABLE ELECTRIC GRINDER

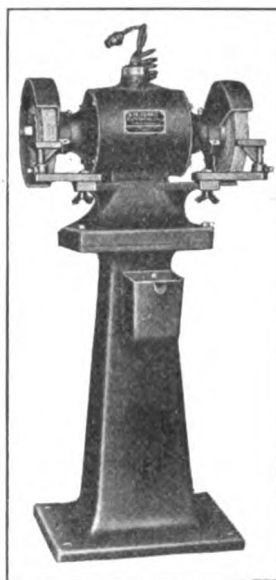


Illustration shows improved type of $\frac{1}{2}$ h. p. alternating current portable electric grinder, manufactured by The Standard Electric Tool Co., Cincinnati, Ohio. These are of the highest quality, being fitted with high grade double-row ball bearings. The motor employed is manufactured by The Westinghouse Electric & Mfg. Co., same being equipped with their latest improved patent type of circuit breaker.

This tool is made in both the bench and floor types, bench type having no pedestal. It is for operation on alternating current and can be equipped for either 110 volts or 220 volts, single, two or three phase, whichever is specified.

Wheels used are 8 inches in diameter, $\frac{3}{4}$ inch face and $\frac{5}{8}$ inch hold. As will readily be seen, these are extended out from body of motor which, permits grinding of long and irregular castings and bars.

Special attention has been given to the power and durability of the tool, the motor being extremely powerful and very quick to start on single phase line. Mechanical construction of the grinder is very rigid in every detail.

The floor type is fitted with water pot and both the bench and floor types have adjustable tool rests, which make them satisfactory for practically any class of work. One coarse and one fine wheel is regularly furnished with machine. The coarse wheel is suitable for castings and rough work, and the fine one is suitable for tools and fine work.

Every grinder is guaranteed for one year, both electrically and mechanically. Quick make-and-break switch is located on top of motor, within easy reach of operator. Ten feet of reinforced cord, fitted with plug, is regularly furnished.

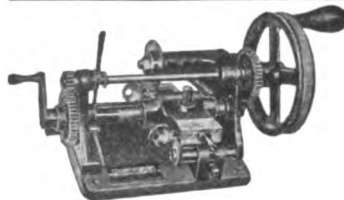
The net weight of bench type is 110 pounds, and of the floor type, 225 pounds.

Blue Bros. have purchased the hardware business of J. Hanville at Grant, Mich.

The Idaho Hardware & Implement Co., Twin Falls, Idaho, will move its business to a new location.

The Automotive & Implement Co. has engaged in the implement and auto business at Yakima, Wash.

The Farmers Implement & Hardware Co. has succeeded Charles Riddle in the implement and hardware business at Manti, Utah.



With the—
Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 548 Hamilton Avenue, Allentown, Pa.

UNUSUAL LIGHT OIL OFFER

The western offices of the Many-Use Oil Co. make a special offer to the trade in their announcement elsewhere in our pages this month, which sounds particularly attractive to merchants who desire to make additional profit on their light oil sales.

A dozen three-ounce flat cans of Many-Use oil are offered at the regular price, \$2.80, parcel post prepaid. Along with a trial order will be shipped absolutely free a dozen one-ounce bottles of the same oil, which may be given away as a premium or sold. This dozen bottles is a pure excess profit for merchants handling Many-Use oil and should encourage merchants in their advertising and sales of the line.

HANDLING MECHANICAL LINES ESPECIALLY

Specializing in industrial and mechanical lines, Albert M. Schweitzer is representing several manufacturers whose products are important to the trade.

Although Mr. Schweitzer is one of the junior members of the trade, the caliber of firms whose goods he represents is ample testimony to his ability and salesmanship. Spartan hack saws of the Spartan Saw Works, Springfield, Mass., are a leader line with him, including all hard hand power blades. Other lines represented by Mr. Schweitzer in the far West are the International Metal Hose Co., Inc., Cleveland, on their gasoline hose; Federal Screw Works, Detroit, Mich., and M. J. Ford Mfg. Co., Hoboken, N. J., including exclusive patented equipment to go to the garage and machine supply trade.

Mr. Schweitzer served an apprenticeship in the sales departments of several representative institutions before entering business under his own name. His present office is 528 Mills Building, San Francisco.

45,000 MYERS CALENDARS MAILED

In accordance with their annual custom, the F. E. Myers & Bro. Co. have just mailed 45,000 poster calendars for 1922 to their trade throughout the United States and foreign countries.

The body of the calendar shows types of various kinds of hand and power pumps, spray pumps, hay unloading tools and door hangers. The center of interest is a reproduction of a painting by Haskell Coffin and shows an attractive young lady taking the present national drink procured by a Myers pump. This is done in ten colors and is unusually attractive and harmonious.

The Myers trade has become so accustomed to this calendar that they do not think a year has begun aright until a new calendar adorns the walls, and any merchant selling the Myers' line who has not received this calendar, if he will communicate with the company or their nearest sales representative, will be presented with one.

The Bridgeport Hardware Company recently incorporated at Bridgeport, Ohio, with a capital stock of \$50,000.



THE PACKHAM Stove Pipe Crimper and Bender

MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us

MIRRO ALUMINUM PRICES NOW REDUCED ALMOST 50 PER CENT

We have just received some encouraging news from the Aluminum Goods Manufacturing Company, Manitowoc, Wis., makers of Mirro aluminum. They announce an additional price reduction which averages nearly 15 per cent on the entire line. This is the fourth reduction since a year ago and constitutes a total of approximately 50 per cent.

This action is in hearty support of the recommendations made by the unemployment conference recently held in Washington, D. C. After careful deliberation, the delegates unanimously decided that only by cutting prices to replacement basis would it be possible to relieve the situation.

Mr. George Vits, president and general manager of this company, is strongly in favor of carrying out these recommendations. In fact, Mr. Vits states, "We have for the past year known that only by reducing prices could production be maintained. Every saving in cost of material and advantages in production has immediately been passed on to our dealers."

Not only must this apply to the manufacturers but to the retailers alike. By so doing, the consumers will regain confidence in the market. Once assure them that prices are reasonable—that nobody is making unduly long profits at their expense—they will resume buying with as much enthusiasm as can be expected of people whose buying power has been retarded by unemployment.

The company urges that their dealers immediately remark inventories on the new basis. In order to assist their dealers in this work, they have compiled suggestive retail prices which they will be glad to furnish upon request. Only by so doing can you hope to increase your volume and profits.

This year will, undoubtedly, show smaller inventories generally than ever before. Many of our readers will be obliged to place rush orders to complete their stocks. Naturally, manufacturers will be handicapped in giving prompt service. It will, therefore, be to your advantage to anticipate your requirements as far in advance as possible.

RAWLINS & SMITH MOVE THEIR OFFICES

With the return of J. S. Rawlins from the eastern trip last month, which included visits with the manufacturers whose goods Rawlins & Smith sell to western buyers, the firm's offices have been moved to the Atlas Building, 604 Mission Street, San Francisco, from which as a center these two long-experienced hardware men are calling on the western jobbers.

Both Mr. Rawlins and A. C. Smith were for many years with the Baker, Hamilton & Pacific Co., where the latter was sales manager. They have both sold goods all their lives, and they both have had long and valuable experience in the hardware business, and there is every reason to expect great results from their newly formed partnership.

John C. Nitz has purchased the Krenzien hardware store at Stanton, Neb.

Brown & Sons have engaged in the hardware business at Marysville, Mich.

R. R. Creed recently engaged in business at Gilbert, Ariz., handling a line of hardware.

C. L. Simmons has purchased the Houser & Mesick hardware business at Napoleon, N. D.

Maltbie & Friel of Wilson Creek, Wash., are planning to add to their stock the coming year.

Ernest Graskamp has purchased the Peterson & Haugstad Hardware Co. at Fountain, Mich.

Plumbing and Heating

Abolish the unread and the "Red" will vanish.

To avoid collision, nations should always keep to the right.

Even when the babies that he used to know get married and have babies of their own, a man hates to admit that he is getting old.

SOUND SENSE FROM SECRETARY DAVIS

The country became so sick of the platitudes and bolshevism that emanated from the Secretary of Labor's office under the Gompers-Wilson regime that to hear Americanism now preached by Secretary Davis makes one rub his eyes again to see if he is reading aright.

Says Mr. Davis:

"Wage earners can help by giving up unreasonable demands, so that employers can afford to start their mills again, or so that buildings can be built—houses, schools, factories, stores. Merchants can help by giving up unreasonable profits, so that more people can afford to buy clothing, furniture, food and general supplies. The landlord can help by lowering unreasonable rents, so that workmen can afford to accept a wage that shall become a living wage as rents are lowered."

There is no business, in the whole catalog of commercial effort, that is more in need of proper exploitation before the public than the plumbing and heating industry. There is no element in the plumbing and heating industry that stands in the position of benefiting from effective advertising as much as does the plumbing and heating dealer.

The business facts and figures to prove this are at the command of anyone who cares to make even the slightest investigation. Compared to almost any other equipment in the average modern dwelling, the plumbing and heating equipments is ridiculously small in comparative cost, and hopelessly outclassed in the matter of extent, with reference to what is possible.

The man who gets busy is the man who gets business.

The best way to cure snake-bite nowadays is to let the snake drink the whiskey before he bites you.

It is a fact that the public sadly needs education on the matter of modern sanitary and heating equipment. It is a fact that the plumbing and heating dealer is the last point of contact in the trade with the buying public. It is a fact that it is the plumbing and heating dealer's responsibility to himself and to the public that he should let the buying public know where he is to be found, and what he can supply.

"BETTER PUBLIC RELATIONS" CAMPAIGN

The Trade Extension Bureau are active in the movement to eliminate routine, dry rot or sameness from business effort. They believe this is one of the principal things that has been the matter with the plumbing and heating business, hence they are enlisting the efforts of the traveling salesmen to inspire and enthuse the merchants and dealers to greater efforts.

Someone has said there are many people who are content to live in a squirrel wheel cage—perpetual movement and perpetual sameness, but the leader of today is the man who is moving straight ahead with new thoughts, or with new vision of old thoughts.

Hence a campaign of an educational nature to promote better relations between the public and the plumbing and heating dealers is in keeping with the recommendations that have been made by the leaders of the industry. With that idea in view they are preparing newspaper copy that plumbers can use in their local papers. Newspaper editorials and letters will likewise be supplied to local associations for group advertising.

They recognize the traveling salesman can be a wonderful assistance to the bureau in interesting the plumbing and heating dealer in that direction. Everyone will be benefited by such cooperation.

According to the judgment and opinion of recognized authorities upon business matters, the average merchant or business man should spend from two to five per cent of his gross annual sales on advertising. This has become accepted as a fact. In truth, under today's conditions, the business man who fails to accept this as a fact, and fails to proceed accordingly, can certainly look forward to disappointment in the volume of his sales and in the growth of his business.

Among the plumbing and heating dealers everywhere, we hear much talk of competition. Seldom if ever, however, do we hear mention made of the name of the worst competitor that the plumbing and heating dealer has. This competitor—worse by far than the fellow who forgets overhead, profit, and everything else in his eagerness to land a job—is lack of knowledge, on the part of the public at large, concerning the enormous value of modern sanitary and heating equipment in the way of economy, comfort and convenience.

Remove this lack of knowledge on the part of the public, and it will be found that the other kinds of competition will almost automatically cease to have cause for existence.

From a sign passed on the road—"Drive slow and see our town. Drive fast and see our jail."

Dependable Service Quality Goods

We are exclusive agents for

**Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating
Valves**

Durable { **Valve Discs
Rod Packing
Sheet Packing
Union Gaskets
Gauge Glasses**

Distributors of
Wm. Powell Valves and Specialties

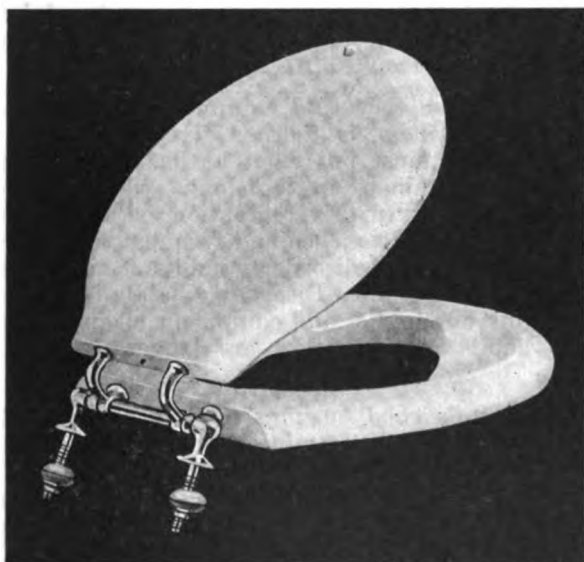
The M. L. Kline Co.

Wholesalers

**PLUMBING, HEATING AND STEAM
SUPPLIES**

84-86-87-89 Front Street - - Portland, Ore.

Church Seats



**No. 500
With Non-Soil Hinge
No Metal on Under Side of Seat or Cover**

The glistening pure whiteness of Church Closet Seats recommends them for use on your most particular installations.

People demand sanitation and expect lasting satisfaction—that is why Church is the natural choice.

*Write for Latest
Catalog*

C. F. Church Mfg. Co.

Holyoke, Mass.

New York San Francisco Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

WHAT KIND OF A CONTRACT EXISTS WHEN YOU GIVE A MAN A JOB?

(Copyright by Elton J. Buckley)

The question raised by the following letter touches everybody who has employees:

I am going to ask you for a little enlightenment on the following question: Can one hold an employer liable for wages in case of place of business being destroyed by fire, thereby throwing me out of employment? Such was a case with me just recently. I have been with the Farmers' Union Merchandise Co. of Mt. Vernon until December 13, 1920, when I accepted a position as manager of Mr. Goldammer's new merchandise store in Mitchell, S. D., and went to work for him in good faith, resigning my position with the Farmers' Union Merchandise Co., and also passing up an opportunity to become manager of the Farmers' Union Merchandise Co. of Mt. Vernon, S. D., with whom I had been. Now, it appears that he would be liable for my wages, as I agreed to work for him for one year at a certain salary per month, and the fire putting him out of business was no fault of mine, and also no fault of his, of course. This agreement was not in writing, but I have witnesses to that effect. But through this fire I was put out of employment and will be for some time, as he cannot build for some time. What is your candid opinion? Would like your idea on same.

JOHN T. ROESCH.

The question is what kind of a contract exists when an employer gives somebody a job. What is its duration, and what becomes of it when it is interrupted by something like a fire, which prevents service from being rendered.

The whole thing depends on the original hiring. If A & Co. say to B, "You come here and work for us. We'll give you \$200 a month," or "we'll give you \$2,400 a year," or "we'll give you \$50 a week," there is no particular contract, except from week to week or month to month, and the contract can be ended at the will of either party. If the offer is \$50 a week, the contract is really one for only a week, and so on from week to week. If it is for \$200 per month, it is a contract for a month, and so on from month to month.

Some people think that when a firm says "we'll give you \$2,400 a year," there is a contract for one year, but that is not the case. At least it is not necessarily the case. The cases all hold that the figure merely represents the rate of wage or salary. And so an arrangement to pay so much per year, payable so much a month, is merely a monthly contract, and cannot be enforced for any more.

The answer to this correspondent's question is therefore this: That the employer cannot be held responsible for wages after the business burned, unless there was something more than the kind of contract I have described. If that was all it was, it came to an end when the fire made it impossible to go on with it.

What kind of a contract would have made the employer liable? A definite agreement, which should always be in writing, between the employer and the employe, that the hiring shall be for the term of one year, or whatever it is meant to be. A contract like that is never ended by any interruption like a fire, and the

employer is just as liable for wages after the fire as before. For instance, suppose a contract like that has been made, and the employer dies. The contract goes right on provided there is anything for the employe to do. Suppose the employer becomes insolvent or insane; it makes no difference, the contract is still in force and the employe can collect his wages just the same. The only exception to this is certain forms of bankruptcy.

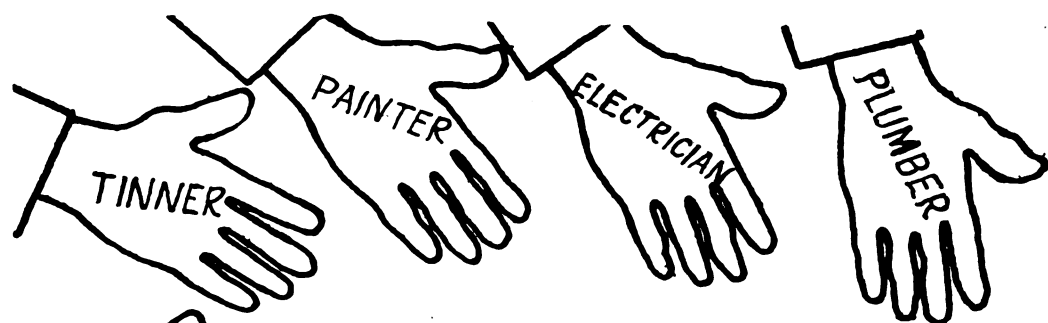
Where the employer is a partnership and voluntarily dissolves, the contract goes on unchanged. Nor does the sale of the business end it. And in the very case submitted by the correspondent, where the place of business burns down and there is no longer anything for the employe to do, he can still draw his wages if he has a definite contract hiring him for so long. In all these cases the law says to the employer, "You are responsible for this man's wages in spite of the fact that you no longer need him, for you could have protected yourself against such contingencies had you seen fit to do so." I said such a contract should be in writing, but a verbal contract is just as enforceable, though harder to prove.

The average employer is reluctant to make a definite contract with an employe, partly because he may be bound for wages under conditions such as I have described, and partly because he wants to leave himself free to fire the employe if he proves unsatisfactory. There is something in the first reason, but nothing at all in the second. You can discharge an unsatisfactory employe just as easily under a five-year contract as you can under one for a month—provided you have inserted a clause to the effect that the service to be rendered by the employe shall be satisfactory to the employer.

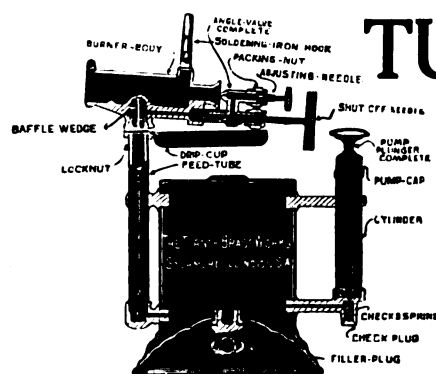
When tools and equipment are used about the business, is there a fixed rule that each worker must put what he has taken from its place again where it belongs, when he is done with it? If this regulation is not enforced, great inconvenience and frequent losses are incurred. And disorderly habits are encouraged, which is worse. Disorderly habits in the handling of supplies and equipment mean disorderly habits of mind. Both are dangerous.

It is good business to keep one's stock investment at the minimum. Many a man has been terribly handicapped because he has permitted too much of his capital to be tied up in stock which was slow moving. Far better, a limited investment and rapid turnover, than larger investment and slow turnover.

E. L. Jackson has recently completed a new building in which his plumbing stock will be installed at Covington, Calif. He reports a good season and a splendid outlook.



ALL HANDS REACH TURNER'S



NEW LINE

GASOLINE-KEROSENE BLOW TORCHES WHY!

THE BAFFLE in the burner tube is an obstruction in the burner on which the flame is constantly applied. It is the only invention of its kind that will perfectly generate the present low grade gasoline or kerosene—producing 400 degrees more heat on less fuel.

THE ADJUSTING NEEDLE is separate from the shut off needle, thus offering accurate regulation of the size of the flame as well as eliminating all possibilities of enlarging the orifice, so common on ordinary Blow Torches.

THE FLARED TUBE in front of the fuel jet automatically syphons the correct quantity of air for any size flame.

THE PRICE is no higher than other makes of torches.

GUARANTEED

We Invite Competition

THE TURNER BRASS WORKS, Sycamore, Illinois

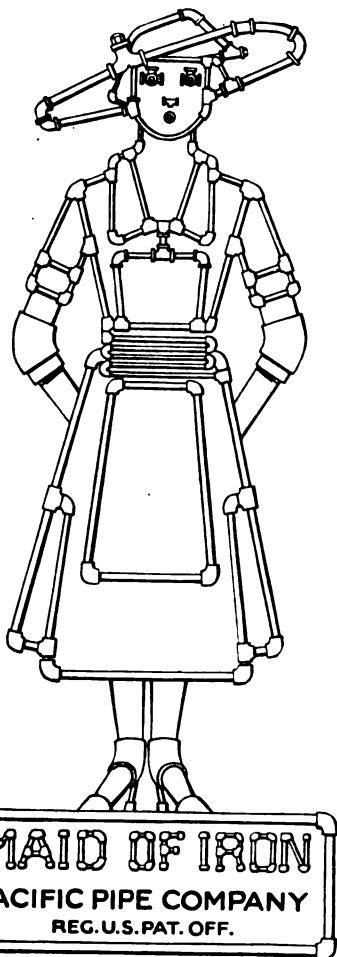
MADE IN U. S. A.



THE NOVELTY CUTLERY CO., 507 McGregor Ave., Canton, Ohio

We Manufacture

All kinds of Pocket Knives with Stag, Bone, Horn and Pearl handles, also transparent handles under which are shown beautiful art study pictures. They are winners for Holiday Business and sell well every month in the year. Try an assortment and let us tell you about the improvements in Display Cases. Our prices are right.



PIPE THIS MAID MADE OF PIPE

Here is a suggestion for anyone of our merchants handling pipe, and most of our subscribers do, that will provide sport and activity for some rainy day or slack Monday, and at the same time the time will be well spent.

The Maid of Iron is the patroness of the Pacific Pipe Co., but there is no reason why she should not be duplicated in any and many parts of the country.

It might be necessary to construct the Maid on a background or mount her on a board so that her eyes and her nose might not drop onto her chin and so that her dainty lower arms and ankles might be attached to her shoulder and knees. Although she may not stand on her own feet, she will certainly stand out in your window and attract no end of attention. She is both clever, artistic and dashing, and as for her circulation, perfect!

The "Hardware and Plumbing World" would be most interested to hear from any plumber or plumbing department that should construct the Maid of Iron or any other novelty in the plumbing line. We should be glad to publish photographs and a full account of any such pipe figures as this one.

A man's strength is almost unbelievable, when it is exerted to the utmost. In the army I have seen a man outlast ten mules—when he had a head and played a man's part.

One of the best rules we have heard is: "Drive as if every other motorist was deaf, dumb and blind."

A WINDOW DISPLAY THAT COST HIS JOB

George had been working in the ladies' furnishings department of a St. Louis department store, where they handle "everything," and concluded he wanted to learn something about the hardware department also. So he got transferred and was told to put in a display using a bathtub in the display. Soon after he had his display finished the store was besieged by a crowd of irate women. A friend met him the next day and said: "How about it? I hear you lost your job in the department store."

"Oh, yes, I got fired."

"How did that happen?"

"Oh, I just took a sign from a lady's shirt waist and put it in a bathtub."

"And you got fired for that? Tell me what the sign read."

"It said, 'How would you like to see your best girl in this for \$2.75?'"

Spinetti Bros., plumbers at Jackson, are adding a line of hardware and housefurnishings, including crockery.

THE GOVERNMENT BOOSTING YOUR GAME

In the report of the unemployment conference, which was held at President Harding's suggestion, Herbert Hoover made a suggestion which plumbers have not been as quick to take advantage of and to give publicity to in their local community as they should. These are contained in the recommendations Nos. 6, 7 and 11 herewith:

6. Private houses, hotels, offices, etc., can contribute to the situation by making repairs and alterations and doing cleaning during the winter instead of waiting until spring, when employment will be more plentiful.

7. Public construction is better than relief. The municipalities should expand their school, street and sewage repair work and public building to the fullest possible volume compatible with the existing circumstances.

11. The greatest field for immediate relief of unemployment is in the construction industry, which has been artificially restricted during the war.

If proper emphasis was made on these matters in your own publicity, in your advertising and getting your local publisher to cooperate with you, there is no doubt but what it would have a most excellent effect upon your community.

E. S. Smith has entered into the plumbing business at El Segundo, Cal.

EFFECTIVE ADVERTISING

The Trade Extension Bureau of Evansville, Indiana, are glad to cooperate with plumbers in helping to provide them with ready made advertising and suggestions that they can use to advantage in increasing their sales.

The reason why plumbers do not secure better results from their advertising is that they seem to lack a knowledge of how to prepare their copy. They forget that advertising is nothing more than salesmanship on paper.

If they will talk to their prospects in their advertising just as if they were talking to them individually, instead of making a general announcement, they would get far better results. Cuts of the articles aid the value of advertising.

Emphasize the first cost is not the only cost to be considered and the time and the annoyance as well as additional expense that would be saved if first class plumbing fixtures were installed in the first place.

L. D. Davidson is fitting up a new store room for his plumbing shop at Burbank, Cal., and will carry a complete stock of fixtures.

O. F. Volk has been awarded the plumbing and heating contract for the Wahkiakum County Court House at Cathlamet, Wash.

The \$5000 plumbing and heating contract for the furnishing of the plumbing fixtures in the Masonic Temple at Aberdeen has been awarded to The Elway-Miller Company.

Savill Patented Swan-Neck Faucet

The Savill Patented Swan-Neck Faucet is opened and closed quickly, a half turn of the handle allowing a full stream of water. It can be shut off quickly; this feature has led to its introduction in hotels and restaurants, and it also finds a ready place in the kitchen, where time and labor are of importance in drawing water.

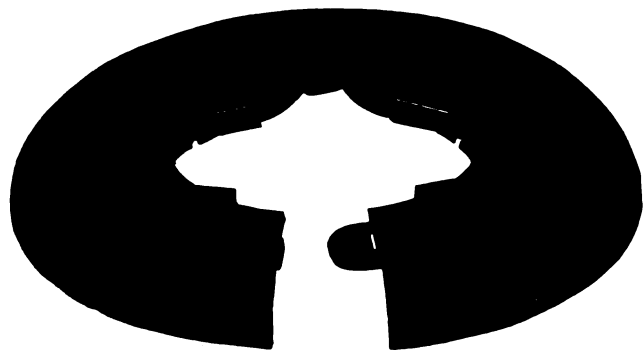
THOMAS SAVILL'S SONS

Wallace and Watts Sts. - - - Philadelphia, Pa.

Send postal card for catalogue showing 23 styles



Sold by Jobbers of Plumbing Supplies Everywhere



No. 10 Steel 1/4" to 4"

Plates that Please

ORDER NOW

and be ready with a stock
Increasing Demand for "B & O" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.

Largest and Oldest Plate Company in the World

Pacific Coast Representative

W. HERWIN GILCHRIST

681 Market St.
San Francisco, Cal.



WHY NOT PACKAGE OF TEN INSTEAD OF TWELVE?

What has become of the movement that was begun some time ago with reference to packing articles in tens instead of twelves?

The claim made by the advocates of such a system were its economy and that the advantage of packing in tens instead of dozens was that it simplified figuring, pricing and billing. It is much easier to divide by ten than by twelve and it is easier to divide by 1000 than it is by seven or eight gross.

When one thinks of the army of billing clerks engaged in the United States and the lessened amount of time that would be required to do business by introducing packages in units of ten, such a saving is far more than most people would realize.

As a matter of fact the electric light people always use packages of five and ten rather than in lots of one-half or a dozen.

It would only take the courage and combined efforts of a few manufacturers to inaugurate such a movement.

The Modern Plumbing Shop at Arlington, Wash., is a new enterprise, the proprietors of which are Henry Robertson and Richard Marr.

McCune & Tallman have sold their stock to the Follmer Implement Co. at Jasper, Mo., who are planning to add additional lines as hardware, plumbing, etc.

ARE YOU LESS WISE THAN A HEN?

When the worms are scarce, what does a hen do? Does she stop scratching? She does not. She scratches all the harder. At lot of business men have been showing less sense than a hen since orders became scarce. They have laid off salesmen; they have stopped or reduced their advertising; they have simply resigned themselves to inaction and, of course, to pessimism. If a hen knows enough to scratch all the harder when the worms are scarce, surely business men, who are supposed to possess a moderate amount of brains, ought to have gumption enough to scratch all the harder for business.

L. L. Lent of Bremerton, Wash., is planning to erect a new building, to which he will move his plumbing stock.

The Montana Hardware Company of Fairview, Mont., has been awarded the heating and plumbing contract in the new high school building.

W. S. Fleming has opened a store at Fifth and Washington Streets, Portland, Ore. Mr. Fleming will confine his efforts to electrical fixtures, sporting goods and high class tools.

Rosco Ames, formerly associated with his brother, Norris, in the firm of S. Ames, of Silverton, Oregon, has purchased the stock of Hulbert-Ballock, Albany, Oregon. The Silverton store will be looked after by Mr. Norris Ames.



Nye the Die Man

It's all in the point of view!

A sailor likes to see a lighthouse—a theatrical manager doesn't.

It's all in the way you look at it.

Some admire a girl's eyes, and some her pretty shoes.

It's all in the point of view.

Some men like to save money on the Die, and some on the job.

NYE DIES

are made for men who like to do a good job with a good Die.

Every job makes them money, because every job makes them friends.

They keep their temper and their trade, make a profit and a reputation.

NYE DIES

are made by a Die specialist, who talks about 'em in his sleep.

No other Die has its patented features—no other Die can.

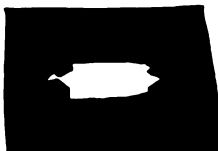
Best tool steel—fastest, easiest, best.

Don't cuss along with a cheap Die—they're too expensive!

HARRY G. NYE

The Nye Tool & Machine Works

118-128 N. Jefferson Street Chicago, Ill.



Nye Solid Die



Nye Armstrong Die



This attractive display room of one of the **HARDWARE AND PLUMBING WORLD** subscribers presents a neat and attractive appearance. The balcony is arranged in a neat manner and the whole display room is kept in such a way as to make a most favorable impression.

Since this photograph was taken two cabinets showing bathroom fixtures have been added. These always result in sales. There is nothing that appeals to a woman, or to a man, also, for that matter, as a clean, neat and attractive bathroom, and a display room of this character is sure to result in many sales. It is a room that one has reason to be proud of.



No. 208 Torch. List Price Each \$17.00
Ask for Discount

Double Needle Torches Do Double Work

because the Burners have Improved Generators that superheat the gas before entering the combustion chamber, securing a much higher degree of heat with great economy of time in doing the work and saving of fuel. They will outlast two ordinary Burners. Needles are blunt and overcome 60 per cent of all Burner trouble caused by the old style Sharp Pointed Needle. Upper Needle cleans, lower Needle regulates. A time and money saver. Jobbers supply at factory prices. Get a catalogue.

CLAYTON & LAMBERT MFG. CO.

10611 Knodell Ave. - Detroit, Mich., U. S. A.

Garden Hose Valves OF Recognized Quality

Which command repeat orders for you



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist

Pacific Coast Representative
681 Market Street, San Francisco

JUST FOLKS

If I possessed a shop or store,
I'd drive the grouches off my floor;
I'd never let some gloomy guy
Offend the folks who came to buy;
I'd never keep a boy or clerk
With mental toothache at his work,
Nor let a man who draws my pay
Drive customers of mine away.

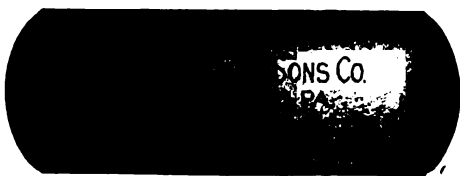
I'd treat the man who takes my time
And spends a nickel or dime
With courtesy, and make him feel
That I was pleased to close the deal,
Because tomorrow, who can tell?
He may want stuff I have to sell,
And in that case then glad he'll be
To spend his dollars with me.

The reason people pass one door
To patronize another store
Is not because the busier place
Has better silks or gloves or lace,
Or cheaper prices, but it lies
In pleasant words and smiling eyes;
The only difference, I believe,
Is in the treatment folks receive.

It is good business to be fair,
To keep a bright and cheerful air,
About the place, and not to show
Your customers how much you know;

SCAIFE "Copper-Brazed" TANKS

For Air, Gas and Liquids



Pneumatic and Storage Tanks
Range Boilers, Riveted
or Welded

SEND FOR CATALOGUES

WM. B. SCAIFE AND SONS CO.
PITTSBURGH, PA.

38 South Dearborn St.

Chicago, Ill.

Whatever any patron did
I'd try to keep my temper hid,
And never let him spread along
The word that I had done him wrong.

THE "IRON MAN A CAUSE OF CRIME"

It is the automatic machine, the "iron man," which causes crime, said a preacher the other day. By its aid, men earn money easily without developing their own powers to any great extent. The slight mental effort sufficient to operate the machine is not the same, either in quantity or quality, as the effort necessary for craftsmanship.

"The machine has given youths great earning power with little real preparation for anything in the way of its intelligent use. With overproduction, disorganization of world credit and markets and the collapse of morale following war effort, these thousands of young workers are quickly forced to the street and crime.

"Why crime? Because they have never learned the lessons of self-restraint in the world of automatic machinery. Their thinking has been done for them. The machine has brought quick money and much leisure, and we have become careless of the money and wasteful of the leisure."

We need culture, says this thoughtful man. We need history, arts, science—we need to learn how to use our leisure constructively.

The cultured man has wealth of which the "lowbrow" does not dream. He finds happiness in books, in music, in works of art, in the beauties of nature. Neither poverty nor grief can break his spirit.

The iron man has had a great deal of attention in the last generation. Now let the inner man have his day.

The Copp Plumbing & Heating Co. has been awarded the plumbing and heating contract for the new school building at Noxon, Mont.

E. H. Wood has joined his brother, William N. Wood, in the plumbing business at Lamanda Park, and the firm will be known as Wood & Wood.

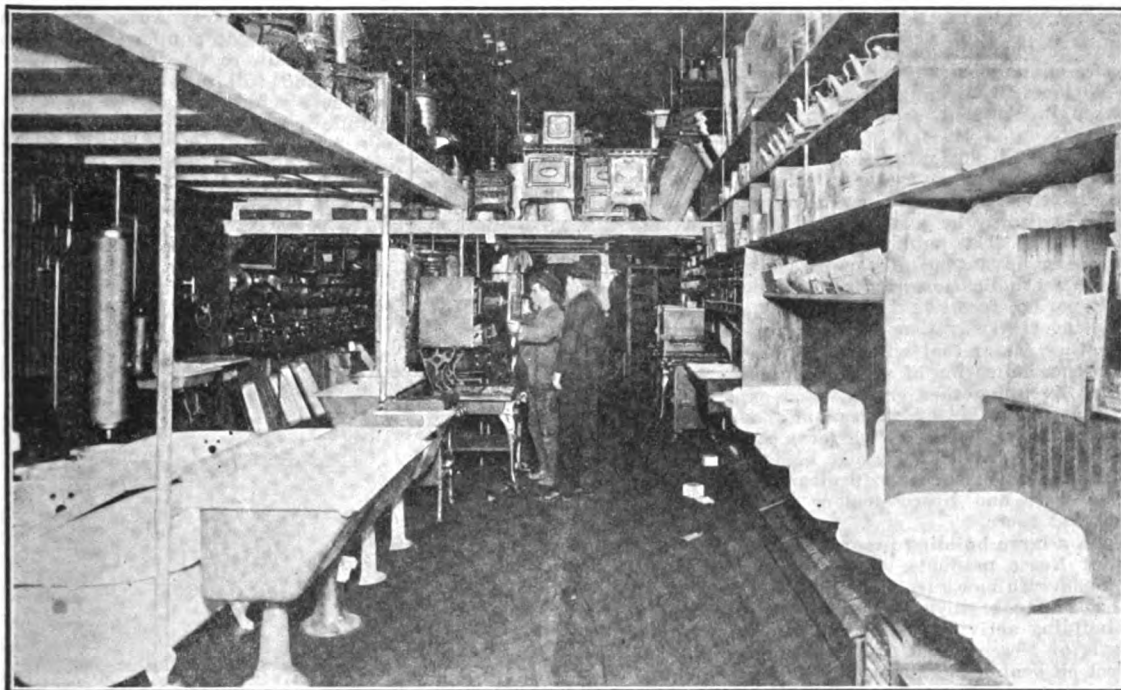


No. 208 Torch
List Price
Each \$17.00
Ask for
Discount

A Few Words About Double Needle Torches

They have wonderful generating power. Produce 300 degrees more heat. Burn Gasoline or Kerosene. Upper Needle has wire tip that cleans orifice, lower regulates flame. Both Needles are blunt, making it impossible to ruin the Burner by enlarging the orifice as in old style Burners with Sharp Pointed Needles. Double Needle Torches give perfect satisfaction. Jobbers supply at factory prices. Catalogue mailed upon request.

CLAYTON & LAMBERT MFG. CO.
10611 Knodell Ave.
Detroit, Mich., U. S. A.



Here is a store and display room which does have a rather crowded appearance, yet under the circumstances, being located in a small town, it will be admitted that the best possible use has been made of the space.

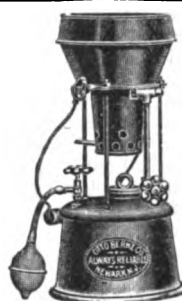
Many of our subscribers handle household goods—cooking utensils, stoves, etc., in connection with their plumbing and heating lines. While these household goods are in the background, they will not be lost sight of by customers who enter the place.

The plumbing contract for the State School of Mines has been awarded to J. G. Wright of Butte, Mont.

Ben Barrow of Seattle has been awarded the \$1225 plumbing contract for a two-story building to be erected in Olympia.

So many gods, so many creeds,
So many ways that wind and wind,
While just the art of being kind
Is all this sad world needs.

After all, a move toward a cash basis is a long step in the right direction toward financial integrity. It is something to consider in connection with policies for the New Year.



Patented
No. 1
Bulb Furnace
No. 2
Pump Furnace

HARD TO BEAT

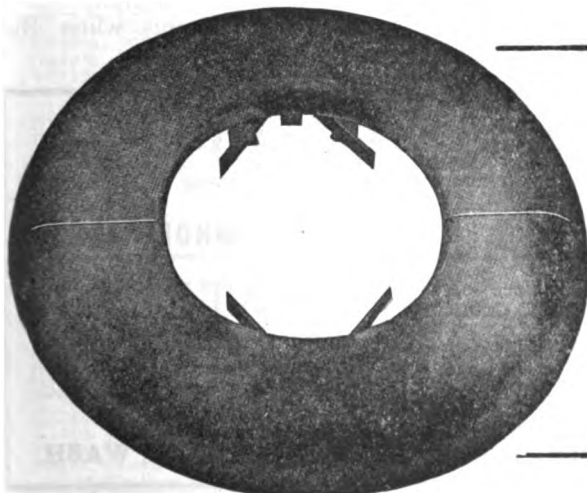
the "ALWAYS RELIABLE" furnaces and torches. Yes, many mechanics have said it in the past and shall continue to say it in the future. But why is such the case? A trial will convince your customers quickly.

Many patented features are used on this line which assure perfect satisfaction. The quality cannot be improved, therefore, the reason for long service.

It would pay you to investigate these "cold facts."

Most jobbers can supply from stock. Others will gladly order for you.

OTTO BERNZ CO. .| Newark, N. J.
Established 1876



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, New Birks Building, Montreal, Quebec, Canada.



NESCO OUTLOOK BRIGHT FOR 1922

How is business going to be in 1922? "Great," was the unqualified answer voiced by the salesmen of the National Enameling & Stamping Co., who were gathered in Milwaukee for their annual sales convention.

If you will analyze the reasons given, you will readily grasp the logic in them. In the first place, the public have begun to buy again. Prices are at a low ebb. It will only be a short while until increases will be in effect. The public have realized this and are now taking advantage of the present price markings. At the first indication of a rise there will be a brisk buying period, for it is a known fact that people buy on a rising market rather than during a slump.

Another factor that will exert a strong influence is the present indication of a decrease in rents. So many families lived together and divided expenses the past year that the sales of stoves and household utensils were greatly restricted. With rents coming down these families will establish their own homes. They will buy house furnishings such as furniture, rugs, stoves and kitchen ware and Nesco dealers are going to find a big market there.

Then a large building program is bound to boost the sales of Nesco products. People generally start in a new home with new furnishings. The sale of the Nesco Perfect oil cook stove is certain to be stimulated by this building activity and it will also tend to increase the sale of Nesco Royal granite enameled ware, Nesco Perfect oil heater and Nesco Perfect water heater.

The directors of the National Enameling & Stamping Co. were quick to grasp the sales opportunity at hand. They decided to improve the moment. An extensive advertising campaign of nation-wide scope was planned and is already wielding its influence upon a receptive buying public. It is reaching the urban, suburban and rural trade monthly by the leading national magazines and farm papers which carry Nesco advertisements. It is accurately estimated that one out of every three housewives will be intimately acquainted with Nesco products.

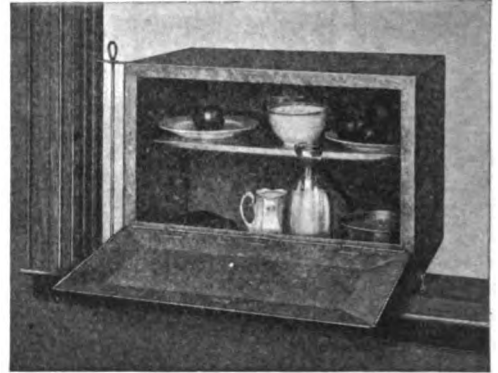
An elaborate array of dealer sales helps were also prepared to enable Nesco dealers to realize to the fullest extent on the national campaign. The helps which are available are dealer electros, folders, booklets, lantern slides, movie films, window trims, display cards; in fact, every sort of a trade stimulator and business-getter has been included in the outlay.

During the forty years Nesco Royal granite enameled ware has been on the market it has always delivered an incomparable service. The advertising campaign will continue to create new friends for this durable ware, friends who will become enthusiastic owners.

The newer Nesco products—the Nesco Perfect oil cook stove, with the patented Nesco Perfect burner and Rockweave wick, which produce perfect cooking heat without smoke, soot or odor; the Nesco Perfect

oil heater, and the Nesco Perfect water heater—will come in for a goodly share of publicity. A big and insistent demand is certain to be created among the housewives who can and will take advantage of the comforts these products afford.

So with the public in a buying frame of mind, with a dominant advertising campaign swaying their opinions toward Nesco products and with the factories ready to supply the demand and render an immediate service, it seems that "great" describes the outlook for Nesco dealers in 1922.



METAL WINDOW REFRIGERATOR

The Rochester Can Company has placed on the market what they term their Iron Horse High Grade Metal Ware Window Refrigerator.

It is a sanitary, waterproof, out-of-doors storehouse for food, carefully made from heavy galvanized iron with a large door and shelf, and so ingeniously hung on a side bracket that by simply unlocking the hook at the side it can be instantly and easily swung out of the way for washing the window and can be installed in two minutes.

They are made 13½ inches wide, 22½ inches long and 15 inches high. Approximate shipping weight is about 30 pounds, the list price each being \$11.60 with the usual trade discount.

They will be glad to give full information to any of our readers upon request.

CLEAR AS MUD

A tourist reports seeing the following police regulations posted in Ireland: "Until further notice every vehicle must carry a light when darkness begins. Darkness begins when the lights are lit."

STOVE & FURNACE REPAIRS

Welding for All Makes

Repairs and Wicks for New Perfection and Puritan Oil Stoves and Heaters

JOBBERS MYER S. RUBENS WHOLESALERS

PLATERS

Gold, Silver, Nickel, Bronze, Copper,
Brass, Blue and Gun Metal Oxidizing

PLATERS

GALVANIZING

RESILVERING

RETINNING

Demountable Rims, Etc.

Head and Spot Lights

Milk and Ice Cream Cans, Etc.

Silver Ware Refinished

1009 W. FIRST AVE.

Also Rented for Weddings, Banquets, Etc.

SPOKANE, WASH.

PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

BATHS AND LAVATORIES

(Bath Tub Prices Less Fittings)

BATH TUBS—K64, C370, P1990, Essex, on Feet—4-ft., \$43.85; 4½-ft., \$43.35; 5-ft., \$40.35; 5½-ft., \$45.70; 6-ft., \$62.70.

K57, C860, P1991, Essex, on Base—4½-ft., \$53.35; 5-ft., \$52.00; 5½-ft., \$58.70; 6-ft., \$78.70.

K80, P1933, Knickerbocker—5-ft., \$41.70; 5½-ft., \$47.00.

K10 to K10½, P2160 to P2173, Cardinal, Conred, Enam. All Over—4½-ft., \$76.00; 5-ft., \$80.00; 5½-ft., \$86.70.

K10 to K10½, P2160 to P2173, Conred, Enam. Inside, Cardinal—4½-ft., \$60.00; 5-ft., \$64.00; 5½-ft., \$70.70.

K10½, P2180 to P2186, Recona, Enam. All Over, Cardinal—4½-ft., \$72.00; 5-ft., \$74.70; 5½-ft., \$81.50.

K10½, P2180 to P2186, Recona, Enam. Inside, Cardinal—4½-ft., \$60.00; 5-ft., \$64.00; 5½-ft., \$70.70.

P12 to F15, C316 to C319, P2305 to P2313, Pembroke, Corner, Viceroy, Sierra—4½-ft., \$95.35; 5-ft., \$100.00; 5½-ft., \$108.00; 6-ft., \$140.00.

P16 to F17, C320 to C321, P2315 to P2318, Pembroke, Recess, Viceroy, Sierra—4½-ft., \$86.00; 5-ft., \$91.35; 5½-ft., \$100.00; 6-ft., \$134.70.

P10 to F11, P2319 to P2322, Pembroke, Pier, Viceroy—5-ft., \$133.50; 5½-ft., \$141.50; 6-ft., \$157.30.

F7 to F8, P2380 to P2388, Woodmere, Corner, Imperator—5-ft., \$180.00; 5½-ft., \$186.70.

F9, P2390 to P2393, Woodmere, Recess, Imperator—5-ft., \$166.70; 5½-ft., \$173.35.

F5, Imperator (Standing Pattern)—5-ft., \$261.50; 5½-ft., \$278.70.

F6, Imperator (Wall Pattern) 5-ft., \$280.70; 5½-ft., \$244.00.

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection, light weight, Corner—5-ft., \$145.35; 5½-ft., \$158.85.

H5015, 2028N, Special selection, light weight, Corner—5-ft., \$177.00; 5½-ft., \$198.35.

H5020, 2029N, Regular selection, light weight, Recess—5-ft., \$188.33; 5½-ft., \$146.70.

H5020, 2029N, Special selection, light weight, Recess—5-ft., \$166.70; 5½-ft., \$183.35.

SHOWER RECEPTORS—K112, P2510, with Strainer and Waste—86x86-in., \$84.00; 42x42-in., \$112.00.

K108, P2511, with Strainer and Waste—86x86-in., \$113.50; 42x42-in., \$150.70.

K107, P2512, with P2580 Drain—88x88-in., \$149.50.

K105, P2525, with P2580 Drain—86x86-in., \$120.00; 42x42-in., \$158.50.

SHOWER MIXING VALVES—NC1, H15, P2745, \$90. NC1, H12, P2746, \$80.00. NF1, H10, P2747, \$80.00. P2748, \$80.00.

SHOWERS—H965, P2766, Shower and Rose Sprays.....\$110.00

H1014, P2771, Shower and Needle Bath.....109.00

NF1800, H911, P2790, Shower.....54.70

H909½, P2791, Shower and Shampoo.....60.00

NC100, H952½, P2803, Shower.....33.35

H953½, P2804, Shower.....30.70

NC1100, H954½, P2807, Shower.....41.35

NC1100 (with stops), H954½, P2809, Shower.....40.70

H948½, P2815, Shower.....48.70

H944½, P2816, Shower.....46.70

H945½, P2819, Shower.....56.70

H946½, P2820, Shower.....55.35

NC1100½, H956, P2821, Shower and Shampoo.....47.70

P2823, Shower and Shampoo.....54.70

H1402, P2826, Shower.....16.00

H1406, P2827, Shower.....15.70

H1400, P2828, Shower and Shampoo.....31.70

H1404, P2829, Shower and Shampoo.....30.70

H1410, P2836, Shower.....36.70

H1411, P2837, Shower.....38.00

H1408, P2841, Shower and Shampoo.....50.70

H140 P2842, Shower and Shampoo.....52.00

NF1050, H900, P2853, Shower.....88.70

NF1050½, P2856, Shower and Shampoo.....51.00

NF1055, H995, P2857, Shower.....46.70

H904, P2860, Shower.....45.35

P2861, Shower and Shampoo.....58.00

H1246, P2868, Shower.....34.70

H1250, P2870, Shower.....27.70

H1600, Industrial Mixometer Shower.....34.70

H1625, Industrial Combination Valve Shower.....14.15

H1202, P2914, Shower.....52.00

H1200, P2916, Shower.....66.35

H1206, P2918, Shower.....44.35

H1204, P2919, Shower.....46.00

P2920, Shower and Shampoo.....59.00

P2921, Shower and Shampoo.....60.35

Portable Showers—

H1275, P2946, Portable Shower.....21.35

S124, Portable Shower.....15.00

Wall and Ceiling Showers—

H1270, P2950, Wall Shower.....18.00

H1268, P2952, Ceiling Shower.....18.00

LAVATORIES—(Less Fittings)—

C105, P3050, P3055, P3057, Copley—18x27-in., \$52.00;

22x33-in., \$66.65.

C114, K205, P3110, P3115, P3117, Laton—20x24-in.,

\$33.35; 22x27-in., \$38.70; 22x30-in., \$48.70.

C145, K332, P3840, P3845, P3846, P3847, Ophir—17x21-

in., \$14.35; 18x24-in., \$17.60; 20x24-in., \$22.70; 22x27-in.,

\$36.00.

C145, K332, P3850, P3855, Ophir—20x24-in., \$22.30.

C152, K582, P4045, Ralwon, 17x19-in., \$11.35.

P4125, Arion—19x24-in., \$22.65.

P4205, Othello—18x21-in., \$12.80.

K580, C150, P4206, Othello—18x21-in., \$13.80.

K608, C162, P4335, Beverly—18x21-in., \$12.70.

K614, C164, P4345, Crescent—17x19-in., \$9.15.

K752, P4365, Alva—14x16-in., \$8.70.

K668, C180, P4940, P4945, Athena—20-in., \$25.35.

K668, C180, P4946, Athena—20-in., \$25.35.

K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in.,

\$18.20.

K690, C184, P4980, P4985, Verdun—16-in., \$14.90.

P5080, P5085, P5086, P5087, Everett—19-in., \$18.70.

K782, C190, P5110, P5115, Yale—16-in., \$11.50.

K762, C192, P5145, Aida—16-in., \$9.00.

Add for Waste when required—P11285, Imperial, \$9.85;

P11289, Empire, \$8.00; P11290, Princess, \$6.70.

BRASS AND RUBBER GOODS**BATH FITTINGS, BUILT-IN—**

H7025 Special, P11000—Compression, ½-in., Valves, 2-

in. Waste (End Wall), \$29.00.

P11001—½-in. Valves, 2½-in., Waste, \$42.70.

H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back

Wall), \$31.70.

P11003—½-in. Valves, 2½-in. Waste, \$45.85.

P11010—½-in. Valves, 2-in. Waste, \$37.35.

P11011—½-in. Valves, 2½-in. Waste, \$44.70.

P11012—½-in. Valves, 2-in. Waste, \$42.70.

P11013—½-in. Valves, 2½-in. Waste, \$47.35.

P11015, "Quicks" — ½-in. Valves, 2-in. Waste, Top

Nosile, \$42.70.

P11016—½-in. Valves, 2½-in. Waste, Top Nossile, \$47.35.

P11017—½-in. Valves, 2-in. Waste, Top Nossile, \$45.35.

P11018—½-in. Valves, 2½-in. Waste, Top Nossile, \$50.00

Compression—

P11024—½-in. Valves, 1½-in. C. W. & O., \$28.70.

P11026—½-in. Valves, 1½-in. C. W. & O., \$28.35.

P11080—½-in. Valves, 1½-in. C. W. & O., \$27.35.

P11081—½-in. Valves, 1½-in. C. W. & O., \$32.00.

P11040—½-in. Valves, 1½-in. Waste, \$46.70.

P11041—½-in. Valves, 2-in. Waste, \$51.35.

NC2570—Fittings for Por. Tubs, ½-in. Valves, 2½-in.

Waste, \$64.00.

H2466—Speakman Deshler, ½-in. Valves for Por. Tubs,

\$36.00.

H2460—½-in. Valves for Enameled Iron Tubs, \$30.00.

Exposed for Essex Baths—Compression—

P11065—½-in. Valves, 2-in. Waste, \$34.70.

P11066—½-in. Valves, 2½-in. Waste, \$50.70.

"Quicks"—

P11090—½-in. Valves, 2-in. Waste, \$46.00.

P11091—½-in. Valves, 2½-in. Waste, \$50.70.

Exposed for Conred Tubs

H6978 Special, 11115—½-in. Valves, 2-in. Waste, \$30.35.

Exposed for Pembroke and Woodmere Baths—

Compression—

H6978 Special, P11115—½-in. Valves, 2-in. Waste, \$40.00.

½-in. Valves, 2½-in. Waste, \$40.00.

P11125—½-in. Valves, 2-in. Waste, \$48.00.

Bath Cock Combination Fittings—For Essex Baths—

P11150—Compression Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$8.70.

P11155—"Quicks"—Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$8.70.

P11160—Compression Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$21.35.

P11165—"Quicks"—Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$22.70.

BATH WASTES—P11175—Imperial 2-in. Waste, \$17.25.

P11176—Imperial 2½-in. Waste, \$18.70.

P11170—Imperial 2-in. Waste, \$18.00.

Bath C. W. & O.—

P11185—1½-in. N. P. C. W. & O. for Essex Bath, \$2.80.

P11188—1½-in. N. P. C. W. & O. for Conred Bath, \$5.50.

1½-in. N. P. C. W. & O. for Conred Bath, \$6.00.

P11189—1½-in. Rough C. W. & O. for Conred Bath, \$5.00.

1½-in. Rough C. W. & O. for Conred Bath, \$6.00.

P11190—1½-in. Rough C. W. & O. for Pembroke Bath,

\$6.00.

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

COMBINATION LAVATORY FITTINGS—

P11260—Verona, Compression, Enamel Lavatory.....	20.00
P11263—Verona, Compression, Vitreous Lavatory.....	20.00

LAVATORY WASTES—

P11285—Imperial, China Knob.....	9.35
P11288—Imperial, China Knob.....	9.35
P11289—Empire, China Knob.....	8.00
P11290—Princess, China Knob.....	6.70
P11291—Princess, China Knob.....	6.70
P11293—Princess, China Lever.....	6.70
P11294—Princess, China Lever.....	6.70
P11295—Princess, China Lever.....	6.70
P11296—Princess, "B" China Handle.....	6.70
P11297—Princess, 4 Ball Handle.....	6.70

SHAMPOO FIXTURES—

P11358—Quicko Double Basin Cock.....	9.35
P11359—Pedestal China Soap Dish with Drain.....	2.70
P11860—Compression, as described.....	20.00
P11868—Quicko, as described.....	20.00

MIXOMETER FIXTURE—H2285—Built-in Mixometer, \$53.35.

LAVATORY SUPPLY PIPES—Strictly I. P. Size—Pipes to

Wall—Short Pattern, 6-in. x 7-in.	
P11871—With W. H. Stop, ½-in., \$7.45; ¾-in., \$8.70.	
P11872—With C. I. Stop, ½-in., \$8.15; ¾-in., \$9.35.	
P11873—With L. K. Stop, ½-in., \$7.45; ¾-in., \$8.70.	

LAVATORY PLUGS AND CHAIN STAYS—

P11395—P. O. Plug for Porcelain Enameled Lavatory..	.75
P11396—P. O. Plug for Vitreous Lavatory.....	1.50
P11397—Chain Stay for Vitreous Lavatory.....	.40

COMBINATION SINK AND SUPPLY FAUCETS—P11425—

Quicko, Swing Spout, No. 100, Classic or Faultless, \$10.35.

NICKEL PLATED SINK AND LAVATORY TRAPS—

Tubing Pattern, less Cleanout—	
P11450—1½-in. Plain "P," \$2.00; 1½-in., \$1.80.	
P11451—1½-in. Vented "P," \$3.00; 1½-in., \$3.15.	
P11456—1½-in. Bag, \$4.70; 1½-in., \$4.60.	
P11462—1½-in. Plain "S," \$2.70; 1½-in., \$2.70.	
P11463—1½-in. Vented "S," \$3.60; 1½-in., \$4.00.	
With Cleanout—	
P11450—1½-in. Plain "P," \$2.80; 1½-in., \$2.70.	
Cast Brass Traps with Cleanout—	
P11450—1½-in. Plain "P," \$2.75; 1½-in., \$2.70.	
P11451—1½-in. Vented "P," \$3.75; 1½-in., \$3.95.	
P11456—1½-in. Bag, \$3.75; 1½-in., \$3.70.	
P11458—1½-in. "P" (N. Y. Reg.), \$2.70; 1½-in., \$3.10.	
P11462—1½-in. Plain "S," \$3.20; 1½-in., \$3.40.	
P11463—1½-in. Vented "S," \$4.15; 1½-in., \$4.35.	

COMPRESSION BIBBS—H100—½-in. Rough Plain SSS,

\$1.00; Finished, \$1.15; Nickel Plated, \$1.35. ¾-in. Rough, \$1.40; Finished, \$1.55; Nickel Plated, \$1.65.

H102—½-in. Rough Hose SSS, \$1.15; Finished, \$1.40; Nickel Plated, \$1.50. ¾-in. Rough Hose, \$1.50; Finished, \$1.60; Nickel Plated, \$1.80.

H110—½-in. Rough Plain SOT, \$1.15; Finished, \$1.25; Nickel Plated, \$1.50. ¾-in. Rough Plain SOT, \$1.50; Finished, \$1.60; Nickel Plated, \$1.80.

H112—½-in. Rough Hose SOT, \$1.40; Finished, \$1.35; Nickel Plated, \$1.65. ¾-in. Rough Hose, \$1.65; Finished, \$1.80; Nickel Plated, \$2.00.

H135—½-in. N. P. Plain Adj. Flange, \$2.05; ¾-in., \$2.50.

H137—½-in. N. P. Hose Adj. Flange, \$2.20; ¾-in., \$2.60.

H140—½-in. N. P. Plain Set Screw Flange, \$1.85; ¾-in., \$2.25.

H142—½-in. N. P. Hose, \$2.05; ¾-in., \$2.40.

H365—½-in. N. P. Comp. Stub W. T. Bibbs Plain, \$1.50.

H367—½-in. N. P. Comp. Stub W. T. Bibbs Hose, \$1.70.

QUICK COMPRESSION BIBBS—H410—½-in. Nickel Plated,

Plain SOT, Metal Handle, \$1.65; ¾-in., \$2.00.

H412—½-in. Nickel Plated, Hose SOT, Metal Handle, \$1.85; ¾-in., \$2.20.

H413—½-in. Nickel Plated, Plain SOT, China Handle, \$2.35; ¾-in., \$2.60.

H414—½-in. Nickel Plated, Hose SOT, China Handle, \$2.20; ¾-in., \$2.50.

H435—½-in. Nickel Plated, Adj. Flange, \$2.15; ¾-in., \$2.60.

H437—½-in. Nickel Plated, Adj. Flange, Hose, \$2.30; ¾-in., \$2.80.

H438—½-in. Nickel Plated, Plain, \$2.50; ¾-in., \$3.00.

H439—½-in. Nickel Plated, Hose, \$2.65; ¾-in., \$3.10.

H440—½-in. Nickel Plated, Plain SS Flange, Metal Handle, \$2.00; ¾-in., \$2.35.

H442—½-in. Nickel Plated, Hose, SS Flange, Metal Handle, \$2.15; ¾-in., \$2.50.

H443—½-in. Nickel Plated, Plain, SS Flange, China Handle, \$2.30; ¾-in., \$2.60.

H444—½-in. Nickel Plated, Hose, SS Flange, China Handle, \$2.50; ¾-in., \$2.85.

SELF-CLOSING BIBBS—H478—½-in. Finished, Plain SOT,

\$2.80; Nickel Plated, \$3.00.

FULLER BIBBS—H510—½-in. Nickel Plated, Plain SOT,

\$1.75; ¾-in., \$2.05.

H512—½-in. Nickel Plated, Hose, SOT, \$2.00; ¾-in., \$2.25.

H540—½-in. Nickel Plated, Plain SS Flange, \$2.20; ¾-in., \$2.50.

H542—½-in. Nickel Plated, Hose SS Flange, \$2.35; ¾-in., \$2.60.

GROUND KEY BIBBS—H575—½-in. Finished, Plain SSS,

\$1.45; ¾-in., \$2.00.

H577—½-in. Finished, Hose SSS, \$1.65; ¾-in., \$2.20.

H577—½-in. Finished, Hose SSS, \$1.65; ¾-in., \$2.20.

H585—½-in. Finished, Plain SOT, \$1.60; ¾-in., \$2.20.

H587—½-in. Finished, Hose SOT, \$1.75; ¾-in., \$2.35.

COMPRESSION STOPS—H600 and H603—½-in. Rough I. P.

Both Ends T. H., \$1.10; ¾-in., \$1.45. ½-in. Nickel Plated

Both Ends T. H., \$1.45; ¾-in., \$1.80.

H605 and H608—½-in. N. P. I. P. Both Ends W. H., \$1.80; ¾-in., \$2.20.

H615 and H618—½-x½ O. D. T. H. or W. H. N. P., \$1.50. ½-x9-16 O. D., \$1.50. ½-x11-16 O. D., \$1.75.

H620 and H623—½-in. I. P. Both Ends Finished, Loose

Key, \$1.60; ¾-in. I. P. Both Ends N. P., Loose Key, \$1.80;

¾-in. I. P. Nickel Plated, Loose Key, \$2.80.

SELF CLOSING STOPS—H640 and H641—½-in. I. P. both

ends N. P., \$3.65.

COMPRESSION SILL COCKS—H650 to H654—½-in. Angle

Pattern, \$1.45; ¾-in., \$1.60.

BOILER DRAIN COCKS—H655 and H658—½-in., 90c; ¾-

in. Rough N. P. Male, \$1.00; ¾-in., \$1.00.

H656 and H659—½-in. Rough N. P. Female, \$1.00; ¾-in., \$1.00.

H700—½-in. TH or LH Stops, Solid Head, \$1.45; ¾-in., \$2.05.

H703—½-in. TH or LH Stop and Waste, \$1.50; ¾-in., \$2.10.

GROUND KEY STOPS AND STOP AND WASTES—H730 and

H731—½-in. TH or LH Stops, Loose Handle, \$1.05; ¾-in., \$1.50.

H738 and H734—½-in. TH or LH Stop and Wastes, Loose

Handle, \$1.05; ¾-in., \$1.50.

COMPRESSION BASIN COCKS—H852—No. 1½ Midget Ba-

sin Cocks, Pair, \$3.40.

H855—No. 2 Medio Basin Cocks, Pair, \$4.20.

H856—No. 2A Medio Basin Cocks, Pair, \$5.25.

No. H870—No. 5 Dunlo Basin Cocks, Pair, \$5.85.

H871—No. 5A Dunlo Basin Cocks, Pair, \$5.95.

QUICKO BASIN COCKS—H901—No. 1½, \$3.35.

H902—No. 2 Quicko Basin Cocks, \$4.00.

H903—No. 3 Quicko Basin Cocks, \$7.50.

H908—No. 5 Quicko Basin Cocks, \$7.50.

"Allwhite" Quick Comp. Basin Cocks, \$10.95.

FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks,

\$5.25.

H926—No. 0 Fuller Basin Cocks with Union, \$6.90.

SELF CLOSING BASIN COCKS—H950—"Standard" Ball

Bearing, Cross Handle, pair, \$3.10.

H951—"Standard" Ball Bearing, China Level, pair,

\$9.45.

H970—"Standard" Boston, pair, \$6.60.

Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair,

\$7.50.

DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks,

each, \$10.50. (For China Soap Cup see U11359.)

Glauber "Winton," Nu-Rapid—Double Basin Cock with

Gooseneck and China Index Lever Handles, 12-in. C to C of

Cock Holes, \$16.50.

PANTRY COCKS—

H1000—No. 1 Compression, pair..... 5.50 |

H1010—No. 1 Quicko, pair..... 8.65 |

H1015—Quicko, Double, each..... 12.00 |

H1030—No. 1 Fuller, pair..... 8.80 |

SLOP SINK COCKS—

H1070—Compression..... 19.50 |

H1075—Fuller..... 19.50 |

DOUBLE BATH COCKS—

H1100—No. 3 Compression..... 4.90 |

H1105—No. 3A Compression..... 5.25 |

H1142—No. 1½ Quicko..... 5.60 |

H1150—No. 2½ Quicko..... 4.90 |

H1152—No. 2½ Quicko..... 5.75 |

H1160—No. 10 Quicko..... 10.80 |

H1170—No. 5½ Fuller..... 4.90 |

H1172—No. 5½ Fuller..... 5.25 |

H1175—No. 4¾ Fuller..... 4.90 |

H1177—No. 4¾ Fuller..... 5.25 |

CHICAGO FAUCET COMPANY'S BRASS GOODS—

A100—"Classic" N. P. Quatern Swing Spout Mixing

Faucet with Index Lever Handles, \$10.35 each. Extra

Washers for same, \$2.00 per hundred.

A500—N. P. Quatern Plain Bibbs SOT, Detachable Ta-

pered Shank, ½-in., \$3.00.

A900—N. P. Quatern Plain Bibbs with Detachable Shank,

Adjustable Screw Flange, ½-in., \$3.10.

A1600—N. P. Quatern Single Pantry Cock with China

Lever Handle, \$5.90.

A1700—N. P. Quatern Double Pantry Cock with China

Indexed Lever Handle, \$17.40.

A1900—N. P. Quatern Basin Cock with Top China Indexed

Lever Handle, \$3.80.

A2000—N. P. Quatern Basin Cock with Side China In-

dexed Lever Handle, \$4.90.

A2100—N. P. Quatern Double Basin Cock with China In-

dexed Lever Handle, \$14.70.

A4500—No. 102 Amazon Basin Cocks, N. P. with China

Index Top, \$5.50.

Phosphor Bronze Removable Sleeve Seats for all "Qua-

tern" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball

Cocks, etc., Hot or Cold, 40c each.

N. P. BRASS ANNEALED TUBING—½-in. O. D. N. P. Brass

Annealed Tubing, \$24.00 per hundred ft.

O. D. N. P. Brazed Brass Tubing—Per 100 ft.—¾-in.,

\$37.50; ¾-in., \$41.25; ¾-in., \$48.75; 1-in., \$39.00; 1¼-in.,

\$42.75; 1½-in., \$48.00; 1¾-in., \$52.50; 2-in., \$56.25;

2-in., \$75.00.

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PLUMBING GOODS—RETAIL SELLING PRICES—Continued**Brass and Rubber Goods—Continued.**

SEAMLESS BRASS PIPE—I. P. Size, per lb.— $\frac{1}{4}$ -in., 61c;
 $\frac{1}{2}$ -in., 57c; $\frac{3}{4}$ -in., 53c; $\frac{1}{2}$ -in., 50c; $\frac{3}{4}$ -in., 47c; 1-in., 47c;
 $1\frac{1}{4}$ -in., 47c; $1\frac{1}{2}$ -in., 47c; 2-in., 47c; $2\frac{1}{2}$ -in., 47c; 3-in.,
 47c.

Add 70 per cent for Nickel Plating Pipe. Add 10 cents
 for cut lengths. Add 75 per cent for Copper Pipe.

MISCELLANEOUS BRASS TRIMMINGS—

$1\frac{1}{2}$ -in. Laundry Tray Plugs, $1\frac{1}{4}$ O. D. Tail Piece, doz.	19.90
$1\frac{1}{2}$ -in. Laundry Tray Plugs, $1\frac{1}{4}$ I. P. Tail Piece, doz.	19.90
Fin. Brass Wash Tray Plugs, $1\frac{1}{4}$ Met. Stopper, doz.	5.50
N. P. Chain Stays, No. 1, doz.	4.50
N. P. Chain Stays, Nos. 1, 2, 8, dozen.	5.20
China Chain Stays, doz.	9.80
N. P. Chain Stay and Cook Hole Cover.	6.75
N. P. Basin Cook Hole Cover, doz.	4.40
N. P. Basin Chain w/ Snap, No. 00, do	1.50
N. P. Basin Chain w/ Snap, No. 0, doz	1.70
N. P. Bath Chain w/ Snap, No. 00, doz	2.00
N. P. Bath Chain w/ Snap, No. 0	2.40
N. P. Basin Chain 12 Yd. Box, No. 00, L	2.10
N. P. Basin Chain 12 Yd. Box, No. 0, bc	2.10
N. P. Basin Chain 12 Yd. Box, No. 1, ba	3.10
N. P. Basin Chain, No. 00, per 100 feet.	5.50
N. P. Basin Chain, No. 1, per 100 feet.	6.80
N. P. Basin Chain, 500-foot reels, No. 00	5.80
N. P. Basin Chain, 500-foot reels, No. 0	6.40
N. P. Basin Chain, 500-foot reels, No. 1	8.80
Beaded Basin Chains, per dozen	3.50
Beaded Bath Chains, per dozen	3.90
N. P. Chain Snaps, large, per dozen	.25
N. P. Chain Snaps, small, per dozen	.24
N. P. Chain "S" or "8", Hooks, per dozen	.48
$\frac{1}{4}$ -inch Threaded Brass Rod, per foot.	.87
$\frac{1}{4}$ -inch Rough N. P. Brass Nuts, threaded through, 100.	6.40
$\frac{1}{4}$ -inch N. P. Brass Cap Nuts, per 100.	5.60

FAIRFAXS BUILT-IN BATH ROOM ACCESSORIES—

F 1—Built-in Paper Holder, 6x8.	8.80
F115 and F125—Built-in Soap Holder, 6x6.	4.40
F140—Built-in Grab Rail, 6x8.	8.80
F150—Built-in Comb. Rail and Soap, 6x8.	8.80
F160—Built-in Tumbler Holder, 6x6.	4.40
F170—Built-in Sponge Holder, 6x6.	7.10

BRASSCRAFTERS ALL WHITE ACCESSORIES—

14086—Slab Soap Dish	3.00
14039—Wall Soap Dish	2.90
14076—Wall Soap Dish	3.35
14049—Wall Soap Dish	4.80
14073—Wall Soap Dish	3.00
14044—Tub Rim Soap Dish	2.60
14080—Tub Rim Soap Dish	3.50
12306—6-inch Three arm Swinging Bar	4.50
12103—14-inch Three arm Swing Bar	5.90
12518— $\frac{1}{4}$ x18-inch Towel Bar	3.35
12524—24-inch Towel Bar	3.75
12530—30-inch Towel Bar	4.55
11818— $\frac{1}{4}$ x18-inch Towel Bar	4.00
11824—24-inch Towel Bar	4.40
11880—30-inch Towel Bar	5.00
11612—1x12-inch Towel Bar	5.90
11618—18-inch Towel Bar	6.40
11624—24-inch Towel Bar	6.60
11630—30-inch Towel Bar	7.35
11912— $1\frac{1}{2}$ x12-inch Towel Bar	12.00
12421—Wall Pattern Soap and Sponge Holder.	11.70
14502—Wall Towel Basket	19.90
15124—Tumbler and Toothbrush Holder	4.80
15118—Tumbler and Toothbrush Holder	4.95
15167—Tumbler Holder	3.40
15235—Combination T. T. B. and Soap	11.90
15222—Combination T. T. B. and Soap	8.15
15150—Tooth Brush Holder	1.40
15103—Tooth Brush Holder	1.60
15176—Tumbler Holder	3.40
15195—Tumbler and Toothbrush Holder	4.80
15192—Tumbler and Toothbrush Holder	4.95
15298—Tumbler and T. B. and Soap	11.90
15291—Tumbler and T. B. and Soap	8.15
15297—Tumbler and T. B. and Soap	6.95
15293—Tumbler and T. B. and Soap	12.70
14811—Comb Tray	5.70
14800—Comb Tray	6.95
15752—6x24 Shelf	10.95
15706—5x20 Shelf	8.00
15710—6x18 Shelf	7.70
15712—5x24 Shelf	8.20
15714—5x30 Shelf	9.50
15801—5x20 Rail	4.55
15202—5x24 Rail	5.00
15804—5x30 Rail	5.70
15307—6x24 Rail	5.75
15435—Paper Holders (Roll)	6.15
15420—Paper Holders (Roll)	2.90
15451—Paper Holders (Sheets)	4.95
15510—Hooks	.60
15528—Hooks	1.10
15513—Hooks	1.80
15534—Hooks	2.55
15532—Hooks	3.80
15521—Hooks	1.15
15520—Hooks	1.20

15501—Hooks	1.75
14510—Stool	12.70

CHURCH BATH ROOM TRIMMINGS—

No. 2 White Pyralin Routh Bath Stool, Rub'r Bumpers.	19.15
No. 7 White Pyralin Square Bath Stool, Cork Top.	22.20
No. 1 French Beveled Plate Glass Oval Mirror with White Pyralin Frame, 16x4	34.30
No. 2, same, 20x28	43.85
No. 1, same, Oblong with Square Corners	42.50
No. 2, same, 20x28	42.30
No. 3, same, 20-inch Round	36.70
No. 4, same, 24-inch	48.35

BRASSCRAFTERS NICKEL PLATED ACCESSORIES—

1612—1x12-inch N. P. Towel Bar	4.10
4600—20-inch Roller Towel Bar with Lock	5.20
2112—14-inch 2-arm Crystal Swing Rack	3.10
2113—14-inch 3-arm Crystal Swing Rack	4.10
2818— $\frac{1}{4}$ x18-inch Crystal Bar	1.95
2824—24-inch Crystal Bar	2.20
2918—1x18-inch Crystal Bar	3.40
2924—24-inch Crystal Bar	3.80
2930—30-inch Crystal Bar	4.55
2936—36-inch Crystal Bar	6.00
2618— $\frac{1}{4}$ x18-inch Opal Bar	1.95
2624—24-inch Opal Bar	2.20
2718—1x18-inch Opal Bar	3.54
2724—24-inch Opal Bar	3.95
2730—30-inch Opal Bar	4.60
2736—36-inch Opal Bar	6.15
5610—5x18-inch Crystal Shelf	4.50
5612—5x24-inch Crystal Shelf	4.90
5606—5x20-inch Crystal Shelf	4.60
5301—5x20-inch N. P. Shelf Rail	3.15
5101—Crystal Tooth Brush Holder	.90
5150—Opal Tooth Brush Holder	.95
5108—N. P. Tooth Brush Holder	.55
5146—Comb, Tumbler and T. B. Holder	1.55
5191 and 5117—Tumbler Holder	1.95
5170—Tumbler Holder	1.10
5196 and 5141—Tumbler and Toothbrush Holder	3.00
5222—Tumbler, T. B. and Soap Holder	5.95
5291—Tumbler, T. B. and Soap Holder	5.95
5293—Tumbler, T. B. and Soap Holder	8.15
5298—Tumbler, T. B. and Soap Holder	8.40

DRAIN COCKS—E1739—T. H. Compression for Range Boiler

Hose or Plain Rough, N. P., $\frac{1}{4}$ -inch \$1.00; $\frac{1}{2}$ x $\frac{1}{4}$, \$1.10.

URINAL COCKS—E1765—Self Closing N. P., $\frac{1}{4}$ -inch, \$8.10.**BALL COCKS—E1771—Silent $\frac{1}{4}$ -inch O. D. without Integral**

Stop, less Ball and Stem, \$3.10.

BASIN COCKS—

E1876—N. P. Comp. 4-arm China Index Brass Handle with Nut for O. D. Tubing	1.95
E1887—N. P. Comp. 4-arm, All China Index Handle with Nut for O. D. Tubing	2.90
E1902—Rapidac N. P. China Index Side Lever Handle with Nut for O. D. Tubing	2.70
E1905—Rapidac N. P. China Index Top Lever Handle with Nut for O. D. Tubing	2.30
E1912—Rapidac N. P. 4-arm, All China Index Handle with Nut for O. D. Tubing	2.95
E1915—Rapidac N. P. Double China Index Side Lever Handle with Special Br. Y. with Nut for O. D. Tub.	10.40
E1926—Rapidac N. P. China Index Side Lever Handle (large pattern), Nut for O. D. Tubing	5.80
E1985—Self Closing N. P. 4-arm Brass Handle China Index Nuts with Nut for O. D. Tubing	8.60
E1995—Self Closing N. P. China Index Lever Handle, Plain Brass Nut with Nut for O. D. Tubing	4.20

CLOSETS AND TRIMMINGS**CLOSET SEATS—**

L3500—White Seat, less Cover	11.35
L3600—Birch Mahogany, less Cover	4.90
L3700—Oak, less Cover	4.70
L3501—White Seat and Cover	12.15
L3601—Birch Mahogany and Cover	5.55
L3701—Oak and Cover	5.85
B. O. T. Church, B326, 47-1A, L3503—All White Seat and Cover, White Hinge	20.00
L3515—White Crescent Seat	11.80
L3615—Birch Mahogany Seat	10.15
L3615 $\frac{1}{2}$ —Birch Mahogany, Cantonment Type	5.20
L3715—Oak Seat, Mahogany, Cantonment	4.90
L3715—Oak Seat, Cantonment Type	4.70
L3516—White Crescent Seat and Cover	15.00
L3616—Birch Mahogany Crescent Seat and Cover	8.70
L3716—Oak Crescent Seat and Cover	8.70
L3520—White Horseshoe Seat	12.50
L3620—Birch Mahogany Horseshoe Seat	8.30
L3720—Oak Horseshoe Seat	8.30
L3521—White Horseshoe Seat and Cover	16.70
L3621—Birch Mahogany Horseshoe Seat and Cover	8.70
Oak Mahogany Seat and Cover	8.70
L3535—White Extended Seat Closet Front	17.35
L3635—Birch Mahogany Extended Seat Closet Front	13.35
L3735—Oak Extended Seat Closet Front	13.35
L3536—White Extended Closet Front with Cover	22.70
L3636—Birch Mahogany Ext. Closet Front with Cover	16.70
L3736—Oak Extended Closet Front with Cover	16.70
L3565—White Extended Open Front and Back	16.70
L3765—Oak Extended Open Front and Back	16.90
L3566—White, Ditto, with Cover	26.70
L3766—Oak, Ditto	20.00

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

DRAINS

DRAINS, CESSPOOLS, ETC.—

Extra Heavy Stable Cesspool—12x12x10, \$8.75 each; 16x16x10, \$11.25.
 C. I. Pl. in Top Cesspools—6x6x2, \$1.10 each; 9x9x8, \$1.90; 12x12x4, \$3.35; 13x13x4, \$3.95.
 C. I. Extra Heavy, Hinged Top—6x6x2, \$1.75 each; 9x9x8, \$3.15; 12x12x4, \$7.50; 13x13x4, \$9.40.
 Galvanized Refrigerator Drains, 1½-in. I. P., \$1.60 each.
 Blake, Iron w/ B. W. Valve—G102, 2-inch, \$10.15 each; G108, 3-inch, \$16.50; G104, 4-inch, \$24.75.

JOSAM DRAINS—

I. P. Govt. Pattern—203A, 5x2-inch, \$14.40 each; 207A, 6x8-inch, \$20.00; 2003A, 6x2-inch, \$21.60.
 800—4-inch N. P. Strainer, 2-inch I. P., \$8.15 each.
 Roof Drains—400, 4-inch, \$14.40; 401, 5-inch, \$17.55; 402, 6-inch, \$19.20.
 Wood Roof Drains—400A, 4-inch, \$19.20 each; 401A, 5-inch, \$22.55; 402A, 6-inch, \$24.00.
 Floor Drains, 4-inch I. P.—500A, 10-inch, \$18.15; 600, 8-inch, \$9.00.

M. & J. SAFETY DRAIN WITH B. W. VALVE—

2-inch Flat Iron Top, \$19.80 each; 4-inch Flat Iron Top, \$28.95; 4-inch Raised Iron Top, \$37.95.

SHOWER STRAINERS—

3½-inch N. P. Top by 1½-inch I. P. Female Outlet, P2998, \$2.40 each; 4-inch ditto by 2-inch ditto, \$2.70.
 5-inch N. P. Top by 2-inch I. P. Outlet Combination Drain and Trap, P2986, \$10.35.

PENBERTHY AUTO CELLAR DRAINERS—

No. 1, \$32.25 each; 2, \$54.00; 3, \$74.40. No. 1, Non-Automatic, \$21.90.
 Washing Machine Drainers, \$4.20 each. Hose and Adapters, 80c.

FIRE AND HOSE GOODS

FIRE HOSE, RACKS, EXTINGUISHERS, ETC.—

No. 901—Antex Electric Light Extension Reel with 25 feet of Flexible Waterproof Cord, \$16.00.
 No. B1101—2½-gal. Badger's Chemical Extinguisher, \$20.00.
 No. B1107—Extra Hose with Nozzle, \$1.50.
 No. B1108—Hanger, .25.
 No. B1106—8-oz. Acid Bottles, .25.
 No. B1114—Universal Soda and Acid Recharge, .75.
 No. 0—Fire Gun Extinguisher, 1 qt., \$10.00.
 No. 1—Fire Gun Extinguisher, 1½ qt., \$12.00.
 No. 2—Fire Gun Extinguisher, 1½ qt., \$14.00.
 Universal Liquid for Recharging Fire Gun, per quart, \$1.75.
 No. B1118—2½-gal. Foamite Firepan Extinguisher, \$80.00.
 No. B1118—Pump Tank Extinguisher, 5-gal., \$15.00.
 No. M1201—1-pint Safety Gasoline Cans, \$3.00.
 No. M1204—1-quart Safety Gasoline Cans, \$3.85.
 No. M1202—2-quart Safety Gasoline Cans, \$4.65.
 No. M1205—1-gal. Safety Gasoline Cans, \$5.85.
 No. M1208—3-gal. Safety Gasoline Cans, \$8.60.
 No. M1206—5-gal. Safety Gasoline Cans, \$10.00.
 No. M1207—6-gal. Justrite Oily Waste Can, \$6.65.
 8-gal. Justrite Oily Waste Can, \$7.85.
 10-gal. Justrite Oily Waste Can, \$8.00.
 No. S502—Small First Aid Kit, \$7.50.

GAS WATER HEATERS

AUXILIARY TYPE— 500, 1½-inch, \$80.00.
 No. 1½, Lion, No. 25 Round, AUTOMATIC TYPE—
 Double Copper Coll., \$19.70.
 No. 2, Lion, No. 35 Round, Pressure Valve, Pittsburgh—
 Triple Copper Coll., \$43.50.
STORAGE TYPE—
 Pittsburgh or Round Multi-Thermostat Type Pittsburgh
 Coil Storage Heaters—
 No. Each
 30, 50.00
 50, 60.00
 100, 240.00
 200, 385.00
 300, 350.00
 500, 570.00
 Moment Valve Thermostats—
 No. Each
 30, ¼-inch, 40.00
 50, ¼-inch, 40.00
 100, ¼-inch, 65.00
 200, 1-inch, 70.00
 300, 1-inch, 70.00
 No. 40, Royal Auto., 78.15
 No. 40, ditto with Thermostat, 90.00
 Marvel, ditto, less Thermostat, 39.40
 No. 40, ditto, 47.50

LEAD GOODS

HALF AND HALF SOLDER—500 lb. lots, \$29.85; 100 lb. lots, \$30.70; Less, \$32.00.
EXTRA WIPING SOLDER—500 lb. lots, \$25.85; 100 lb. lots, \$26.70; Less, \$28.00.
 Wire Solder, Smooth, \$33.35.
CALKING LEAD—2000 lb. lots, \$8.40; 500 lb. lots, \$8.75; Less, \$9.10.
PIG LEAD—2000 lb. lots, \$8.10; 500 lb. lots, \$8.40; Less, \$8.75.
SHEET LEAD—Full Rolls, \$18.10; Cut Pieces, full width, \$13.40; Cut Pieces, odd sizes, \$14.40.
 ¼-inch Lead Tubing, \$16.25.
 Bar Tin, \$50.00.
 Block Tin Pipe, full reel and coils, \$50.70.
 Block Tin Pipe, cut pieces, \$68.70.
LEAD BENDS—4x5½x10, \$1.50 each; 4x5½x12, \$1.70; 4x5½x15, \$2.00; 4x5½x18, \$2.30; 4x5½x20, \$2.50. 4x10x10, \$1.95; 4x10x12, \$2.15; 4x10x15, \$2.45; 4x10x18, \$2.75; 4x10x20, \$2.90.
LEAD PIPE—¾-inch to 1½-inch, full reels and coils, \$11.75;

2, 3, 4-inch Lead Soil Pipe, full lengths, \$11.75; Other sizes 2½ to 5-inch, full lengths, \$12.40; Cut Pieces, all sizes, \$13.10.

Note—Add to lead pipe when full reels are taken \$2.70 per reel.

Wood reels when returned to American Smelters Securities Co., San Francisco, Cal., direct via prepaid freight will be credited at \$2.00 each net, no freight allowance, on receipt of prepaid B. L.

LEAD WASHERS—\$26.20 per 100 lbs.

LEAD WOOL—\$18.70 per 100 lbs.

TRAPS—Standard—1½ Short "P", 50c each; 1½ Long "P", 75c; 1½ Short "S", 75c; 1½ Long "S", \$1.05. 1½ Short "S", 60c; 1½ Long "S", 95c; 1½ Short "S", 90c; 1½ Long "S", \$1.35.

Extra Heavy—1½ Short "P", 80c each; 1½ Long "P", \$1.15; 1½ Short "S", \$1.10; 1½ Long "S", \$1.50. 1½ Short "S", 90c; 1½ Long "S", \$1.45; 1½ Short "S", \$1.25; 1½ Long "S", \$1.95.

COMBINATION BENDS AND FERRULES—4x5½x12, \$2.20 each; 4x5½x14, \$2.40; 4x5½x16, \$2.60.

COMBINATION FERRULES, LEAD AND IRON—4x4, 50c each; 4x6, 85c; 4x8, \$1.05; 4x10, \$1.25; 4x12, \$1.40; 4x14, \$1.60; 4x16, \$1.75.

Lead Traps and Bends not shown above—Barrel lots, plus 40 per cent; Less, 50 per cent.

Lead Drum, Traps, Comb, Lead and Iron Ferrules and Bends, and Soldering Nipples—Barrel lots, plus 40 per cent; Less, 50 per cent.

PIPE—	Wrought Steel		Wrought Iron		Standard
	Random	Blk. Gal.	Blk. Gal.	Thread	
¾	4.80	7.00	11.10	14.35	.16
1	4.95	7.40	11.10	14.35	.16
1½	4.95	7.40	11.10	14.35	.16
2	6.85	8.15	11.85	14.55	.16
2½	7.90	10.00	13.90	17.55	.16
3	11.15	14.80	19.95	25.35	.18
4	15.10	19.85	26.95	34.80	.22
5	18.00	23.15	32.20	40.95	.24
6	24.15	31.10	46.40	57.70	.30
8	39.95	51.15	74.00	87.15	.46
10	52.15	66.95	96.75	113.95	.60
12	67.20	84.90	116.85	148.15	.76
14	79.55	100.95	137.90	193.80	1.06
16	112.15	141.75	207.80	262.80	1.66
18	145.55	184.00	268.90	340.50	2.10
20	200.00	253.85	368.00	468.00	2.56
24	209.35	265.35	378.00	480.00	3.00
30	294.70	378.00	516.00	648.00	3.76
36	320.00	412.00	576.00	720.00	4.50
42	412.00	548.00	756.00	936.00	7.50

Cutting Charge—½ Standard Threading. All prices quoted per 100 feet.

Plugged and Reamed—2-in., \$40.00; 2½-in., \$65.95; 3-in., \$86.40.

PIPE FITTINGS

CAST IRON—BLACK—		¾	1	1½	2	3	4
Bends, Y	¾	.31	.48	.52	1.00	1.48	3.80
Bends, Rt. O.P.	¾	.40	.46	.84	1.25	3.84	9.88
Bends, Rt. CP	¾	.37	.31	.32	.62	.87	2.58
Bushings	¾	.05	.06	.08	.12	.18	.39
Crosses	¾	.34	.32	.41	.81	1.14	3.04
Elbows, 90 dg.	¾	.08	.09	.12	.16	.31	.43
Elbows, 45 dg.	¾	.09	.11	.15	.18	.37	.52
Elbows, Red.	¾	.09	.11	.14	.18	.35	.49
Plugs	¾	.08	.08	.04	.05	.09	.13
Tees	¾	.12	.14	.18	.23	.44	.68

MALLEABLE—BLACK—		¾	1	1½	2	3	4
Bends, Rt. O.P.	¾	.26	.32	.54	1.26	1.62	...
Bends, Rt. CP	¾	.21	.24	.46	.74	1.06	...
Caps	¾	.04	.06	.10	.12	.22	.36
Crosses	¾	.08	.14	.20	.28	.46	.58
Crosses, Red.	¾	.12	.22	.30	.54	.66	1.18
Couplings, WI	¾	.10	.12	.16	.24	.38	.50
Elbows, 90 dg.	¾	.06	.08	.10	.14	.28	.48
Elbows, Red.	¾	.10	.12	.16	.20	.34	.62
Elbows, 45 dg.	¾	.04	.06	.10	.14	.20	.32
Elbows, St.	¾	.04	.06	.10	.18	.32	.62
Locknuts	¾	.02	.02	.04	.10	.14	.26
Reducers	¾	.10	.06	.08	.12	.20	.24
Tees	¾	.06	.10	.12	.16	.38	.64
Tees, Red.	¾	.12	.16	.22	.32	.48	.84
Tees, 4-way	¾	.10	.18	.22	.40	.96	1.52

MALLEABLE—GALVANIZED—		¾	1	1½	2	3	4
Bends, Rt. O.P.	¾	.38	.48	.78	2.06	2.68	5.94
Bends, Rt. CP	¾	.34	.36	.66	1.18	1.88	...
Caps	¾	.06	.08	.14	.18	.36	.58
Crosses	¾	.10	.20	.30	.42	.66	1.04
Crosses, Red.	¾	.18	.32	.46	.80	1.14	1.90
Couplings, WI	¾	.14	.18	.24	.32	.58	.72
Elbows, 90 dg.	¾	.12	.14	.14	.24	.48	.80
Elbows, Red.	¾	.22	.14	.18	.26	.30	.58
Elbows, 45 dg.	¾	.06	.08	.12	.20	.30	.62
Elbows, St.	¾	.08	.10	.16	.28	.30	.54
Locknuts	¾	.04	.04	.08	.14	.20	.26
Reducers	¾	.14	.08	.12	.18	.28	.40
Tees	¾	.10	.16	.18	.28	.64	1.12
Tees, Red.	¾	.18	.20	.22	.34	.80	1.38
Tees, 4-Way	¾	.16	.26	.34	.60	1.34	2.24

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

NIPPLES—WROUGHT IRON—Per 100—Black—

	1/8	1/4	3/8	1/2	3/4	1	1 1/4	1 1/2	2	3	4
Cl. Sh....	8.42	4.28	4.80	6.40	10.40	14.40	88.40	72.88			
Long....	5.14	5.98	7.20	10.40	16.00	21.60	57.60	102.60			
4-in. Long	5.98	6.84									
5-in. Long	6.84	8.56	8.80	12.00	20.00	25.60					
6-in. Long	8.56	10.26	10.40	14.40	23.20	30.40	68.00				

NIPPLES—GALVANIZED—Per 100—

	1/8	1/4	3/8	1/2	3/4	1	1 1/4	1 1/2	2	3	4
Cl. Sh....	5.40	5.40	6.84	9.40	17.96	23.08	59.86	121.50			
Long....	9.90	9.90	11.98	16.24	29.92	40.18	94.08	168.80			
4-in. Lg....	10.80	11.70									
5-in. Lg....	13.50	14.40	15.40	20.52	33.84	44.46					
6-in. Lg....	15.80	16.20	17.96	23.94	39.84	52.16	111.16				

PIPE OUT TO ORDER

On Pipe cut to specified lengths, where the loss occasioned by cutting up stock lengths is assumed, a higher price is charged than for pipe in random lengths. This advance covers the pipe only, and there is an extra charge for cutting and threading as follows:

(1) Pipe cut to special lengths and threaded both ends, two threads are charged for each piece of pipe furnished, and no charge made for the cut.

(2) Where one end of the pipe is left blank, the charge is for one thread and one cut on each piece, the price of the cut being one-half of the threading list.

(3) Where both ends are left blank, a charge is made for all cuts and for the one thread necessary to make the remaining scrap salable. This applies to whatever the number of cut pieces may be.

(4) When pipe is made up to sketch, all couplings and d are charged for and all pipe is charged at cut length prices.

(5) When pipe of any size is furnished in exact lengths longer than one random length by coupling on a short piece, the cut price is charged for the entire length. All couplings furnished are charged for, but only two threads. This applies to whatever number of random lengths may be included in the run.

(6) A customer can make his own measurements, and to call for the exact lengths necessary to make up the run required, which will be charged at the cut price with two threads with additional charge for any extra couplings furnished.

(7) In the case of an order for specified amount of pipe, WHERE EXACT MEASUREMENTS ARE NOT ABSOLUTELY NECESSARY, the cut length price may be charged for the last piece furnished necessary to equal the amount called for after the random measurements have been ascertained.

(8) When pipe is furnished in random lengths by customer (he assuming the loss on the scrap), to be cut to order, the actual work done is charged for; that is, all cuts and all threads actually made. In such cases the scrap belonging to the customer, and no credit allowed for same.

(9) In charging cut pipe, no allowance is made for couplings or for threads already on the pipe.

(10) Where pipe in sizes to 2 feet inclusive is cut on roller cutter in pieces of 12 inches or less and not reamed or threaded, one cut is charged for each piece at one-quarter of the Threading list.

PLUMBERS' TOOLS

STOCKS AND DIES—Walworth Standard Stocks and Dies (Solid Die Type)—No. 0, complete, 1/4-inch to 1/2-inch, \$10.40 each; No. 1, 1/2-inch to 1-inch, \$13.65; No. 1 1/2, 1/2-inch to 1 1/4-inch, \$12.85; No. 1 1/4, \$12.85; No. 2, 1 1/4-inch to 2-inch, \$18.85; No. 3, 2 1/4-inch to 3-inch, \$45.50.

Extra Dies and Bushings—List plus 50 per cent. Miller's Reversible Ratchet Stocks and Dies—"B" complete, 1/4-inch to 1-inch, \$21.20 each; "C," 1-inch to 1 1/2-inch, \$24.05; "D," 1 1/2-inch to 2-inch, \$28.10.

Extra Dies, Bushings and Die Frames, List plus 30 per cent. All other Parts, List plus 40 per cent.

Armstrong Stocks and Dies—No. 1, 1/4 to 1/2-inch, \$10.80 each; No. 2, 1/2 to 1-inch, \$14.40; No. 2 1/2, 1/2 to 1 1/4-inch, \$16.80; No. 3, 1 to 2-inch, \$25.20.

Extra Dies—List plus 30 per cent. All other Repairs list plus 30 per cent.

Toledo Stocks and Dies—No. 00 complete, 1/2 to 3/4-inch, \$26.60 each; 3/4 to 1-inch, \$22.40; 1 to 1 1/4-inch, \$14.00.

Dies with Heads—1/8, 1/4 or 3/8-inch, \$4.20; 1/2 or 3/4-inch, \$4.90.

Extra Dies (4 segments), all sizes, \$2.80 each.

Ratchet only, \$4.20.

No. 0 complete, 1/2 to 3/4-inch, \$22.40. R. H. Dies, complete, 3 sets, \$9.00. L. H. Dies complete, 5 sets, \$15.00.

No. 1 complete, 1 to 2-inch, \$26.40.

1-A Ratchet complete, 1 to 2-inch, \$33.00. Dies complete (3 sets), 1 1/4, 1 1/2, \$6.75. Same, Single Set, 4 pieces, \$2.25.

2-inch Dies for No. 1 or 1-A, \$3.25.

No. 2 complete, 2 1/4 to 4-inch, \$110.00. Dies, complete, 4 sets, \$35.20. Dies, single sets, 5 pieces, \$8.50.

No. 3 complete, 4 1/2 to 6-inch, \$330.00. Dies, complete, 5 sets, \$66.00; Dies, single sets, 5 pieces, \$13.20.

No. 4 complete, 9, 10 and 12-inch, \$550.00. Dies complete 3 sets, \$66.00. Dies, single set, 5 pieces, \$22.00.

No. 10 complete, 1 to 2-inch, \$36.40. R. H. Dies complete, 4 pieces, \$5.52. L. H. same, \$5.52.

No. 10-A Ratchet, complete, 1 to 2-inch, \$44.20.

No. 25, complete, 3 1/2 to 6-inch, \$253.04. Dies, complete, 4 pieces, \$8.80. All other repairs, list plus 30 per cent.

Toledo Power Drive, D. C. or A. C. Motor, \$660.00 each. Beaver Stocks and Dies—No. 3 Ratchet, complete, 1/2 to

1-inch, \$43.20 each. Extra Die Heads and Chasers, 1/2-inch, \$5.40. Same, 1/4 or 3/8-inch, \$6.80; 1-inch, \$7.20. Extra Chasers, any size (4), \$4.50.

No. 6 Beaverette, complete, 1/2 to 3/4-inch, \$24.00. Extra Dies, per set, \$4.50.

No. 25, complete, 1 to 2-inch, \$39.00; Extra Dies per set, \$5.75.

No. 26 Ratchet, complete, 1 to 2-inch, \$45.50.

No. 41, complete, 2 1/2 to 4-inch, \$118.00. Extra Dies per set, \$18.50.

No. 61, complete, 2 1/2 to 6-inch, \$264.00. Extra Dies, per set, \$28.00. Other Repair Parts, List plus 50 per cent.

WRENCHES—Warnock Brass Pipe Wrenches—12-inch, 1/2 to 2-inch, \$5.00 each; 18-inch, 1 to 5-inch, \$10.00. Extra Straps—12-inch, \$1.00; 18-inch, \$2.00. Basin Wrench, \$2.30; Spud Wrench for Radiator Nipples, \$3.00.

Vulcan Bijaw Pipe Wrenches—No. 30 or 10, 1/2 to 3/4-inch, \$3.50 each; No. 31 or 11, 1/2 to 1 1/4-inch, \$4.90; No. 32 or 12, 1/2 to 2 1/4-inch, \$7.00; No. 33 or 13, 3/4 to 4-inch, \$9.80; No. 33 1/2 or 13, 1 to 6-inch, \$12.60; No. 34 or 14, 1 1/2 to 8-inch, \$15.40; No. 35 or 15, 2 to 12-inch, \$25.20. Extra Parts, List plus 70 per cent.

Agrippa Chain Wrenches—No. 21, 1/2 to 1 1/4-inch, \$6.50 each; No. 22, 1/2 to 2 1/4-inch, \$9.80; No. 23, 3/4 to 4-inch, \$18.00; No. 23 1/2, 1 to 6-inch, \$16.75; No. 24, 1 1/2 to 8-inch, \$20.50; No. 25, 2 to 12-inch, \$33.50. Extra Parts, List plus 100 per cent.

Walworth Bostong Wrenches—No. 0, 1 to 4-inch, \$18.00 each; No. 1, 2 to 6-inch, \$32.00; No. 2, 2 1/4 to 10-inch, \$64.00; No. 3, 3 to 14-inch, \$120.00.

Walworth Reversible Bostong Wrenches—No. 2, 1/2 to 3-inch, \$11.90.

PIPE CUTTERS—Barnes Three Wheel Type—No. 1, 1/2 to 1-inch, \$4.50 each; No. 2, 1/2 to 2-inch, \$6.00; No. 3, 1 1/2 to 3-inch, \$10.00; No. 4, 2 1/2 to 4-inch, \$20.00; No. 5, 4 to 6-inch, \$30.00; No. 6, 6 to 8-inch, \$40.00. Extra Parts, List plus 20 per cent.

Knurled Wheels—No. 1, 70c each; No. 2, 84c; No. 3, \$1.12; No. 4, \$1.40; No. 5, \$1.54.

Saunders Roller Type—No. 1, 1/2 to 1-inch, \$3.90 each; No. 2, 1 to 2-inch, \$5.96; No. 3, 2 to 3-inch, \$14.80; No. 4, 2 1/2 to 4-inch, \$23.40; No. 5, 4 to 6-inch, \$6.40. Extra Parts, List plus 40 per cent.

Knurled Wheels—No. 1, 70c each; No. 2, 84c; No. 3, \$1.12.

Trim—No. 1, 1/2 to 1 1/4-inch, \$4.95 each; No. 2, 1/2 to 2-inch, \$6.60; No. 3, 1 1/4 to 3-inch, \$11.00. Extra Parts, List plus 20 per cent.

Beaver Square End—No. 1, 1/2 to 1-inch, \$27.00 each; No. 5, 1/2 to 2-inch, \$30.00; No. 10, 2 1/4 to 4-inch, \$120.00.

Extra Knives, per set—No. 1, \$1.80 each; No. 5, \$2.24; No. 10, \$3.74.

Toledo—No. 250, 2 1/2 to 6-inch, \$168.00 each. Extra Blades (Set of 4), \$1.76.

MISCELLANEOUS CUTTERS—Chesterston or Fletcher Gauge Glass Cutter, A5908, \$4.00 each.

Gasket Cutter, \$1.80.

PIPE TAPS AND REAMERS—R. H. A4201—1/2 to 1-inch, List less 20 per cent; 1 1/4 to 2-inch, List less 10 per cent; 2 1/2 to 3-inch, List plus 40 per cent; 3 1/2 to 4-inch, List plus 70 per cent.

L. H. A4201 and Reamers A4202—1/2 to 1-inch, List plus 10 per cent; 1 1/4 to 2-inch, List plus 32 per cent; 2 1/2 to 3-inch, List plus 70 per cent; 3 1/2 to 4-inch, List plus 110 per cent.

Combined Drill and Tap—A4203, 1/2 to 4-inch, List plus 10 per cent.

Mueller Ratchet Reamer—ER E4850, 1/2 to 1 1/4-in., \$13.48 each; E4851, 3/4 to 3-inch, \$18.16.

Reed No. 6 Bit Brace Taper Burring Reamer—1/2 to 3-inch, \$19.20 each.

TORCHES AND FIRE POTS, O. & L.—No. 81 Torch, 1 qt., \$14.60 each; No. 82, 1 qt., \$15.36; No. 87, 1 pt., \$18.00.

No. 88, 1 pt., \$17.66; No. 108, 1 qt., \$14.60.

No. 1 Firepot, 7 pts., \$26.12 each; No. 5, 5 pts., \$23.82; No. 10, 1 gal., \$14.40; No. 20, 1 gal. with Pump, \$15.94; No. 21, 1 gal., \$20.86. Parts, List less 4 per cent.

RANGE BOILERS

Standard Galvanized Vertical Pattern, High or Low Top—

Each. No. 30, 12x60 14.70

40, 14x60 19.35

52, 16x60 37.85

66, 18x60 68.70

82, 20x60 82.00

100, 22x60 112.00

Double Extra Heavy, Vertical, six-year guarantee—

Each. No. 30, 12x60 20.00

No. 40, 14x60 26.70

Graves 800-lb. W. P. 6-year guarantee Boiler, coated with heat proof blue enamel—

Each. No. 30, 12x60 47.50

40, 14x60 57.85

Standard Galvanized Horizontal—

Each. No. 30, 12x60 13.20

40, 14x60 18.00

52, 16x60 30.80

66, 18x60 52.80

PLUMBING GOODS—RETAIL SELLING PRICES—Continued.

Range Boilers—Continued.	
Extra Heavy, Horizontal or Vertical, with 1-inch Steam Coil—	
30, 12x60	43.35
40, 14x80	50.70
52, 16x60	76.70
66, 18x60	110.00
82, 20x60	133.35
100, 22x60	166.70
Boiler Stands—	
Hawks Universal	2.70
Sanders Adjustable	2.15
Foster	2.15
SINKS AND FOUNTAINS	
WASH SINKS—(Less Bibbs and Trap)—F910, P6450—3-ft., \$64.50; 4-ft., \$82.20; 5-ft., \$100.00; 6-ft., \$135.50.	
P6495, Enameled inside, less Supply Pipe and Bibbs—48x24-in., \$40.00; 60x24-in., \$60.00; 72x24-in., \$73.35.	
P6496, Enameled inside, less Supply Pipe and Bibbs—42x24-in., \$60.00; 5x20-in., \$76.00; 5x24-in., \$85.35; 6x20-in., \$96.70; 6x24-in., \$112.70.	
DOUBLE WASH SINK COCKS—H1645, P6500, \$7.35; P6501, \$8.00; H1640, P6502, \$8.85; H1685, P6503, \$10.00; P6504, \$10.00.	
CHICAGO FAUCET DRINKING FOUNTAINS—B7000, Wall Fountain with Trays, \$19.10; B7500, Self Closing Sink Bubbler, \$7.35; B7600, Self Closing Sink Bubbler, \$5.55; B7800, Self Closing Swinging Sink Bubbler, \$12.00; B8000, Self Closing Swinging Basin Bubbler, \$9.20; B8100, Self Closing Basin Bubbler, \$7.35; B8200, Self Closing Basin Bubbler, \$14.70; B8300, Self Closing Swinging Basin Bubbler, \$13.40; B8700, Nozzle $\frac{1}{2}$ -in. I. P., \$1.50.	
GLAUBER DRINKING FOUNTAINS—H503A, \$8.55; H504E, \$7.80; H510A, \$9.10; H510B, \$9.10.	
MUELLER DRINKING FOUNTAINS—E3728, \$8.70; E3729, \$10.65.	
RUBBER MATS—P6990, for Interchangeable Drain Board—18x18-in., \$3.50; 18x24-in., \$4.50; 20x18-in., \$3.70; 20x24-in., \$4.70; 22x18-in., \$4.00; 22x24-in., \$5.85.	
P6991, P6706-7, P6715-16, P6720-21—20x24-in., \$3.70; 20x30-in., \$4.35; 22x36-in., \$5.35.	
P6710—20x30-in., \$4.35; 22x32-in., \$4.70; 22x36-in., \$4.70.	
P6780-31, P6280-31—30x30-in., \$4.35; 22x36-in., \$5.35.	
P6814—22x26-in., \$4.00.	
P6815-16—20x24-in., \$3.70; 20x30-in., \$4.35; 22x30-in., \$4.50; 22x36-in., \$5.35.	
P6817-18, P6822-23, P6826-27—20x30-in., \$3.50.	
ADJUSTABLE SINK LEGS—P6992—Type "A"—Painted, \$2.65 each; enameled, \$4.00.	
Type "B"—Painted, \$3.50 each; Enameled, \$5.35.	
The Adjustable Sink Legs have an adjustment of 6 inches, making it possible to set the Sink at any height ranging from 30 to 36 inches from floor to top of rim.	
SINK BACKS—K1170, C730, P7010—20-in., \$5.00; 24-in., \$6.35; 30-in., \$6.70; 36-in., \$10.35; 40-in., \$12.35; 42-in., \$12.70; 48-in., \$16.35.	
END PIECES—K1182, P7012—18-in., \$5.70; 20-in., \$6.20; 22-in., \$6.90.	
FLAT RIM SINKS—K1160, C725, P7020, with Nickel Plated Duplex Strainer—12x18-in., \$7.75; 14x20-in., \$8.35; 16x24-in., \$9.35; 18x24-in., \$9.80; 18x30-in., \$9.80; 18x36-in., \$14.40; 20x24-in., \$9.35; 20x30-in., \$9.35; 20x36-in., \$15.70; 22x36-in., \$16.35; 20x40-in., \$20.00; 24x48-in., \$26.70.	
STEEL SINKS—New Era Galvanized—16x24-in., \$5.30; 18x30-in., \$6.90; 18x36-in., \$7.80; 20x30-in., \$7.80; 20x36-in., \$9.30; 20x40-in., \$10.70.	
New Era, Painted—16x24-in., \$4.40; 18x30-in., \$5.60; 18x36-in., \$6.70; 20x30-in., \$6.40; 20x36-in., \$8.00; 20x40-in., \$9.35.	
GREASE TRAPS—No. 27 Wade—5-gal., 10x12-in., \$58.40; 10-gal., 12 $\frac{1}{2}$ x14-in., \$93.40.	
SLOP SINKS—(Less Fittings)—K1200, C750, P7200—16x20-in., \$36.00; 18x22-in., \$42.00; 20x22-in., \$44.00; 20x24-in., \$46.70.	
K1212, P7235—16x20-in., \$34.00; 18x22-in., \$40.00; 20x22-in., \$42.00; 20x24-in., \$44.70.	
K1230, C670, P7274—Enameled inside, with 2-in. outlet and N. P. Duplex Strainer—16x16x10-in., \$16.00; 16x16x12-in., \$12.40; 20x14x12-in., \$12.40; 20x16x12-in., \$13.35; 22x20x12-in., \$17.00; 24x18x12-in., \$15.70; 21x20x12-in., \$17.70; 30x20x12-in., \$26.70; 36x20x12-in., \$31.70.	
SLOP SINK TRAPS—P7280 to P7298—Enameled inside, \$12.00; Enameled all over, \$16.00.	
SEWER PIPE	
VITRIFIED SEWER PIPE—3-inch, 22c per foot; 4-inch, 27c; 6-inch, 38c; 8-inch, 52c; 10-inch, 75c.	
BRANCHES AND CURVES—3-inch, 85c each; 4-inch, \$1.10; 6-inch, \$1.50; 8-inch, \$2.15; 10-inch, \$3.00.	
TRAPS—3-inch, \$2.15 each; 4-inch, \$2.70; 6-inch, \$3.75; 8-inch, \$6.40; 10-inch, \$8.95.	
TRAYS AND ENAMELED URINALS	
LAUNDRY TRAYS—Less Fittings—K1248, P7300, \$102.70.	
For additional hardwood Wringer Holder between sections, add \$4.00.	
K1250, P7320—1-Section, \$62.70; 2-Section, \$118.40; 3-Section, \$164.00.	
P7339—1-Section, \$56.70; 2-Section, \$102.70; 3-Section, \$153.40. Without Wringer Holders, deduct \$4.00 each.	
K1268, C830, P7350—1-Section, \$29.40; 2-Section, \$58.70; 3-Section, \$88.00.	
For Wood Covers, each section, add \$6.70.	
For N. P. Union Strips, add \$2.40 each.	
For N. P. Union Strips with hardwood Wringer Holders, add \$5.00 each.	
K1276, C830, P7380—1-Section, \$25.00; 2-Section, \$50.00; 3-Section, \$83.40.	
For N. P. Union Strips with hardwood Wringer Holders, add \$3.70 each.	
SINK AND TRAY COMBINATIONS—Less Fittings—	
P7425 and P7426, \$90.00.	
For Combination Drain Board and Tray Cover add \$10.70 each.	
URINALS—K1479, C960, P9960—Enameled Inside Urinal with Concealed Wall Hangers, Brass Bee Hive Strainer, Tank with Automatic Fittings, Flush Pipe, Tee and Brass Washdown Pipe, less Trap—2-ft., \$66.70; 2 $\frac{1}{2}$ -ft., \$78.40; 3-ft., \$78.70; 3 $\frac{1}{2}$ -ft., \$83.50; 4-ft., \$90.00; 5-ft., \$106.70; 6-ft., \$123.50.	
P9965—Add to List Price of P9960 Urinal the List Price for Polished Brass Perforated Washdown Pipe fitted along back, ends and front. The length given refers to length of P9960 Urinal desired—2-ft., \$13.40; 2 $\frac{1}{2}$ -ft., \$14.70; 3-ft., \$15.40; 3 $\frac{1}{2}$ -ft., \$16.00; 4-ft., \$16.70; 5-ft., \$18.00; 6-ft., \$19.40.	
P7460 and 7465—1 Tray, \$106.70; 2 Trays, \$180.00.	
For Combination Drain Board and Tray Cover add \$10.70 each.	
P7480 and P7485, Sink and One Laundry Tray—20x24-in., \$57.40; 20x30-in., \$60.00; 20x36-in., \$63.40.	
P7480 and P7485, Sink and Two Laundry Trays—20x24-in., \$90.00; 20x30-in., \$100.00; 20x36-in., \$106.90.	
ENAMELED IRON CLOSETS—P9050, Delecto Bowl—Enameled inside, \$36.70; Enameled all over, \$40.00.	
P9055, Arno Bowl—Enameled inside, \$30.00; Enameled all over, \$33.35. For Local Vent, add \$3.35.	

BUSINESS OPPORTUNITIES

Announcements in this department will be inserted at the rate of five cents a word, including address, with a minimum charge of \$1.00; payable in advance. Copy should reach this office not later than the tenth of the month to secure insertion the following issue.

REPRESENTATION WANTED

Manufacturer's Agent, covering Southern California, calling on the Hardware, Household, Variety and Electrical trade, would like to represent another firm in this territory on a commission basis. Address Box 614, care **HARDWARE WORLD**.

FOR SALE

To close an estate the **BEST HARDWARE BUSINESS IN ARIZONA'S FAMOUS SALT RIVER VALLEY** is now for sale. Good clean stock, Warren shelving and fixtures, together with location and lease that cannot be improved upon. This is your opportunity to get a going business in ARIZONA, the land of perpetual summer and sunshine. Address Box 1384, Phoenix, Arizona.

FOR SALE

Partnership or full interest in Hardware business established 50 years. Northern Illinois, 60 miles west Chicago. Address Box 248, care **Hardware World**.

SEND FOR BOOKLET

RADIATOR REPAIR MEN send for free information booklet on the Construction and Repair of Auto Radiators, by E. E. Zideck, Radiator Specialist. This offer is for limited time only. Address A. T. Freer, 327 West Main St., Ottumwa, Iowa.

TO BUY

Want to hear from owner of good hardware store for sale. State cash price and description. D. F. Bush, Minneapolis, Minn.

WHY EXPERIMENT!

When by our plan you can make your store alive with selling, and at the same time profitable in cash and good will for the future. Let us prove to you, what so many others know, that our plan has solid merit. Address The "French Sales Co." (Originators of the "Community Club Sales Plan"), P. O. Box 917, Portland, Oregon.

WANTED

Good live salesman for Central and Western territory, thoroughly conversant with stove and furniture business, by a manufacturer making a trade mark line of long standing. Past records must show progressiveness; also sales producing ability. Address Box 1863, care **HARDWARE WORLD**.

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RETAIL SELLING PRICES—Continued.

L. & G.—ROYAL ENAMEL WARE

0 Biggins, Coffee	40	.35	Ladles, Deep	34	.50	Plates, Deep Pie	39	.25
00	.80		100	.35		39	.25	
00	1.00		120	.30		40	.30	
020	1.25		111	.30		Plates, Shallow Pie	27	.25
080	1.45					30	.40	
Boilers, Coffee	10	.45	Measures	02	.30	Plates, Dinner	20	.40
60	1.15		04	.55		Pots, Fireless Cooker	1450	1.90
80	1.50		06	.95		1850	2.75	
100	2.50		11 Graduated	.65		Pots, Coffee	2 1/4	.50
Boilers, Rice	10	.85	Pails, Chamber	2	1.50	5	.60	
14	1.00		40	2.00		25	.75	
18	1.25		Pails, Water	110	1.15	45	.95	
22	1.65		114	1.60		Pots, Tea	00	.50
26	2.25		Pans, Bed	1	3.00	0	.65	
Bowls, Wash	26	.40	Pans, Douche	2	2.40	20	.80	
30	.50		Pans, Bread	11	.40	011	.60	
34	.65		18	.55		101	.90	
Buckets, Covered	21	.40	Pans, Oake	9	.35	102	1.00	
21	.60		10, 69, 70	.40		Pots, Straight Sauce	018	.95
26	.90		200	.45		022	1.25	
28	1.15		Pans, Corn Oake	706	.60	026	1.85	
32	1.75		709	.80		080	2.85	
150	.50		712	1.05		Pots, Soup Stock	318	9.75
350	.70		Pans, Muffin	406	.60	386	13.75	
450	.80		412	1.00		218	7.50	
650	1.00		Pans, Deep Pudding	50	.65	236	11.25	
850	1.45		150	.40		Roasters	150	2.90
1050	1.65		300	.50		180	3.50	
1250	1.95		500	.60		Skimmers, Flat	12	.35
Buckets, Dinner	110	2.00	800	.80		Spoons, Basting	10	.20
112	2.85		1000	.90		14	.25	
118	2.75		Pans, Dish	15	1.35	18	.35	
502	1.65		80	1.10		Steamers	7	1.50
508	1.85		140	1.50		8	1.75	
Chambers	1	.50	210	2.00		Steepers, Tea	8	.70
2	.75		300	2.90		Tubs, Oval Foot	0	1.50
3	1.00		400	4.40		2	2.00	
Chamber Covers	10	.25	Pans, Rinsing	08	1.05	4	3.25	
20	.35		014	1.85		14	.25	
30	.40		017	1.60				
Colanders	1	.65	Pans, Lipped Fry	30	.80			
3	.95		32	.40				
104	.50							
306	.70							
Cups	3 Mug	.35						
6	.85							
8	.20							
9, 10, 11, 25	.25							

ALUMINUM WARE, PRESSED—Continued.

10 1/2 inch	2.75	Pans, Convex Sauce—	1 quart	.65
Pans, Milk—		3 quart	1.25	
6 quart	1.40	6 quart	1.85	
Pans, Pie—		Pots, Fireless Cooker—	4 quart	1.85
9 1/2 inch	.40	6 quart	1.60	
Pans, Pudding—		8 quart	2.00	
1 quart	.45			
2 quart	.60			
4 quart	.90			
ANCHORS—Screws per 100, 3-16, \$4.15; 1/2, \$6.35.				
Seeco, 3-16x1/4 in. 1/2 in. 1 in., \$5.00 per hundred list;				
1/2 x 1/2 in. 1/2 in. 1 in., \$5.60 per hundred net.				
ANVILS—Vulcan No. 2, 20-lb., \$7.50; No. 3, 30-lb., \$8.50; No.				
4, 40-lb., \$10.00; No. 5, 50-lb., \$11.50; No. 6, 60-lb., \$13.00;				
No. 7, 70-lb., \$14.50; No. 8, 80-lb., \$10.50.				
Columbian—60 to 425 lbs., 32c per lb.; 70 to 79 lbs., 32 1/4 c				
lb.; 60 to 69 lbs., 33c lb.; 50 to 59 lbs., 34c lb. With Clip				
Horn, 2c per lb. extra.				
ANTIMONY—Slab, 25c lb.				
APKONS—Carpenters—California Leg, \$2.25; No. 13 Long				
Brown, \$1.75; No. 2 Short Brown, 75c.				
AUGERS—Carpenters Nut—1/2 in., \$1.00; 3/4 in., \$1.00; 1 in.,				
\$1.15; 1 1/4 in., \$1.35; 1 in., \$1.60; 1 1/4 in., \$2.00; 1 1/2 in.,				
\$2.75; 1 3/4 in., \$3.00; 2 in., \$3.50; 2 1/4 in., \$6.25; 3 in.,				
\$10.50.				
AUGERS—Carpenters' Nut—				
Snell's Ship—				
Size	1/2	3/4	1	1 1/4
Each	\$1.15	\$1.15	\$1.50	\$2.35
Size	1 1/4	1 1/2	2	2 1/4
Each	\$3.00	\$3.40	\$3.85	\$6.75
16ths	8-10	11-12	13	14
With Screw	\$1.85	\$1.45	\$1.65	\$1.85
No Screw	1.60	1.75	1.95	2.15
16ths	17	18	20	21
With Screw	\$1.90	\$1.95	\$2.15	\$2.00
No Screw	2.35	2.40	2.55	2.95
16ths	23	24	25	26
With Screw	\$2.25	\$2.30	\$3.65	\$4.40
No Screw	3.75	3.85	4.40	5.15
16ths	29	30	31	32
With Screw	\$5.10	\$5.15	\$6.00	\$6.10
No Screw	6.10	6.15	7.25	7.35

AUGERS—Post Hole—Iwan, 6-inch, \$3.00 each; 7-inch, \$3.25; 8-inch, \$3.25. Vaughan's, 4 to 8-inch, \$2.50.

ASBESTOS—

Mill board, 20c lb.; cut, 80c lb.
Paper, 20c lb.; cut, 25c lb.
Wicking, 1/2-lb. balls, 85c each.
Wicking, 1-lb. lots, 75c.
Cement, per sack, \$7.50; per lb. 9c.

AXES—Plumbers' Hunter's handled, 12 oz., \$1.50; 1 lb., \$1.65; 1 1/2 lb., \$1.75.

Boy Scout—Handled with sheath, \$2.25; without sheath, \$2.00; sheaths, 85c.
Double Bit—Handled, \$3.75; unhandled, \$2.75.
Single Bit—Handled warranted, \$3.00; second grade, \$2.75; unhandled, \$2.00.
Marble's Pocket—No. 2, \$3.25; No. 3, \$3.50; No. 5, \$2.00; No. 6, \$2.25.

BAGS—WATER—

	Closed Top—	Sanitary Top—
1-gal.	1.25	1.40
2-gal.	1.75	1.85
3-gal.	2.65	2.85
5-gal.	3.50	3.75

BABBITT—Frictionless, 45c lb.; Magnolia, 45c lb.; No. 4, 9c lb.; No. 3, 12c lb.; No. B, 20c lb.; No. A (genuine), 70c lb.; XXXX Nicked, 75c lb.

BARS, CROW—Pinch Point, Wedge or Lining, 14c lb. Claw, 25-lb., 17c lb.; 30-lb., 15c lb. Ripping or Wrecking, 1/2 x 12-in., 25c each; 1/2 x 20-in., 40c; 1/2 x 24-in., 45c; 1/2 x 30-in., 65c.

BATTERIES—Dry Cell—Columbia, Ever Ready, Red Seal, Red Devil or Red Label, etc., Nos. 6 and 6S, 50c each. Hotshot Multiple, 4 cell, \$2.75; 5 cell, \$3.00; 6 cell, \$3.50. See also Sparkers.

BEDS—AUTO—B-1 Red Seal Auto Bed, \$28.45; C-5 Red Seal Bed, Tent and Dust Bags, \$50.00.

BELLS—Alarm—House, 85c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, \$1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, \$1.35 each; 6-inch, \$2.00; 7-inch, \$2.75; 8-inch, \$4.00; 10-inch, \$6.50.

RETAIL SELLING PRICES—Continued.

BELLS—Continued—

12-inch, \$10.50; Rotary Door, No. 163, \$1.25; No. 3241, \$1.00.

BELLS—Farm—(100 lb.), \$16.00.

BELLS—Cow—No. 0, \$1.25 each; 1, \$1.00; 2, 80c; 3, 60c; 4, 55c; 5, 50c; 6, 40c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in., Nonpareil, \$1.00.

BELL STRAPS—

Cow—1½ lb., \$1.00; 1½ lb., \$1.25; 1½ lb., \$1.35.

BEVELS—Sliding T—No. 18, 6-in., \$1.00; 8-in., \$1.25; 10-in., \$1.35. No. 25; 6-in., 70c; 8-in., 75c; 10-in., 80c; 12-in., 90c. No. 1—Odd Jobs, \$1.10.

BIBBS—Compression—(See also Plumbing Prices)—

	½-in.	¾-in.	1-in.	1½-in.
Plain—Rough brass	.85	1.15	1.50	2.25
Finished brass	1.10	1.35	1.75	3.25
Nickel plated	1.25	1.50	2.00	3.50
Hose—Rough brass	1.00	1.25	1.50	2.00
Finished brass	1.25	1.50	2.00	3.50
Nickel plated	1.40	1.75	2.25	3.75

BITS—Auger—

16ths	Jen's Pat'n	R. J.	Irwin	Jen. Car	Wood
3.....	.40	.75	.40	1.20	.25
4.....	.40	.65	.40	1.20	.25
5.....	.40	.65	.40	1.20	.25
6.....	.40	.65	.40	1.20	.80
7.....	.40	.65	.40	1.05	.85
8.....	.40	.65	.45	1.20	.40
9.....	.40	.75	.50	1.35	.45
10.....	.40	.75	.55	1.45	.45
11.....	.45	.90	.65	1.60	.50
12.....	.45	.90	.65	1.75	.50
13.....	.55	1.05	.75	1.85	.55
14.....	.55	1.05	.75	2.00	.60
15.....	.65	1.20	.85	2.15	.65
16.....	.65	1.20	.85	2.35	.70
17.....	1.50	1.00	1.00	.....	.75
18.....	.75	1.50	1.00	.....	.85
20.....	.90	1.60	1.10	.....	.90
22.....	1.70	1.25	.....	.....	.95
24.....	1.80	1.35	.....	.....	1.25

Bits in Sets—Common, 6 bits, \$8.25; 8 bits, \$4.00; 13 bits, \$6.50. R. J., 13 bits, \$11.00. Irwin, 13 bits, \$8.50; 8 bits, \$5.00.

Ship Auger Car Bits same prices as Ship Augers. Expansive—Clarks' small, \$2.00; large, \$2.75; Steers, small, \$3.00; large, \$4.00.

Expansive Bit Outlets—Clark's No. 1, 35c; No. 2, 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 65c; No. 2, 65c; No. 3, 70c; No. 4, 75c.

BIT HOLDERS—Extension—

12	15	18	21	24	27
Millers Falls, No. 3—	2.00	2.15	2.25	2.35	2.50
Stanley, No. 1—	1.75	1.85	1.95	2.05	2.15
Millers Falls, No. 5—	1.75	1.85	1.95	2.05	2.15
Stanley, No. 1—	1.75	1.85	1.95	2.05	2.15

BLOCKS—Tackle—

Wood—	8-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed..	.75	.90	1.00	1.20	2.00	3.30
Double, Plain Bushed..	1.85	1.65	1.85	2.15	3.50	5.50
Single Roller Bushed..	1.20	1.25	1.85	1.60	2.75	4.35
Double Roller Bushed..	2.15	2.40	2.65	3.10	5.10	7.50
Triple Roller Bushed..	3.50	3.75	4.75	7.50	10.50	15.00
Snatch Roller Bushed..	.....	.....	4.75	6.75	10.00	.....
Steel—	8-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed..	.70	.85	.90	1.15	1.80	3.00
Double, Plain Bushed..	1.85	1.65	1.80	2.00	3.15	5.00
Triple, Plain Bushed..	1.80	2.15	2.25	3.00	4.65	6.90
Single Roller Bushed..	1.65	.....	2.35	5.50	8.75	.....
Double Roller Bushed..	3.80	.....	4.10	10.00	15.00	.....
Triple Roller Bushed..	4.65	.....	5.75	14.25	20.00	.....
Snatch, Plain Bushed..	.....	.....	4.10	6.00	8.75	.....
Snatch, Roller Bushed..	.....	.....	7.00	9.75	15.25	.....

BLOWERS—

No. 400 Champion, without Tyre Irons, \$40.00; No. 400

Champion, complete, \$42.50.

No. 40 Lancaster, complete, \$31.50.

Royal H, without Tyre Irons, \$46.00; complete, \$48.50.

No. 200 Buffalo, complete—12-in., \$44.00; 14-in., \$50.00.

No. 700 Climax—12-in., complete, \$28.00.

BOARDS, IRONING—Rid-Jid, with Table, no Sleeve—No. 1, \$5.25; No. 3, \$5.00.

Stanwell—No. 1, \$2.25; No. 2, \$2.00.

Without Table (skirt boards)—4-foot, \$1.00 each; 5-foot, \$1.50; 5½-foot, \$1.75; 6-foot, \$2.00.

BOARDS, WASH—(See Washboards).

BOLTS—Common Carriage—

	3-16 & 1/4"	5-16"	3/8"	7-16"	1"
	10 100	10 100	10 100	10 100	10 100
1 1/2	.15 .85	.15 1.15	.20 1.55	.25 2.00	.35 2.90
2	.15 .85	.15 1.25	.25 1.70	.25 2.15	.35 2.90
2 1/2	.15 1.00	.20 1.35	.25 1.85	.30 2.35	.35 2.90
3	.15 1.10	.20 1.45	.25 2.00	.30 2.55	.40 3.20
3 1/2	.15 1.15	.20 1.55	.25 2.05	.35 2.70	.45 3.45
4	.15 1.25	.20 1.65	.30 2.25	.35 2.90	.45 3.70
4 1/2	.20 1.35	.25 1.75	.30 2.35	.40 3.05	.50 3.95
5	.20 1.40	.25 1.85	.30 2.50	.40 3.25	.55 4.20
5 1/2	.20 1.50	.25 1.95	.35 2.65	.45 3.45	.55 4.45
6	.20 1.55	.25 2.05	.35 2.75	.45 3.60	.60 4.70
6 1/2	.25 1.80	.30 2.35	.40 3.15	.50 3.80	.65 4.95
7	.25 1.90	.30 2.45	.40 3.30	.50 3.95	.65 5.25
8	.30 2.10	.35 2.65	.45 3.60	.55 4.35	.70 5.70
9	.....	.35 2.90	.50 3.90	.60 4.70	.80 6.20
10	.....	.40 3.10	.55 4.20	.65 5.05	.85 6.70
11	.....	.....	.65 4.45	.70 5.40	.90 7.20
12	.....	.....	.60 4.75	.75 5.75	1.00 7.75
14	.....	.....	.....	.....	1.10 8.75
16	.....	.....	.....	.....	1.20 9.75
18	.....	.....	.....	.....	1.30 10.75
20	.....	.....	.....	.....	1.50 11.75

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove—

	¾, 5-32"	3-16"	¾"	5-16"	1"
1	.10	.45	.10	.45	.10
1½	.10	.45	.10	.45	.10
2	.10	.45	.10	.45	.10
2½	.10	.45	.10	.45	.10
3	.10	.45	.10	.45	.10
3½	.10	.45	.10	.45	.10
4	.10	.45	.10	.45	.10
4½	.10	.45	.10	.45	.10
5	.10	.45	.10	.45	.10
5½	.10	.45	.10	.45	.10
6	.10	.45	.10	.45	.10
6½	.10	.45	.10	.45	.10
7	.10	.45	.10	.45	.10
7½	.10	.45	.10	.45	.10
8	.10	.45	.10	.45	.10
8½	.10	.45	.10	.45	.10
9	.10	.45	.10	.45	.10
9½	.10	.45	.10	.45	.10
10	.10	.45	.10	.45	.10
10½	.10	.45	.10	.45	.10
11	.10	.45	.10	.45	.10
11½	.10	.45	.10	.45	.10
12	.10	.45	.10	.45	.10

BOLTS—Machine, Square Head and Nut—

	¾"	5-16"	¾"	7-16"
1-1½ ..	.15 1.15	.15 1.85	.20 1.65	.25 2.10
1 .....	.15 1.20	.15 1.45	.20 1.70	.25 2.25
2 .....	.15 1.25	.20 1.50	.20 1.85	.30 2.40
2½ .....	.15 1.85	.20 1.60	.25 1.95	.30 2.55
3 .....	.20 1.40	.20 1.70	.25 2.05	.35 2.70
4 .....	.20 1.45	.20 1.75	.25 2.15	.35 2.85
4½ .....	.20 1.65	.25 2.05	.30 2.60	.35 3.00
5 .....	.20 1.70	.25 2.15	.30 2.65	.35 3.15
5½ .....	.20 1.75	.25 2.20	.35 2.80	.40 3.30
6 .....	.25 1.85	.30 2.30	.35 2.85	.40 3.45
6½ .....	.25 1.90	.30 2.40	.35 3.00	.45 3.60
7 .....	.25 1.95	.30 2.50	.35 3.10	.45 3.75
8 .....	.25 2.05	.35 2.70	.40 3.40	.50 4.05
9 .....	.25 2.20	.35 2.85	.45 3.60	.50 4.35
10 .....	.30 2.30	.35 3.05	.45 3.85	.55 4.65
11 .....	.30 2.40	.40 3.25	.50 4.10	.60 4.95
12 .....	.30 2.55	.40 3.40	.50 4.35	.60 5.25

		½"	¾"	1"	1 1/8"	1 1/4"		
1-1 1/4"	.35	2.70	.45	3.90	.70	5.80	.90	7.90
2	.35	2.90	.50	4.20	.75	6.20	.95	8.40
2 1/2"	.35	3.10	.55	4.50	.80	6.60	1.05	8.95
3	.40	3.80	.55	4.75	.80	7.00	1.10	9.45
3 1/2"	.40	3.50	.60	5.05	.85	7.45	1.15	10.00
4	.45	3.70	.60	5.35	.90	7.85	1.20	10.50
4 1/2"	.45	3.90	.65	5.65	.95	8.25	1.25	11.05
5	.50	4.10	.70	5.95	1.00	8.65	1.30	11.65
5 1/2"	.50	4.30	.75	6.20	1.05	9.10	1.40	12.10
6	.50	4.50	.75	6.50	1.10	9.50	1.50	12.60
6 1/2"	.55	4.65	.80	6.75	1.15	9.90	1.55	13.15
7	.60	4.85	.80	7.05	1.20	10.30	1.60	13.65
8	.65	5.25	.90	7.60	1.30	11.15	1.70	14.70
9	.65	5.65	.95	8.25	1.40	12.00	1.95	15.75
10	.70	6.00	1.00	8.75	1.50	12.75	1.95	16.80
11	.75	6.40	1.05	9.80	1.55	13.60	2.05	17.85
12	.80	6.80	1.15	9.90	1.65	14.40	2.15	18.90
13	.85	7.85	1.20	10.45	1.75	15.25	2.30	19.95
14	.90	7.55	1.25	11.00	1.85	16.10	2.45	21.00
15	.95	7.95	1.80	11.60	1.95	16.90	2.55	22.05
16	.95	8.85	1.40	12.15	2.00	17.75	2.65	23.10
17	1.00	8.75	1.50	12.75	2.10	18.55	2.80	24.15
18	1.05	9.15	1.55	13.85	2.20	19.40	2.90	25.20
19	1.10	9.50	1.60	18.90	2.35	20.25	3.00	26.25
20	1.15	9.90	1.65	14.45	2.45	21.00	3.15	27.80
21	1.20	10.80	1.75	15.00	2.55	21.85	3.25	28.35
22	1.25	10.70	1.80	15.60	2.65	22.70	3.40	29.40
23	1.80	11.10	1.85	16.15	2.70	23.50	3.50	30.45
24	1.85	11.50	1.90	16.75	2.80	24.35	3.60	31.50
25	1.40	11.85	1.95	17.25	2.90	25.15	3.75	32.55
26	1.45	12.25	2.00	17.85	3.00	26.00	3.85	33.60
27	1.50	12.65	2.10	18.45	3.10	26.80	3.95	34.65
28	1.55	13.10	2.20	19.00	3.15	27.65	4.10	35.70
29	1.60	13.50	2.25	19.60	3.25	28.50	4.20	36.75
30	1.65	13.80	2.35	20.15	3.35	29.35	4.35	37.80

RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Cast Iron, Japanned—	
4-inch	.20
5-inch	.20
6-inch	.25
8-inch	.40

Light Wrought Steel, Jap.—	
2½-inch	.10
3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25

CHAIN—

Cast Iron Japanned—	
6-inch	.50
8-inch	.60
10-inch	.85

Cast Iron, Amber or
Bronzed—

4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper
or Dull Brass—

4-inch	.75
6-inch	1.00
8-inch	1.10

OUPBOARD, Japanned—

8-inch	.75
6-inch	.75
10-inch	1.75

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—

6	4.00
6Q	5.50
11	1.50
11Q	2.50
14	2.75
14Q	4.00
14½	2.25
15	3.50
15Q	5.00
15½	3.25

Universal—

21	2.25
22	3.50
71	2.75
72	4.00
81	4.00
82	5.50
91	3.50
92	5.00
592	6.00

Fermostat—

504R	10.00
505N	15.00
505L	16.00

BOXES—Mitre—

Goodell—

1285 26x4	27.75
1805 25x5	30.75
1806 80x5	38.00

Stanley—

50½	11.50
246	24.50
358	29.00
460	35.00

Acme—

72	22.50
73	21.50
74	26.00

BRACES—

P. S. & W., No. 7008, \$4.75; each; No. 7010, \$5.00; 7012, \$5.25; 8010B, \$6.00; 8012B, \$6.25; 8014B, \$6.50.
Stanley, No. 921—8-inch, \$5.00 each; 10-inch, \$5.25; 12-inch, \$5.50; 14-inch, \$5.75. No. 945—8-inch, \$2.75; 10-inch, \$2.85; 12-inch, \$3.00. No. 965—8-inch, \$2.15; 10-inch, \$2.25. No. 966—8-inch, \$1.15; 10-inch, \$1.25.

BRACKETS—Shelf—

Japanned—		Pair	
3x4	.15	3x4	.15
4x5	.20	4x5	.20
5x7	.30	5x7	.30
6x8	.35	6x8	.35
7x9	.40	7x9	.40
8x10	.45	8x10	.45
10x12	.60	10x12	.60
12x14	.85	12x14	.85

BRADS—Wire—

Bulk per lb.		½-lb. pkgs.		¼-lb. pkgs.	
½ and ¾-inch	.30	½	.30	¼	.15
¾ to 1¼-inch	.25	½	.15	¼	.10
1¼ to 2-inch	.20	½	.15	¼	.10

Cupboard, Other Finishes—

8-inch	.75
6-inch	1.00

Flush, T. Head—All Finishes—Cast Brass—

8-inch	.60
4-inch	.70
6-inch	.90

Wrought Brass—All Finishes—

8-inch	.35
4-inch	.40
6-inch	.50

FOOT—

Cast Iron, Japanned—	
6-inch	.40
8-inch	.50
10-inch	.60

Amber or Bronzed—

6-inch	.55
8-inch	.75

Other Finishes—

4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—

8-inch	.50
6-inch	.80
10-inch	1.85

FILLERS—Thermos and Uni-

versal—	
½ Pint	1.25
1 Pint	1.50
1 Quart	2.00

LUNCH KITS—

Thermos—	
392 and 398	3.50
393 and 397	4.50
394 and 398	5.25

Universal—

310	3.50
320	4.50
410	4.25
510	4.75
4070	5.50
8070	8.75

Thermos—Food Jars, Fillers

600	3.75
601	4.50
602	6.00

Thermos—Jugs, Fillers—

556	3.50
557	10.00

Thermos—Cases—

104	6.25
104Q	9.25
114	9.75
114Q	14.75
130	9.75
180Q	14.75

75

Langdon—

25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	28.00
75	31.25

Stearn's Perfection—

20	4.50
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BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, \$1.05

BREAD AND CAKE MAKERS—Universal—No. 2, \$2.75 each; No. 4, \$3.50 each; No. 8, \$4.50 each; No. 44, \$3.25 each. Cake Maker, No. 1, \$3.50; No. 2, \$4.50.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROILERS, WIRE—No. 216, 45c each; 218, 50c; 220, 65c; 1102, 70c; 1103, 75c; 1104, 85c; 1105, 95c; 1153, \$1.05; 1154, \$1.15, 1155, \$1.25.

BROOMS—House—Economy, 75c each; No. 2, \$1.25; 3, \$1.00. Steel Band, \$1.00.

Push or Street—Bassins, with Handles—14-inch, \$1.35 each; 16-inch, \$1.50; 18-inch, \$1.65; 24-inch, \$2.25; 30-inch, \$2.75. Rattan, with Handles—16x8 inches, \$1.10; 16x10, \$1.25. Wire, no Handles—12x5 inch, \$1.35; 14x5, \$1.60. Handles, 15c each.

Whisk—1B, 25c each; 370, 40c; Pullman, 45c.

BRUSHES—

CASTING—		Each.		73	
No.				73-P	.50
2	.60			800	.85

3	.65			Kalsomine—	6.75
5½	.60			240	3.00
7	.75			310	

10	.75			Marking—	
15	.90			1	.10
15	1.00			2	.10

17	1.25			3	.10
20	1.25			4	.15
7	2.50			5	.15

Floor or Garage—				6	.15
12	1.35			Paint—	
12	1.50			151—2½	.35

16	1.65			3	.50
112	1.65			3½	.65
114	1.75			3½	.80

116	1.85			155—3	.70
216	2.10			3½	.85
218	2.00			4	1.10

220	2.25			4½	1.65
222	2.50			159—2½	.70
312	3.00			3	.80

314	1.50			3½	1.10
316	1.75			3½	1.35
316	1.85			3½	1.85

614	5.00			4	2.25
616	5.75			4½	3.25
618	6.25			228—3½	2.50

Hand or Nail—				4	3.25
Daisy	.10			4½	4.50
Windor	.15			Roofing—	

Horse—				401	2.25
Collie	.80			404	2.65
Hound	.65			Sash—	

Mastiff	.75			20—2	.20
Pointer	.65			4	.25
Shoo Fly	.70			6	.35

72	.40			8	.45
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Paint—(Chinese bristles)—

Grade.		1		2		3		4		5	
2½-inch	.85			.70		.80		1.35		3.00	

3-inch	.50			1.10		1.50		2.25		4.25	
3½-inch	.65			.85		1.10		1.85		3.00	

4-inch	.80			1.10		1.50		2.25		4.25	
4½-inch	.85			1.10		1.50		2.25		4.25	

Roofing—Knotted—

8 knots, 14-lb.	2.25			Sink—	
4 knots, 18-lb.	2.65			Ox Fibre	.15

Sash—Chisel Point—				Split Bamboo	.05
½ x 1½-in.	.20			Shaving—Rubber Set—	

¾ x 1½-in.	.25			Ebonized handle	.55
¾ x 2-in.	.35			Boxwood, small	1.00

1x2½-in.	.45			Boxwood, medium	1.10
Scrub—				Boxwood, large	1.35

Gray Tampico, 10"	.35			White Bone, small	1.00
Gray Tampico, 12"	.40			White Bone, medium	1.25

Ox Fibre, 7"	.35			Octagon Bone	3.00
Ox Fibre, 16"	.40			Octag. Bone, polished	4.00

Ox Fibre, 12"	.55			Stencil—	
White Tampico, 8"	.20			1¼-in., 2½-lb.	.25

White Tampico, 11"	.35			1¼-in., 3½-lb.	.35
White Tampico, 12"	.60			1½-in., 5-lb.	.45

Shoe—				1½-in., 6-lb.	.55
Dauber, wood	.20			Window—	

Dauber, iron	.30			Gray fibre	.80
Brush only, ¾-in.	.35			Black horsehair	.90

Brush only, 1¼-in.	.75			Pow's Eye	1.25
Combination	.35			Squeeges, 10-in.	.35

Extra bristles	.50			Squeeges, 12-in.	.40
Best 1¼-in. bristles	.85			Squeeges, 14-in.	.45

BUCKETS—(See Galv. Ware).				Squeeges, 16-in.	.50
BURNERS—Lamp—¾-inch wick, 15c each; 1-inch, 20c; 1½-inch, 35c.					

Lantern—For Cold Blast, ¾-inch wick, 20c each; 1-inch, 30c; for Kerosene, ¾-inch, 20c; 1-inch, 30c; 1½-inch, 30c; and Sig. Oil, ¾-inch, 15c; 1-inch, 20c.					
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Rubbish—No. 1, 20-inch Steel, \$9.00 each; No. 3, 30-inch Steel, \$15.00. Wire, 11-14-inch, \$2.25-\$3.25.					
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BUTTS—(See Hinges).					
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RETAIL SELLING PRICES—Continued.

CANTEENS—BEAR BRAND AND BOYCO—Covered—No. 2, \$1.15; No. 3, \$1.25; No. 4, \$1.35; No. 6, \$1.65; No. 8, \$2.00. Government, \$1.85; American, 3-pt., \$1.10; Army, \$1.40; Army, 5-pt., \$1.60; De Luxe, 3-pt., \$1.75; De Luxe, 5-pt., \$2.10.

RUNNING BOARD OUTFITS—

Boyco Service Units—No. 5, \$5.75; No. 22, \$6.65; No. 112, \$8.00; No. 212, \$8.40; No. 512, \$8.60.
 Bear Brand—Lincoln—No. 100, \$2.00; No. 200, \$2.50; No. 300, \$2.85.
 Auto Oans—Covered, No. 1, \$1.95; No. 2, \$2.30; No. 3, \$2.70; No. 5, \$3.35. Plain, No. 1, \$1.45; No. 2, \$1.70; No. 3, \$2.00; No. 5, \$2.50.

CANT HOOKS— Maple Hdl. Hickory Hdl.
 2 1/4 x 1/4 2.90 3.65
 2 1/2 x 1/4 3.00 3.75

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, \$8.50.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, \$14.00 each; using wire cable or manila rope for steel, wood, cable track, \$18.00; Sling, \$23.00; Steel Hay Carrier Track, 30c foot; Steel Hay Carrier Hanging Hooks, 20c each; Rafter Brackets, 10c.

CATCHERS, GRASS—No. 1, \$1.00 each; 2, \$1.15; 10, \$1.15; 20, \$1.25; 1000A, \$1.50. No. 1, Perfex, \$1.75; No. 2, Perfex, \$2.00. No. 5, Easy-Em., \$2.00; 10G, Easy-Em., \$2.25; 12G, Easy-Em., \$2.50.

CHAINS—Tire—

Size.	Tire—Weeds	Pair.	Size.	Pair.
3 x 30	4.50	4 1/2 x 38	7.25	
3 1/2 x 30	5.00	4 1/2 x 34	7.50	
3 1/2 x 32	5.50	4 1/2 x 35	8.00	
4 x 31	6.00	4 1/2 x 36	8.00	
4 x 32	6.00	4 1/2 x 37	8.75	
4 x 33	6.50	5 x 35	9.00	
4 x 34	6.50	5 x 36	9.00	
4 x 35	7.00	5 x 37	9.75	
4 x 36	7.50	5 1/2 x 38	12.00	
4 x 38	7.50	5 1/2 x 37	13.00	
4 1/2 x 32	7.00	5 1/2 x 38	14.00	

Dozen pair lots, 10% off.

CHAIN—Yankee Straight Link (Coil)—

6-0, 18c ft.; 5-0, 11c; 4-0, 10c; 3-0, 10c; 2-8, 9c; 0, 8 1/2c, 1, 8c; 2, 8c.

Norway Straight Link (coil)—1/4, 85c lb.; 3/8, 85c lb.; 1/2, 80c lb.

Passing Link (coil)—4-0, 14c ft.; 3-0, 12c ft.; 2-0, 12c ft. Proof, Straight Link (coil)—3-16 Black, 22c lb.; 1/4, 20c lb.; 5-16, 18c lb.; 3/8, 17c lb.; 7-16, 15c lb.; 1/2, 15c lb.; 3/4, 15c lb.; 1, 15c lb.

Proof Twisted Link (coil)—3-15 black, 30c lb.; 1/4, 25c lb.; 5-16, 25c lb.; 3/8, 20c lb.

B. Proof, Straight Link (coil)—5-16, 25c lb.; 3/8, 25c lb.; 1/2, 20c lb.; 3/4, 20c lb.; 1, 20c lb.

Twisted Machine Coppered (coil)—4-0, 20c ft.; 3-0, 15c ft.; 2-0, 15c ft.; 0, 15c ft.

Jack, Iron—No. 20, 7 1/2c yd.; No. 18, 7 1/2c; No. 16, 10c; No. 14, 10c; No. 12, 10c; No. 10, 10c; No. 8, 15c.

Jack, Brass—No. 120, 10c yd.; No. 118, 10c; No. 116, 10c; No. 114, 20c; No. 112, 20c; No. 110, 25c; No. 110, 35c.

Safety Brass and Nickel Plated—00 and N00, 15c yd.; 0-70, 20c yd.; 1-N1, 20c yd.; 2-N2, 25c yd.; 3, 30c yd.

Sash—01 Copper Plated, 5c ft.; 02 Copper Plated, 5c ft.; XXXX Copper Plated, 20c ft.; 02P Steel Plain, 8 1/2c ft.; 10 Cable, 30c ft.; 56 Universal, 7c ft.

Sash Chain Fasteners—10, 20c set; 100, 45c set.

CHALK LINE—Yellow, 85c per 100-foot hank; 20c per 50-foot hank. Braided White, 20-foot hanks—120, 10c each; 220, 10c; 320, 15c. 50-foot balls—150 15c; 250, 15c; 350, 15c.

CHESTS, TOOL—A. Leather Covered, \$26.50; AA. Leather Covered, \$30.25; B. Quartered Oak, \$24.25; BB. Quartered Oak, \$26.50; BBB. Quartered Oak, \$32.00; D. Quartered Oak, \$16.25; DD. Quartered Oak, \$17.75; DD. Leather Covered, \$19.00; DDD. Leather Covered, \$20.25; E. Quartered Oak, \$20.00; EE. Quartered Oak, \$24.25; EE. Leather Covered, \$28.50; F. Quartered Oak, \$20.00; FF. Leather Covered, \$20.25; FF. Leather Covered, \$23.75; FF. Quartered Oak, \$22.25; G. Plain Oak, \$14.00; GG. Plain Oak, \$15.50.

CHECKS—Door—All makes. Liquid Checks—A-11, \$6.25; B-12, \$8.35; C-13, \$9.75; D-14, \$12.00; E-15, \$15.00. For hold open arm, add \$1.25 each.

Screen Door Check—No. 01, \$8.85.

CHOPPERS—Meat and Food—

	Enterprise	Universal	
5	3.00	0	3.00
10	5.00	1	2.50
15	5.00	2	3.00
20	4.50	3	4.00
25	8.00	304	8.00
30	10.00		

	0 R	Russwin	
501	2.25	0 R	3.50
603	2.75	1 R	3.00
703	3.50	2 R	3.50
		3 R	4.75

CHISELS— Socket Firmers Whites Pocket Bevel
 Bev. Edge No. 3 Bev. Edge Bevel
 1/4 1.15 1.30 1.80 1.85
 1/2 1.20 1.35 1.85 1.85

1/2	1.25	1.40	1.50	1.85
3/4	1.80	1.45	1.55	1.40
1	1.35	1.50	1.60	1.50
1 1/2	1.40	1.55	1.65	1.65
2	1.50	1.65	1.75	1.75
2 1/2	1.65	1.75	1.80	1.85
3	1.85	1.90	2.00	2.00
3 1/2	2.00	2.00	2.25	2.25
4	2.35	2.15	2.40	2.50
4 1/2	2.50	2.30	2.75	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.75
1 1/2	1.45	.85
1 1/4	1.00	1.00
1 1/2	1.50	1.25
1 3/4	2.00	1.50
2	2.25	2.50
		3.00

	Cold Com.	Cold Special	Oape	Round Nose	Diamond Point
1/4	.15	.35	.45	.50	.50
5-16	.15	.35	.50	.50	.55
3/8	.20	.40	.55	.55	.60
1/2	.25	.45	.65	.65	.75
3/4	.25	.55	.85	.70	.85
1	.35	.65	.90	.90	1.00
1 1/2	.50	.90	...	...	1.25
2	.70	1.00	...	...	1.50

CHURNS—Barrel—No. 0, \$10.00 each; 1, \$11.25; 2, \$12.75; 3, \$14.25.

Improved Cylinder—No. 1, \$5.50; 2, \$6.50.

Glass Family, Universal—No. 15, \$2.75 each; 125, \$3.25; 135, \$4.00; 145, \$4.50. Dazey, No. 10, \$1.75; 20, \$2.25; 30, \$2.75; 40, \$3.50. Extra Jara, Dazey, No. 10, 55c; 20, 90c; 30, \$1.20; 40, \$1.50.

Tin without Dasher—1 1/2 gal., \$1.50 each; 2 gal., \$1.55; 3 gal., \$1.60; 4 gal., \$1.75.

Dash—IX Tin—2 gal., \$2.25; 4 gal., \$2.75; 6 gal., \$3.25. Dash and Handle—25c extra.

CLAMPS—Carpenters'—Stearns, No. 212, \$6.75 pair; 213, \$8.25; 214, \$9.25; 215, \$10.00; 216, \$18.25; 218, \$21.50.

Carriage Makers'—Plain, No. 12, 40c each; 13, 45c; 14, 65c; 15, 80c; 16, \$1.00; 18, \$1.50; 20, \$2.00; 22, \$2.50.

Quilt Frame—No. 1, 10c each; 2, 20c; 3, 20c; 33, 20c.

CLEANERS—Window—Rubber—10-inch, 45c each; 12-inch, 50c; 14-inch, 60c; 16-inch, 65c; 18-inch, 75c.

Wood Floor Cleaners—14-inch, 60c; 16-inch, 75c.

CLEANING COMPOUND—

Cedar Sweep—1 1/2 lb. carton, 20c; 4 1/2 lb. carton, \$60c; 33-lb. box, \$2.00; 100-lb. drum, \$3.75; 250-lb. barrel, \$8.50.

Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, \$3.00.

Shineolium—1 quart, \$1.00; 1 gal., \$3.50; 5 gals., \$12.50.

Cedar Mist—1 gal., \$3.50; 5 gals., \$12.50.

Sweeping Compound—No. 2, Green, 8c lb.; No. 3, Brown, 2 1/2c lb.; No. 4, Black, 2 1/2c lb.

CLEAVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to 3/4 in., each, 15c; 1/2, 20c; 3/4, 25c; 1, 35c; 1 1/2, 50c; 1-in., 55c; 1 1/2-in., 60c.

CLIPPERS—Bolt—

New Easy—

	Extra Cutters—
No. 0	2.25
No. 1	2.75
No. 2	3.75
No. 3	4.75

O. K.—

	10-inch	14-inch
	2.35	3.00

CLOCKS, ALARM—Westclox—America, \$1.85 each; Bluebird, \$2.25; Lookout, \$2.25; Sleepmeter, \$3.50; Bunkie, \$3.25; Ironclad, \$3.00; Jack-O'-Lantern, \$3.75; Bingo, \$3.75.

Circle, \$3.25; Flash, \$3.25; Gale, \$4.50; Ideal, \$3.00; Indian, \$1.85; Peerless, \$3.00; Pershing, \$3.50; Practical, \$3.00; Slumber Stopper, \$4.50; Startle, \$3.50.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 2 1/2, 10c straight; No. 1 to 3, 15c. Carborundum or Axolite—Nos. FF 90, 15c straight.

CLOTH, WIRE—Hardware Galvanized—Per lineal foot—

	Mesh	24-in.	30-in.	36-in.	42-in.	48-in.
1-inch	.36	.45	.54	.63	.72	
3/4-inch	.28	.35	.42	.49	.56	
1/2-inch	.28	.35	.42	.49	.56	
3/8-inch	.20	.25	.30	.35	.40	
2 1/4-inch	.20	.25	.30	.35	.40	
3-inch	.20	.25	.30	.35	.40	
4-inch	.21	.26	.32	.37	.42	
5-inch	.21	.26	.32	.37	.42	
6-inch	.22	.28	.33	.39	.44	
8-inch	.24	.30	.36	.42	.48	

CLOTH, SCREEN WIRE—Per lineal foot—Retail prices have been figured on the following basis: 12M Black, 4 1/2c; 14M Galv., 5 1/2c; 14M Opal, 5c per sq. ft.

RETAIL SELLING PRICES—Continued.

COCKS—

No.	Each	No.	Each
Bell—			
1/2-inch...	1.50	7-inch...	1.25
3/4-inch...	1.75	8-inch...	2.00
1-inch...	2.10		
1 1/2-inch...	2.25	Gas Hose—	
5-inch...	.60	3/4-inch...	.30
6-inch...	.90	1/2-inch...	.35
		1/4-inch...	.50

Service, Standard—Square or Flat Head—

	1/4"	3/8"	1/2"	3/4"	1"	1 1/4"	1 1/2"	2"
Each .....	.50	.55	.60	.70	1.15	1.85	2.50	4.50

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, \$17.00 each; No. 30, \$28.25; 35, \$19.75; 50, \$30.00; 55, \$32.00; 60, \$35.00; 70, \$48.50.

Legs—Set, \$3.50.

Soapstone Discs—Each, \$1.75.

COOLERS—Water—Galvanized Lined—02, \$5.00 each; 03, \$6.00; 04, \$7.00; 06, \$8.25; 08, \$10.25; 010, \$12.25.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.	6 pints	2.00	Tea Pots.		
8 1/2 inch	2.00		9 1/2 inch	2 pints	1.85
9 1/2 inch	2.25		10 1/2 inch	3 pints	1.50
10 1/2 inch	2.50		Coffee Pots.	4 pints	1.65
			8 pints	1.50	
			4 pints	1.65	
			348 Wash Boilers.	7.50	
			5 pints	1.85	
			349	8.00	

COPPERS, SOLDERING—Family—

1, per set	1.65
2, per set	1.50

Tinner's—

1/2 pound, per pair .....	.30
1 pound, per pair .....	.30
1 1/2 pound, per pair .....	.35
2 pound, per pair .....	.45
3 to 14 pounds .....	.45

CORD—Sash, Common—Per hank: No. 6, \$1.00; 7, \$1.25; 8, \$1.50; 10, \$2.50; 12, \$3.00.

Silver Lake—Per hank: No. 6, \$1.65; 7, \$2.20; 8, \$2.65; 10, \$4.25; 12, \$5.25.

CORD, TINNED PICTURE—

No. 00, 15c pkg; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—

Norcross, 1GC-5, each, \$2.00; 5N, \$1.50; 8N, \$1.25;

Midget, 60c.

Pull Easy, PEO, each, \$2.00; PE5, \$1.65; FEW2, \$5.00.

CUTTERS—Pipe—Barnes, No. 1, \$8.25 each; 2, \$4.25; 3, \$7.00; 4, \$14.00; 5, \$20.00.

Saunders—No. 1, \$2.75 each; 2, \$4.00; 3, \$9.50.

Trimco—No. 1, \$8.50; No. 2, \$4.75; No. 3, \$8.00.

DAMPERS—Stove Pipe—No. 3, 30c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 80c; 9, \$1.15; 10, \$1.50.

DIVIDERS—Wing, No. 85 and 50—6-inch, 75c; 7-inch, 85c; 8-inch, \$1.00; 10-inch, \$1.25; 12-inch, \$1.50; 14-inch, \$3.65. Wing Ext. No. 1—6-inch, \$1.25; 7-inch, \$1.50; 8-inch, \$1.75.

Excelsior—6-inch, 90c; 8-inch, \$1.25; 10-inch, \$1.65.

DOORS—Ash Pit—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS—Screen—

241 Common Varnished, 1/2-in.—2-6x6-6, \$3.25; 2-8x6-8, \$3.85; 2-10x6-10, \$3.50; 8x7, \$3.75.

276 Black, 1 1/2-in.—2-6x6-6, \$3.65; 2-8x6-8, \$3.75; 2-10x6-10, \$4.00.

311 Black, 1 1/2-in.—2-6x6-6, \$4.50; 2-8x6-8, \$4.75; 2-10x6-10, \$5.00; 3x7, \$5.25.

391 Galv.—2-8x6-8, \$5.50; 2-10x6-10, \$5.75; 3x7, \$6.00; 3x6-8, \$6.25.

525 Black—2-8x6-8, \$6.50; 2-10x6-10, \$6.75; 3x7, \$7.00; 3x6-8, \$7.25.

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each.	No.	Each.
8	7.50	87	12.50
8 1/2	9.50	97	13.00
9 1/2	14.00	99	6.75
10 1/2	24.00	112	3.75
490 1/2	20.00	212	4.50
1008	16.50	Yankee—Millers Falls, Hand—	
1005	26.50	1	8.50
11	22.00	2	5.25
Goodell-Pratt Breast Drills—		3	3.50
6	5.85	4	1.10
07	5.50	5	3.75
245	5.00	98	5.75
279	18.25	105	2.75
Millers Falls (Breast)—		306	5.50
12	6.25	343	4.00
13	7.75	1980	5.75

Drill Presses—Millers Falls

20	11.00	28	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—Millers Falls

1	3.50	105	3.75
2	5.00	308	3.00
3	3.50	306	5.50
5	3.75	343	4.00
98	5.75	980	5.75
		1980	5.75

Chain Drills—Goodell-Pratt

307	4.50	318	7.00
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	3.00	44	3.75
42	2.50	40	3.50

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.15	305 .....	.55
301	1.15		

Yankee Drill Points

Set of 8, \$7.10; each, 15c; 2 for 25c.

DRILLS, TWIST—

	Bit Stock	Rd. Shk. Prentiss	Coes	Sqr. Tpr. Shk.	Str. Shk.	Tpr. Shk.
1-16 .....	.20	..	..	..	.10	..
1/4 .....	.20	.35	.40	..	.15	.35
3-16 .....	.30	.40	.45	..	.15	.85
1/2 .....	.35	.45	.55	1.20	.20	.45
5-16 .....	.45	.55	.60	1.35	.25	.55
3/4 .....	.55	.60	.70	1.45	.35	.60
7-16 .....	.70	.75	.75	1.50	.55	.75
1 .....	.85	.90	.85	1.55	.75	.90
9-16	1.00	1.05	.90	1.60	..	1.05
3/2	1.20	1.20	1.00	1.70	..	1.20
1 1/16	1.35	1.35	.15	1.75	..	1.35
3/2	1.55	1.50	1.30	1.85	..	1.50
1 1/2	1.95	1.95	1.60	2.45	..	1.95
2	2.85	2.65	1.90	3.10	..	2.65
1 3/4 .....	..	..	..	3.75	..	3.40
1 3/4 .....	..	..	..	4.40	..	4.15
1 3/4 .....	..	..	..	5.05	..	4.90
1 3/4 .....	..	..	..	5.75	..	6.40

Sebeco Four Point Star, Brick and Concrete—

	1/4"	3/8"	1/2"	3/4"	1"	1 1/4"	1 1/2"	2"
12-inch .....	.40	.40	.45	.65	.85	1.30	2.25	4.50
18-inch .....	.50	.50	.60	.80	1.10	1.55	2.50	5.00
24-inch .....	.65	.65	.70	1.00	1.30	1.75	2.80	5.25

ELECTRICAL APPLIANCES—

Universal Goods—		
Dishes, Chafing—	E9646	17.50
E940	E9649	19.50
E9850	E9676	10.00
Grills—	Ranges, Table—	
E982	11.50	
E984	12.50	
Heaters, Immersion—	Stoves—	
E970	E998	9.00
Irons, Curling—	E997	9.00
E9901	E9960	8.00
E99011	Toasters—	
Irons, Pressing—	E945	7.50
E901	E946	6.75
E902	Urns, Coffee—	
E905	E916	17.00
E9028	E919	18.50
E9085	E9186	15.00
E9051	E9148	19.50
Pad, Heating—	E9149	21.50
E9940	E9166	22.50
Parcolators—	E9169	25.00
E9435	E9176	16.00
E9437	E9179	17.50
E9489	E9166044	42.25
E9635	E9169044	44.75
E9637	Vacuum Cleaners—	
E9089	E701	59.50
	Attachments	10.50

RETAIL SELLING PRICES—Continued.

Hot Point Goods—

Chafing Dishes—No. 20501, \$10.00 each; 20502, \$19.00; 20508, \$22.50.

Grills—116G1, \$11.50 each; 186G1, \$12.50; 20101, \$10.50.

Heaters, Air—No. 80408, \$11.00 each; 80404, \$18.00; 80608, \$22.50; 80604, \$44.00; 116A4 (Hedlite), \$11.00.

Heaters, Immersion—No. 118W16 (50201), \$5.25 each; 118W16 (50202), \$6.25; 118W17 (50208), \$7.25.

Irons, Curling—No. 112L5, \$7.25 each; 112L6, \$6.50.

Irons, Pressing—No. 1118F12 (11108), \$7.95 each; 118F22 (11208), 8 lb., \$6.25; 115F5 (11205), 5 lb., \$6.95; 115F17 (11206), 6 lb., \$6.95; 11807, \$8.75; 11808, \$9.25; 11810, \$11.00; 11812, \$15.50; 11815, \$17.00.

Pads, Heating—No. 114Q3 (50142), \$9.00; 114Q4, (50151) \$10.25.

Ovens—No. 40701, \$6.50; 40201, \$25.00.

Percolators—No. 20611, \$10.00; 20620, \$12.00; 20621, \$18.00; 20622, \$17.50; 20650, \$18.00; 114P18 (20651), \$23.00; 114P17 (2652), \$25.00.

Stoves—No. 116D1, \$10.00; 186D1, \$11.50; 20801, \$7.00; 20802, \$7.25; 40101, \$7.50; 40102, \$9.25; 40108, \$13.00; 40104, \$15.00; 40105, \$17.50.

Toasters—114T5, \$6.75; 115T1, \$8.50.

Vacuum Cleaners—122V2, \$45.00. Attachments, \$11.00.

ELECTRICAL SUNDRIES—

Anylights 1.85

Ammeters 1.25

Ever Ready 1.00

Readrite 1.15

Volt 1.15

Bells, Door—

2½-inch85

8-inch 1.00

Buzzers85

Chain, Fixture25

Cleats, Porcelain05

Cord—

Heater No. 16 12½

No. 1810

Lamp No. 18, G. & Y.04

No. 18, Par Silk07½

No. 20, Par Silk06

No. 18, Tw. Silk07

No. 20 Tw. Silk05

1-64 Single Fixture08

No. 18 Reinforced10

Fans—

Menominee, 500-9-in. 12.00

Robbins-Meyers

8-inch non-osc. 12.50

9-in. non-osc., 3 sp. 19.50

9-in. osc., 3-speed 24.50

12-in. non-osc., 3-sp. 29.00

12-in. osc., 3-speed 37.00

Fuses—

Plug, 6 to 30 amp. 12½

Knobs—

Porcelain, 5½ Solid.03½

Nailit, 5½ Split.05

Lamps—

Nilco-Mazda type List

Mazda Auto List

Hylo Tungsten 1.00

Hylo Carbon75

Lamp Guards—

No. 1425 Loxon45

No. 107 Neverbreak35

No. 44 Portable 3.25

No. 48 Portable 2.75

Loom—

"Duraduct" 7-32 in.06

¼-inch08

Plates, Switch—

Single gang25

Two gang50

Receptacle60

Plugs—

Benjamin 2-way 1.85

Benjamin 3-way 1.75

Twilight 2-way 1.20

Attachment—

903 Benjamin30

2500 Chelton40

4 Mueller20

Fitzall w-o spring65

Fitzall spring75

EMERY—Per lb., 25c.

Stones—See Stones.

Cloth—See Cloth.

Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 20c each; Sash, common brass plated, 10c.

FAUCETS—Cork Lined—

7-inch, each35

8-inch80

9-inch85

FENCE, POULTRY—Blue Ribbon—10 Rod Rolls—24-inch, \$5.25 roll; 86-inch, \$6.75 roll; 48-inch, \$8.00 roll; 60-inch, \$9.25 roll; 72-inch, \$10.50 roll.

Union Lock—10 Rod Rolls—24-inch, \$4.25 roll; 86-inch, \$5.25; 48-inch, \$6.25; 60-inch, \$7.25; 72-inch, \$8.00.

FIBRE WARE—Keelers—No. 2, \$2.65 each; No. 3, \$2.10.

Measures—1-qt., \$1.75; 2-qt., \$2.10.

Star Pail—12-qt., 90c.

Spittoons—No. 2, \$1.50; No. 3, \$1.25.

Tubs—No. 1, \$6.00; No. 2, \$5.25; No. 3, \$5.00.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
¾ inch.....	1.25	.25	¾ inch.....	3.50	.20
3-16 inch.....	1.50	.30	3-16 inch.....	4.50	.25
¼ inch.....	2.00	.35	¼ inch.....	5.75	.30
5-16 inch.....	2.25	.40	5-16 inch.....	6.75	.30
½ inch.....	2.75	.50			
¾ inch.....	4.50	.75			

FILES—

Length, inches—	3-3½	4	4½	5	5½	6	8	10
Band Saw, Slim.....	.15	.20	.25	.30	.35	.40	.45	.50
Knife, Bastard.....	.30	.35	.40	.45	.50	.55	.60	.65
Regular Taper.....	.15	.15	.20	.20	.20	.20	.20	.20
Slim Taper.....	.15	.15	.15	.15	.20	.20	.25	.40
Warding, Bastard.....	.25	.25	.25	.25	.25	.25	.25	.25
Length, inches—	3-4	5	6	8	10	12	14	16
Flat Bastard.....	.20	.25	.25	.30	.35	.50	.75	.95
Half Rd. Bastard.....	.25	.30	.35	.40	.50	.65	.85	1.10
Mill Bastard.....	.20	.20	.20	.25	.30	.40	.60	.80
Round Bastard.....	.20	.20	.20	.25	.30	.40	.60	.80
Square Bastard.....	.20	.25	.25	.30	.40	.55	.75	1.00

FIXTURES—Grindstone—Auto—01, \$2.00; 02, \$3.50; 15, \$1.25; 17, \$1.85; 19, \$1.50; 21, \$1.75; Am. Heavy—17, \$1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS—Eveready Daylos—Complete—No. 6961, \$1.00 each; 6962, \$1.25; 1991, \$1.50; 2604, \$1.70; 2681, \$1.85; 2682, \$2.25; 1619, \$2.25; 2616, \$2.00.

Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 80c; 700, 80c; 750, 80c; 751, 40c.

Kwiklites

Tubular Nos.	5220	5221	5228	5229	5381	6240	6240B
Complete, ea.	\$1.35	\$1.70	\$2.00	\$2.00	\$2.25	\$1.55	\$1.70
Case & Blb, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos.	6241	6241B	6249	6249B	6348	6348B	6351
Complete, ea.	\$1.85	\$2.00	\$2.35	\$2.55	\$2.25	\$2.45	\$2.75
Case & Blb, ea.	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.	2472	2578	3475	3475B	3577	3577B	3579
Complete, ea.	\$1.00	\$1.25	\$1.25	\$1.35	\$1.50	\$1.65	\$1.90
Case & Blb, ea.	.70	.85	.95	1.05	1.10	1.25	1.50
Watch Ch. Nos.	6289	6289B	Watch Chain Bat'y	No. 1204			
Complete, each.	\$1.00	\$1.10	Battery only, each	\$.25			
Case & Blb, ea.	.75	.85					
Battery only—							
Nos.	1202	1203	1206	1207	1271	1301	1308
Each	\$0.30	\$0.35	\$0.30	\$0.30	\$0.30	\$0.50	\$0.40

FLATTERS—Blacksmith—2-in., \$1.85; 2½-in., \$1.85; 3-in., \$2.25; 3½-in., \$3.00.

FORGES—No. 150 Chicago, \$16.35; No. 151 Chicago, \$17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, \$33.00; No. 722, \$38.00; No. 742H, \$40.00.

FORKS—Hay—Nellie, 94 single harpoon, \$7.50; 95 double harpoon, \$4.65; 96 double harpoon, \$9.50; 87 double harpoon, \$5.50; 98 double harpoon, \$9.50. Grapple, No. 99 (4 tines), \$17.50; No. 100 (6 tines), \$20.00. Jackson Patterns, 4 ft., \$22.50; 4½ ft., \$24.00; 5 ft., \$28.00.

FREEZERS—Arctic—

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
1	3.20																			
2	8.75	4.40																		
3	4.50	6																		
4	5.50	8																		
5	7.00	10																		
6	8.60	12																		
7	9.60	15																		
8	2.75	20																		
Toy																				

White Mountain

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
1	8.90																			
2	4.50																			

FROES—Special—Each, 12-in., \$3.00; 14-in., \$3.25; 16-in., \$2.50. Common—Each, 12-in., \$1.85; 14-in., \$2.00; 16-in., \$2.15.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil—

Stebbins—¾-inch, 50c each; 1-inch, 60c; 1½-inch, 70c; 2-inch, 85c.

Perfection—¾-inch, 75c each; 1-inch, 85c; 1½-inch, \$1.00; 2-inch, \$1.10; 2½-inch, \$1.25; 3-inch, \$1.65.

Enterprise, Self Measuring—No. 61, Faucet, \$9.75.

RETAIL SELLING PRICES—Continued.

GAUGES, MARKING—

Steel—	Wood—
90	0
92	61
93	62
95	65
97	71
98	72
	73

Altitude Gauges, \$5.35.
 Steam Gauges, 4½-in. face I. C., \$5.35.
 Thermometer, Straight, \$1.50.
 Thermometer, Angle, \$1.75.

GLASS—Window—3B Grade—Single Strength, 80 per cent;
Double Strength, 80 per cent.

Extras for Putting in Glass—	Per Light
First 3 Brackets.....	.50
Second 3 Brackets.....	.75
Third 3 Brackets.....	1.00
Larger Lights.....	\$1.00 per hour, per man

GLASSES—

Ground Level—	Proved Level—
1%	1%
2	2
2½	2½
3	3
3½	3½

GLASSES, GAUGE—

	%	Standard	%	Extra Heavy	%
10 .....	.35	.35	.35	.55	.75
12 .....	.35	.35	.50	.60	.90
14 .....		.45	.60	.70	1.05
16 .....		.55	.65	.85	1.25
18 .....		.60	.75	.95	1.35
20 .....		.65	.80		
22 .....		.70	.90		
24 .....		.80	1.00		

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 25c; 2 Bullseye, 40c; 2 Ruby, 65c.
 Railroad—Clear, 25c each; Green or Red, 70c.
 Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 60c; 4-0 Bullseye, 85c; 5-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—Common, 80c lb.; Cabt., 85c; White, 45c.

Imperial Liquid—	Size—	1 Oz.	¼ Pt.	½ Pt.	¾ Pt.	1 Pt.	1 Qt.	1 Gal.
List, Dos....	1.06	3.60	2.80	6.00	10.40	18.00	54.00	
Sug. Ret. Ea.	.20	.30	.30	.50	.85	1.50	4.50	

Le Page's Glue—

Size—	1 Oz.	2 Oz.	¼ Pt.	½ Pt.	¾ Pt.	1 Pt.	1 Qt.	1 Gal.
List, doz....	2.40	1.85	1.80	8.60	6.00	10.20	18.00	
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85	1.50	

GOUGES—Buck's, Socket Firmer, Outside Bevel—No. 42—
 ¼-inch, \$1.20; ½-inch, \$1.20; ¾-inch, \$1.25; 1-inch, \$1.30; 1½-inch, \$1.40; 2-inch, \$1.55; 2½-inch, \$1.65; 3-inch, \$1.85; 3½-inch, \$2.10; 4-inch, \$2.25; 5-inch, \$2.50.
 Witherby No. 320—¼-inch, \$1.25 each; ½-inch, \$1.25; ¾-inch, \$1.35; 1-inch, \$1.40; 1½-inch, \$1.50; 2-inch, \$1.65; 2½-inch, \$1.75; 3-inch, \$2.00; 3½-inch, \$2.15; 4-inch, \$2.40; 5-inch, \$2.75.

P. S. & W. Firmer—

Size—	1 inch	1½ inch	2 inch	2½ inch	3 inch	3½ inch	4 inch	4½ inch	5 inch
160—	1.50	1.50	1.65	1.70	1.80	2.00	2.10	2.25	2.35
¾ inch	1.50	1.65	1.70	1.80	2.00	2.10	2.25	2.35	2.50
½ inch	1.50	1.65	1.70	1.80	2.00	2.10	2.25	2.35	2.50
¼ inch	1.50	1.65	1.70	1.80	2.00	2.10	2.25	2.35	2.50

GRAPHITE—Dixon's Flake, per can—1's, 85c; 5's, \$3.75; 10's, \$7.00.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, \$1.25; 25 lb. pails, \$2.75.
 Mica—1 lb. can, 25c; 3 lb. can, 60c; 5 lb. can, 95c; 10 lb. can, \$1.90; 25 lb. can, \$4.00.
 Cup Grease—5 lb. cans, \$1.00 each; 10 lb. cans, \$1.75; 25 lb. cans, \$3.75.
 Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.
15 to 40 lbs.....	7.50
40 to 200 lbs.....	7.50
Over 200 lbs.....	7.75
Fixtures and Axle—	
15 inch	1.15
17 inch	1.20
19 inch	2.25
Mounted—Auto—	
No. A120, Size 1.....	14.75
No. A130, Size 2.....	13.00
No. 140, Size 3.....	11.25
Bi-Treadle	13.50
Empire Power	36.00
Samson—	
No. S155, Size 2.....	11.25
No. S160, Size 2.....	9.75

HACKSAW BLADES—

Lenox, Power—	Lt. Heavy.	17" 1.....	8.25	4.15
Lt. Heavy.....		Hand Lennox, Starrett, Victor Star.....		
10" 9-16 .....	.90			
10" 11-16	1.15			
10" 13-16	1.35			
10" 15-16	1.55			
12" 11-16	1.85			
12" 13-16	2.05			
12" 15-16	2.25			
14" 11-16	2.50			
14" 13-16	2.75			
14" 15-16	3.00			
16" 11-16	3.25			
16" 13-16	3.50			
16" 15-16	3.75			
17" 11-16	4.00			

HACK SAW FRAMES—M. F.—4B, 75c; 6, \$2.50; 9, \$2.25; 15, \$3.50; 77, \$1.25; 78, \$1.85; 1027, \$3.50; 69, \$3.30; 69B, \$3.00; 14, \$8.40; 4 Milford Adj., \$4.00; 7 Milford Adj., \$2.25; 36½ Dlaton, \$1.50; 40 Extension, 75c.

HAMMERS—Vanadium, No. 41½, \$2.65 each; Plymouth, No. 11½, \$1.90; No. 2 Ball Pein, \$2.00.

HAMMERS—Maydole Carpenters'—No. 1, \$2.00 each; 1½, \$1.75; 2, \$1.65; 11, \$2.00; 11½, \$1.75; 12, \$1.65; 13½, \$1.50; 18, \$1.40; 14, \$1.85; 24, \$1.35; 611½, \$2.75; 710, 2.85; 711, \$2.00; 711½, \$1.75; 712, \$1.65; 713, \$1.50.

Maydole Chipping—No. 100, \$1.90 each; 101, \$1.75; 102, \$1.55; 103, \$1.40. Maydole Cross Pein—No. 174, \$1.50.
 Maydole, Ball Pein—No. 70, \$3.00 each; No. 70½, \$2.65; 71, \$2.40; 72, \$2.25; 73, \$2.00; 74, \$1.80; 75, \$1.65; 76, \$1.50; 77, \$1.40; 78, \$1.35; 79½, 1.25.

HAMMERS, CLAW—

Stanley No. 22—	264	2.40
16 oz.	2.00	
20 oz.	2.25	
No. 12 and 12B—		
5 oz.	1.65	
7 oz.	1.75	
10 oz.	1.80	
13 oz.	1.85	
16 oz.	2.00	
20 oz.	2.25	
Plumb's Engineers—		
261	1.65	
262	1.75	
263	1.85	
18 .....	.65	
370	1.20	
371	1.25	
372	1.25	
373	1.25	
374	1.35	
375	1.65	
376	1.75	
377	1.75	
379	2.00	
381	2.25	

GALVANIZED WARE

Boilers, Wash	3	1.10	15	.50	Pails, Stock		Pots, Watering	
227	4	1.25	25	1.75	14	.60	514	1.00
228	5	1.65	105	1.25	16	.65	516	1.15
229	6	2.00	205	1.65	18	.75	518	1.35
Bowls, Wash	70	2.50	Canteens, see page		20	.85	520	1.50
7	80	5.75	179				522	1.75
7½	90	6.50			Pails, Water		526	2.25
Buckets, Fire	100	9.00	Dippers, Laundry		8	.35	Tubs, Foot	
314	Garbage Cans in		525 (4-qt)....	.55	10	.40	51	.75
Buckets, Well	lots of 8 dozen or		Hods, Coal		12	.45	52	.85
101 10 qt.	more, 5 per cent from		615	.75	14	.50	53	1.00
Cans, Garbage	above prices.		616	.85	16	.55	54	1.25
Smooth	Cans, Gasoline		617	.90	Pails and Tubs, 6		Tubs, Wash	
200	65	1.85	618	1.00	doz. assorted 5 per		A	.65
300	501	.50	Pails, Cement		cent discount.		B	.70
400	505	1.35	14	1.50			0	.90
500	605	1.75	114	2.00	Pans, Refrigerator		1	1.05
600			Pails, Chamber		1	.60	2	1.20
700	Cans, Oil		8-qt.	.85	2	.85	3	1.35
Corrugated	0	.45	10-qt.	.90	3	.70	10 S	1.55
2	02	.75	12-qt.	1.00	4	1.30	20 S	1.80
							30 S	2.00

RETAIL SELLING PRICES—Continued.

Riveting—		Plumb's Brick—	
Plumb's, Stanley No. 147—	461	.....	2.00
250, 4 oz.	1.10	462	1.75
251, 7 oz.	1.15	3154	1.15
252, 9 oz.	1.20	3155	1.35
253, 12 oz.	1.25	Plumb's Prospector's Pick	
254, 15 oz.	1.35	470	2.75
255, 18 oz.	1.45	471	2.85
256	1.55		
HANDLES—Adze, extra select, 90c; second growth, 90c.			
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, \$1.00.			
Chisel—Hickory, 10c; Leather Tip, 15c.			
Hammer Handles—All sizes—1st Quality, 25c; 2nd Quality, and Machine, 20c.			
Hatchet Handles—13 and 14, 25c; 15 and 16, 30c.			
Peavey Handles—Select Maple Rock Maple Select Hickory			
2 1/4 x 4	.....	2.80	
2 1/4 x 4 1/2	.....	2.40	
2 1/4 x 4 3/4	1.25	1.60	
2 1/4 x 5	1.40	1.75	
2 1/4 x 5 1/2	1.65	2.00	
2 1/4 x 5 3/4	.....	4.45	
3 x 5 1/2	.....	5.25	
Pick—36-inch Drift, Select, 75c; Extra Select, \$1.00; Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, \$1.15.			
Sledge—36-inch, Select, 60c; Second Growth, 75c.			
Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, \$1.25.			
Crosscut, Disston, No. 112, \$1.00; No. 118, \$1.25; No. 114, \$1.50. Simonds Reversible Guard, per pair, \$1.60; Simonds No. 6, \$1.60; Atkins No. 24, \$1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 80c. Auger M. F. No. 1, \$1.00; No. 2, \$1.25; No. 3, \$1.75; No. 4, \$4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, \$4.75.			
HANGERS, BARN DOOR—			
Flat Track—		48, Richards	1.25
No., Brand.	Each.	248, Richards	1.85
5, Myers	2.50	Round Track—	
25 Myers Garage Set.	3.25	5, World's Best	2.50
11, Lanes	2.15	384, Cannon Ball	2.25
11 1/2, Lanes	2.65	440, Cannon Ball	2.75
18, Lanes	4.75	715, Cannon Ball	2.00
25, Lanes	1.50	800, Cannon Ball	12.50
30, Lanes	1.50	Trolley Track—	
40, Lanes	1.75	120 Coburn's	4.35
93, Lanes	1.50	122 1/2 Coburn's	5.75
28, 20th Century	2.00	195A Coburn's	4.75
37-1, Richards	1.65	195B, Coburn's	6.75
38-1, Richards	1.75	24-2, Richards	8.25
42-8, Richards	1.75	120, Richards	7.00
42-5, Richards	2.75	150, Richards	8.00
42-6, Richards	4.00		
HANGERS, HOUSE DOOR—			
No., Brand.	Each.	1, Johns	6.00
101, Lanes	12.00	011, Richards	3.50
101 1/2, Lanes	6.00	11, Richards	7.00
105, Lanes	9.25	012, Richards	4.00
105 1/2, Lanes	4.75	12, Richards	8.00
58, Prouty	4.85	015, Frisco	8.00
5D, Prouty	8.75	15, Frisco	6.00
01, Johns	8.00	140-1, Richards	4.00
Trolley—No. 016, 8-in., \$5.75; 3 1/2-in., \$6.00; 4-in., \$6.50; 4 1/2-in., \$6.75; 5-in., \$7.25; 6-in., \$8.50. No. 16, 5-in., \$11.00; 5 1/2-in., \$11.25; 6-in., \$11.50; 7-in., \$12.00; 8-in., \$12.50; 10-in., \$14.25. No. 019, 8-in., \$4.75; 3 1/2-in., \$5.25; 4-in., \$5.75; 4 1/2-in., \$6.00; 5-in., \$6.25; 6-in., \$7.50. No. 19, 5-in., \$9.50; 5 1/2-in., \$9.75; 6-in., \$10.00; 7-in., \$10.50; 8-in., \$11.00; 10-in., \$12.50. No. 132, 8-in., \$5.50; 3 1/2-in., \$6.25; 4-in., \$6.50; 4 1/2-in., \$7.25; 5-in., \$7.50; 6-in., \$8.75. No. 132, 5-in., \$11.50; 5 1/2-in., \$11.75; 6-in., \$12.00; 7-in., \$12.50; 8-in., \$13.50; 10-in., \$15.25.			
135, 1	.....	9, Midget	.60
135, 2	.....	90T, Midget Track	15
HASPS—Common—			
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each, 15c; 10-in., 20c. Size 86, 6-in., each, 20c; 8-in., 25c.			
Hinge—912, 3-in., each, 15c; 4 1/2-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 70c.			
S. C. 912—3-in., each, 15c; 4 1/2-in., 15c; 6-in., 20c; 8-in., 30c; 10-in., 50c.			
1308 1/2—3-in., each, 35c; 4 1/2-in., 45c; 6-in., 60c.			
Lock—20, Prouty, 75c each, 22, Prouty, 95c.			
Safety—915, 3-in., doz., 20c; 4 1/2-in., 25c each; 6-in., 35c. SC915, 8-in., 20c each; 4 1/2-in., 25c; 6-in., 35c; SC915, 8-in., 30c each; 4 1/2-in., 40c; 6-in., 60c; 941J, 60c.			
HATCHETS—Underhill Star No. 10, Chicago Pat., \$3.00; No. 5, Boston Pat., \$3.00; No. 15, St. Paul Pat., \$3.25. Sayre—Boston, No. 30, \$3.00; Chicago, No. 40, \$3.25.			
Flooring—Plumb, \$3.25; White, \$4.00.			
Broad—1 Plumb, \$2.25; 2, \$2.50; 3, \$2.85; 4, \$3.25; 5, \$3.75.			
Bench—(single or double bevel)—8 White, \$3.00; 7, \$3.25; 6, \$3.25; 5, \$3.50; 4, \$4.00.			
Claw—1 Plumb, \$2.00; 2 Plumb, \$2.15; 3 Plumb, \$2.00.			
Shingling—1 Plumb or equal, \$1.85; 2, \$2.00; 3, \$2.50.			
Half—1 Plumb or equal, \$2.00; 2, \$2.10.			
Barrel or Fruit Box—Sayre 400, \$2.75; Sayre 401, \$2.50.			

HEADS, MOP—Cotton—No. 9, 25c each; No. 12, 85c. Linen, No. 012, 50c; No. 015, 65c; No. 018, 75c; No. 020, 80c.

HINGES—Back Flaps—No. 814, 1-inch, 10c each; 1 1/4-inch, 10c; 1 1/2-inch, 15c; 1 3/4-inch, 20c; 2-inch, 25c. No. 816, 1-inch, 10c; 1 1/4-inch, 10c; 1 1/2-inch, 10c; 1 3/4-inch, 15c; 2-inch, 20c.

Floor—	2 1/4 x 2 1/4	.....	.30
Bommer, D 15	.....	3x3	.35
R. EA. 315	.....	1420, H & N—	
SHA, E. 265	.....	1 1/4 x 1 1/4	.35
2	.....	2 1/4 x 2 1/4	.40
4	.....	3x3	.45
302, 602	.....	1431, 1474, 1475, 1478, 1479,	
304, 604	.....	1480, 1481, 1482 and	
252	.....	14331—D2 & F	.25
254	.....	SF2 & H	.25
Chicago—		J1	.25
R. EA. KF. 200	.....	N	.25
SHA, E. 200	.....	Refrigerator—Flat—	
R. EA. 230	.....	T400, Cast Iron	.55
KF. SHA, E. 280	.....	1404, Wrt. Brass	.75
Corbin—D. 512	.....	1404N, Wrt. Brass	.85
R. EA. 512	.....	1405D2&F, Wrt. Steel	.50
SHA, E. 512	.....	1405N, Wrt. Steel	.55
Katz—R. EA. 2	.....	Offset—	
KF. SHA, E. 2	.....	T402, Cast Iron	.60
R. EA. 8	.....	1408, Wrt. Brass	.65
KF. SHA, E. 3	.....	1408N, Wrt. Brass	.80
R. EA. 3 1/2	.....	1409D2&F, Wrt. Steel	.55
KF. SHA, E. 8 1/2	.....	1409N, Wrt. Steel	.60
Rixon—7	.....	Screen Door Spring—	
8	.....	900	.80
10	.....	R 902, EA 903	.40
15	.....	SR, SHA, 905 & E918	.50
20	.....	2100	.90
25	.....	R 2102, EA 2108	1.25
30	.....	E 2104, SHA 2105	1.65
40	.....	D 2200	.90
Standard—R. EA. 450	.....	R 2202, EA 2203	1.25
SHA, E. 450	.....	SHA 2205	1.65
R. EA. 452	.....	Screen Door Sets—	
Ornamental Surface		7	.40
"Butterfly"—		1900	.40
1420, D2 & F—		R 1902, EA 1903	.50
1 1/4 x 1 1/4	.....	SHA 1905	.60

STRAP AND TEE HINGES—

Strap—	4"	5"	6"	8"	10"	12"
900, Light, Plain	.....	15	.20	.25	.35	.55
900SC, with Screws	.....	.20	.25	.30	.40	.....
902, Heavy, Plain	.....	.20	.25	.35	.50	.70
902SC, with Screws	.....	.25	.30	.40	.60	.85
935, Corgd, Plain	.....	.20	.25	.35	.55	.80
935SC, with Screws	.....	.25	.30	.40	.60	.90
SC1300 1/4, Light Galv.	.....	.30	.40	.55	.70	.....
SC1302 1/4, Heavy Galv.	.....	.35	.50	.80	1.25	.85
SC1305 1/4, Corgd, Galv.	.....	.40	.55	.85	1.50	2.10
Tee—	3"	4"	5"	6"	8"	10"
904, Light, Plain	.....	15	.20	.25	.30	.45
SC904, with Screws	.....	.20	.25	.30	.35	.....
906, Heavy, Plain	.....	.20	.25	.35	.40	.50
SC906, with Screws	.....	.25	.30	.35	.45	.60
908, Extra Heavy	.....	.25	.30	.40	.50	.90
937, Extra Corgd.	.....	.30	.35	.40	.70	.90
SC937, with Screws	.....	.35	.40	.45	.75	1.00
SC1304 1/4, Heavy Galv.	.....	.40	.55	.65	.85	1.40
SC1306 1/4, Corgd, Galv.	.....	.55	.85	1.15	1.85	2.50

BUTTS—Cabinet Door—

189 F—2x2	.....	.65	3-inch	.....	.35
2 1/4 x 2	.....	.70	284 S F 2—2-inch	.....	.25
2 1/4 x 2 1/4	.....	.95	2 1/4-inch	.....	.80
189 N—2x2	.....	.75	3-inch	.....	.85
2 1/4 x 2	.....	.85	284 N—2-inch	.....	.80
2 1/4 x 2 1/4	.....	1.10	2 1/4-inch	.....	.85
289 D2, F & B—2x2	.....	.25	3-inch	.....	.40
2 1/4 x 2	.....	.30	286 D 2 & F—2-inch	.....	.25
2 1/4 x 2 1/4	.....	.30	2 1/4-inch	.....	.80
289 S F 2, S D 2, S A 4	.....	.30	3-inch	.....	.35
and H—2x2	.....	.30	286 N—2-inch	.....	.25
2 1/4 x 2	.....	.35	2 1/4-inch	.....	.35
2 1/4 x 2 1/4	.....	.35	3-inch	.....	.40
289 N—2x2	.....	.35	291 D 2 and F—2x2	.....	.30
2 1/4 x 2	.....	.35	2 1/4 x 2 1/4	.....	.80
2 1/4 x 2 1/4	.....	.85	3x3	.....	.35
295 D 2 and F—2	.....	.25	291 S D 2, S F 2, S A 4	.....	.35
2 1/4	.....	.25	and B—2 1/4 x 2 1/4	.....	.35
295 N—2	.....	.30	3x3	.....	.40
2 1/4	.....	.35	291 N—2 1/4 x 2 1/4	.....	.40
284 D 2 and F—2-inch	.....	.20	3x3	.....	.45
2 1/4-inch	.....	.25			

Bright Steel—No. 804—2x2, 15c; 2 1/4 x 2 1/4, 20c; 3x3 1/4, 25c; 3x3, 25c; 3 1/2 x 3 1/2, 30c; 4x4, 45c. 808—2x2, 15c; 2 1/4 x 2 1/4, 15c; 3x3, 20c; 3 1/2 x 3 1/2, 30c; 4x4, 40c. 828—2 1/4 x 2 1/4, 25c; 3x3, 30c; 3 1/2 x 3 1/2, 30c; 4x4, 85c. 838—1, 10c; 1 1/4, 10c; 1 1/2, 10c; 2, 10c; 2 1/2, 15c; 3, 15c; 3 1/2, 25c; 4, 85c. 840—1, 10c; 1 1/4, 10c; 1 1/2, 10c; 2, 15c; 2 1/2, 15c; 3, 20c.

Galvanized—Brass Pins—1819—2x3, 40c; 2 1/4 x 2 1/4, 45c; 3x3, 55c; 3 1/2 x 3 1/2, 75c. 1834—3x3, 40c; 2 1/4 x 2 1/4, 50c; 3x3, 65c; 3 1/2 x 3 1/2, 75c; 4x4, 95c.

RETAIL SELLING PRICES—Continued.

BUTTS—Continued—

Finished—	4x4	.40
241 D2, F, F 2 and B—	4½x4½	.55
2x2	5x5	.75
2½x2½	781 ½—2½x2½	.35
3x3	8x3	.40
3½x3½	8½x8½	.40
4x4	4x4	.45
4½x4½	783—2x2	.35
5x5	2½x2½	.40
6x6	3x3	.40
241 S D 2, S F & S A 4—	3½x8½	.40
2x2	4x4	.50
2½x2½	4½x4½	.75
3x3	5x5	1.80
3½x3½	6x6	2.25
4x4	740 J 1—2	.30
4½x4½	2½	.35
5x5	3	.35
6x6	747—2½x2½	.35
241 H—2x2	8x3	.35
2½x2½	747 ½—2½x2½	.40
3x3	8x3	.45
3½x3½	749 J 1—2x2	.35
4x4	2½x2	.35
4½x4½	2½x2½	.35
5x5	Half Surface—	
6x6	160 D 2, F—2-inch	.45
241 N—2x2	2½-inch	.40
2½x2½	3-inch	.50
3x3	3½-inch	.55
3½x3½	4-inch	.75
4x4	4½-inch	1.05
4½x4½	160 S F 2—2-inch	.45
5x5	2½-inch	.50
6x6	3-inch	.55
241 N—2x2	3½-inch	.60
2½x2½	4-inch	1.10
3x3	160 H—2-inch	.55
3½x3½	2½-inch	.55
4x4	3-inch	.60
4½x4½	3½-inch	.70
5x5	4-inch	.85
6x6	4½-inch	1.15
260 D 2 and F—3-inch	165 D 2 and F—2-inch	.50
3½-inch	2½-inch	.55
4-inch	3-inch	.60
4½-inch	3½-inch	.70
5-inch	4-inch	.85
260 S D 2, S F 2—	4½-inch	1.15
3-inch	5-inch	1.50
3½-inch	6-inch	1.80
4-inch	7-inch	2.25
4½-inch	8-inch	2.75
5-inch	9-inch	3.25
260 H & S A 4—3	10-inch	3.75
3½	11-inch	4.25
4	12-inch	4.75
4½	13-inch	5.25
5	14-inch	5.75
260 N3	15-inch	6.25
3½	16-inch	6.75
4	17-inch	7.25
4½	18-inch	7.75
5	19-inch	8.25
828—3½	20-inch	8.75
4	21-inch	9.25
4½	22-inch	9.75
5	23-inch	10.25
6	24-inch	10.75
Japanned—	25-inch	11.25
781—2x2	26-inch	11.75
¾x2½	27-inch	12.25
3x3	28-inch	12.75
3½x3½	29-inch	13.25
	30-inch	13.75
	31-inch	14.25
	32-inch	14.75
	33-inch	15.25
	34-inch	15.75
	35-inch	16.25
	36-inch	16.75
	37-inch	17.25
	38-inch	17.75
	39-inch	18.25
	40-inch	18.75
	41-inch	19.25
	42-inch	19.75
	43-inch	20.25
	44-inch	20.75
	45-inch	21.25
	46-inch	21.75
	47-inch	22.25
	48-inch	22.75
	49-inch	23.25
	50-inch	23.75
	51-inch	24.25
	52-inch	24.75
	53-inch	25.25
	54-inch	25.75
	55-inch	26.25
	56-inch	26.75
	57-inch	27.25
	58-inch	27.75
	59-inch	28.25
	60-inch	28.75
	61-inch	29.25
	62-inch	29.75
	63-inch	30.25
	64-inch	30.75
	65-inch	31.25
	66-inch	31.75
	67-inch	32.25
	68-inch	32.75
	69-inch	33.25
	70-inch	33.75
	71-inch	34.25
	72-inch	34.75
	73-inch	35.25
	74-inch	35.75
	75-inch	36.25
	76-inch	36.75
	77-inch	37.25
	78-inch	37.75
	79-inch	38.25
	80-inch	38.75
	81-inch	39.25
	82-inch	39.75
	83-inch	40.25
	84-inch	40.75
	85-inch	41.25
	86-inch	41.75
	87-inch	42.25
	88-inch	42.75
	89-inch	43.25
	90-inch	43.75
	91-inch	44.25
	92-inch	44.75
	93-inch	45.25
	94-inch	45.75
	95-inch	46.25
	96-inch	46.75
	97-inch	47.25
	98-inch	47.75
	99-inch	48.25
	100-inch	48.75

Wrought Brass, With Brass Screws —

Narrow	1	1½	1¾	2	2½	2¾
Middle	10	10	15	15	20	25
Broad	10	10	15	15	20	25
Desk	15	15	20	20	25	30
						40
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						990
						995
						1000

HOLLOW WARE—STEEL—Bailed Griddica, Cooking surface 12 inches, \$1.90 each; 18 inches, \$2.25; 14 inches, \$2.50.

HOLLOW WARE, CAST—Dutch Ovens—No. 8, \$3.75 each; 9, \$4.25; 10, \$5.50; 11, \$6.75; 12, \$8.25; 13, \$9.75; 14, \$11.25; 15, \$12.75; 16, \$14.25; 17, \$15.75; 18, \$17.25; 19

RETAIL SELLING PRICES—Continued.

IRONING BOARDS—(See Boards, Ironing).

IRON SHEETS—Galvanized—	Out Sheets	Full Sheets
14 to 16 .....	.11	.10
18 to 22 .....	.12	.11
Black Sheets—		
10 to 16 .....	.11	.09½
18 to 24 .....	.11	.09½
30 .....	.12	.10
Corrugated Sheets, Galvanized—		
26 Ga.	8.75	
28 Ga.	8.00	
Rockface Siding	8.75	
Brickface Siding 28 Ga.	8.25	

IRONS—

Plane, Stanley or Bailey—	2½-inch, Single	1.05
1½-inch, Block	1½-inch, Double	1.10
1½-inch, Single	2-inch Double	1.20
2-inch, Single	2½-inch, Double	1.25
2½-inch, Single	2½-inch, Double	1.55
2½-inch, Single	2½-inch, Double	1.65

IRONS—Sad. Common, 18c lb.

Mrs. Potts—No. 50, \$2.50 per set.
 70, \$4.25; G. Pressing, 20c lb.; T Tailors' Goose, 20c lb.; N Gasoline, \$5.25 each. Handles, 85c; Asbestos No 60, \$3.00 set.

KNIVES—Hay—

Lightning, \$2.25; Iwan Sickle, \$8.25; Iwan Serrated, \$3.25; Heaths Upright, \$2.75.

KNOBS—Maple base, each, 5c; doz., 85c.

LADDERS—Extension, No. 1, \$1.00 foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMP—Coleman Quick-Lite, Gasoline—QO829, Eastern and Central States, \$9.00; Rocky Mt. and Pac. Coast States, \$9.50.

LAMP, ELECTRIC—Hygrade, Save, B First, Whitelite, Marvel, Brite-Lite and other makes.

Type B Lamps—	Clear	Frosted
10 to 50 watts .....	.45	.50
60 watts .....	.45	.50
100 watts	1.00	1.10
Type C Lamps—	Clear	Frosted
50 watts .....	.75	.70
75 watts .....	.75	.70
100 watts	1.00	1.10
150 watts	1.40	1.50
200 watts	1.90	2.00

LANTERNS—Coleman Quick-Lite, Gasoline, LQ827—East and Central States, \$7.50; Rocky Mt. and Pac. Coast States, 8.00.

Note—General rise in lantern prices will be itemized next month. Ask your jobber.

LANTERNS—Diets Tubular—

HOT BLAST	Underwriter's Mill Lan-	terns	2.75
Little Star Tin Lanterns	No. 2 Blissard Mill Lan-	terns	3.75
Hi-Lo Tin Lanterns	FIRE DEPT.		
Victor Tin Lanterns	King Fire Dept. Tin,	enamel finish	5.10
Monarch Tin Lanterns	Same, Nickel-plated on	Tin	5.65
O. K. Tin Lanterns	Same, all Brass		
No. 2 Royal Tin Lants	Same, Nickel-plated on	Brass	6.50

COLD BLAST

Junior Tin Lanterns	No. 15 Wall Lanterns	8.00
Junior Brass Lanterns	No. 25 Wall Lanterns	8.15
Junior Brass Nickel-plated Lanterns	No. 30 Beacon Wall Lan-	terns
No. 2 Crescent Tin Lan-	terns	9.00
terns	No. 60 Beacon Wall Lan-	terns
No. 2 Blissard Tin Lan-	terns	2.10
terns	STREET AND HANGING	
No. 2 Large Fount Blis-	Pioneer Street Lanterns,	Tin
sard Lanterns	Same, Brass Founts	7.50
Little Wizard Tin Lan-	Same, all Brass	12.50
terns	Pioneer Hanging Lan-	terns, Tin
D-Lite Tin Lanterns	Same, Brass Founts	11.00
No. 2 Large Fount Wis-	PLATFORM	
ard Lanterns	Imperial Platform Lan-	terns

DASH AND WAGON

Buckeye Dash Lan't'ns	No. 1 Climax Platform	Lanterns	5.50
Junior Wagon Lan't'ns	No. 2 Climax Platform	Lanterns	5.65
Roadster Wagon Lan-	Nos. 1 and 2 Climax	Nested	11.00
terns	UNCLASSIFIED		

DRIVING

Eureka Driving, plain	Police Flash Lanterns	3.00
lens	Traffic Signal Lanterns	4.85
Same with optical lens	No. 12 Display Stand and	Assortment
Oeto Driving, pl'n lens	Watchman's Mill Lan-	terns, enamel fin.
Same, optical lens	LEAD—Bar, 18c lb.; Calking	(100 lbs.), 17c lb.; Pig (100
Union Driving, plain	lb.) 16c lb.; Sheet (full), 26c lb.;	Wool, 85c lb.
lens	LEVELS—No. 36, 12-inch, \$3.35;	18-inch, \$4.00; 24-inch,
Same with optical lens	\$4.75; No. 37, 12-inch, \$4.50;	18-inch, \$5.25; 24-inch,

MILL

Watchman's Mill Lan-	Barbed Nails advance 25c over Smooth Nails.	
terns, enamel fin.	*Orange Box, \$1.60.	
LEAD—Bar, 18c lb.; Calking	2d Fine—Plain, \$1.95; Extra, \$1.95.	
(100 lbs.), 17c lb.; Pig (100	3d Fine—Plain, \$1.85; Extra, \$1.85.	
lb.) 16c lb.; Sheet (full), 26c lb.;	Blued Lath Nails advance 25c over Fine Nails.	
Wool, 85c lb.	NAILS, SHOE—Corrugated—Brass Plated—No. ¼-lb., 10c	
LEVELS—No. 36, 12-inch, \$3.35;	each; ½-lb., 15c.	
18-inch, \$4.00; 24-inch,	Wrought Brass—2-oz., 15c each; 4-oz., 25c.	
\$4.75; No. 37, 12-inch, \$4.50;	Hob—¾, 80c lb.; larger, 80c.	
18-inch, \$5.25; 24-inch,	Hungarian—Round or Cone Head—¼-lb., 5c each; ½-	

Marx Aluminum—12-inch, \$3.75; 18-inch, \$4.50; 24-inch, \$5.50; 28, \$6.25.

No. 95, 24-inch, \$8.00; 26-inch, \$8.25; 28-inch, \$8.50; 30-inch, \$9.00. No. 96, 24-inch, \$10.00; 28-inch, \$10.50; 30-inch, \$11.00.

Special Nos.—No. 0, \$2.00; 15, 24 and 26-inch, \$4.75; 15, 28 and 30-inch, \$5.00; 25, \$5.50. 34, \$1.85; 4524, \$5.00; 4424, \$6.50; 45½, \$5.25; 90, \$3.75; 93, \$5.00; 103, \$1.00.

LINES, CLOTHES—Cotton, Braided—40-foot, 20c each; 60-foot, 25c; 50-foot, 25c; 50-foot, 35c.

Wire, Twisted—50-foot, 20 gauge, 45c each; 75-foot, 20 gauge, 60c; 100-foot, 20 gauge, 70c; 50-foot, 18 gauge, 70c; 75-foot, 18 gauge, 80c; 100-foot, 18 gauge, 95c.

Wire, Solid—100-foot, 10 gauge, 95c each.

LOOKS—Rim—Steel, 75c set; Cast, 60c set.

LUBRICANTS—Galena Superior Greases—

	1-lb.	2-lb.	3-lb.	5-lb.	7-lb.	10-lb.	25-lb.
Axle Grease	12½	.35	.50	.70	1.10	2.20	
Superior Cup .....	.20	.40	.55	.85	1.60		
No. 2 Transmis'n			1.10	1.95			
No. 42 Transmis'n			1.15	2.10			
Black Transmission .....			.90	1.55			
Black Fibre Trans.			1.10	2.00			
Flow Grease .....	.10	.80	.45				

Galena Superior Oils—

	½-gal.	1-gal.	5-gal.	15-gal.	30-gal.	55-gal.
	can	can	can	gal.	gal.	gal.
Light Motor Oil .....	.70	1.20	4.65	.92	.81	.77
Medium Motor Oil .....	.70	1.20	4.80	.95	.84	.80
Heavy Motor Oil .....	.70	1.20	4.90	.96	.85	.81
Tractor No. 1	1.80	5.15	1.02	.91	.87	
Tractor No. 2	1.80	5.80	1.08	.98	.89	
600 Transmission .....	.95	8.50	.69	.58	.54	
600 Steam Cyl.	1.15	4.50	.89	.78	.74	
Castor Machine .....	.60	1.00	8.85	.76	.65	.61
Farm Mach. No. 2 .....	.55	.90	8.85	.66	.55	.51
Separator .....	.55	.90	8.80	.64	.54	.50

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, \$3.75; No. 40, 46-inch, with end, \$4.25; No. 5, 66-inch, open, \$4.65; No. 50, 65-inch, with end, \$5.00.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, \$1.35; 16x27, \$1.75; 18x30, \$3.00; 20x38, \$3.50; 22x38, \$4.00.

Cocoa Fibre, Medium—16x27, \$2.50; 18x30, \$2.75; 20x38, \$3.50.

Steel—15½x23½, \$2.25 each; 17½x30, \$3.00; 21½x36, \$4.25.

Steel Matting in Rolls—Per sq. ft., \$1.00.

MATTOCKS—

	Each.
Short Cutter, Standard, 5½ lbs.	1.35
Long Cutter, Standard, 6 lbs.	1.35
Pick, Standard, 6 lb.	1.35

MAULS—Post—10-lb., \$1.50 each; 18-lb., \$2.00; 16-lb., \$2.50; 18-lb., \$2.75; 20-lb., \$3.15.

Ship or Top, 25c lb.

Wood Choppers—Adze or Round Eye, 24c lb.

MILLS—Older—

	Junior	Senior	Force Feed
Junior	48.00	72.00	82.50
Medium	52.00		

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.

O-Cedar, Handled—No. 4, small triangle, \$1.00 each; No. 3, large triangle, \$1.50; No. 10B, polish \$1.50.

Self-Wringing—No. 10, \$1.00 each.

Round—No. 1, \$1.75; No. 2, \$1.25.

MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 13, 35c each; No. 70, \$1.10; Janitor's, 75c each.

NAILS—Standard—All sizes, base, \$4.90. 6d and larger, 7c lb.; 5d and smaller, 8c; 2d Fine Blue (Lath), 10c. 25 lb. lots, add to selling base \$1.35 per keg. 50 lb. lots, 75c.

Cement Coated—All sizes, base, \$4.10. 6d and larger, 10c lb.; 5d and smaller, 13c.

Felt Roofing—¾ inch Plain, 15c lb.; ¾ inch Galvanized, 18c.

Brads and Nails in Packages—All sizes, 40 per cent. Advances on Standard Wire Nails, in Kegs—

	Common	Box	Casing	Finish	O.C.Box
2d.	1.45	1.65	1.70	2.00	1.65
3d.	1.15	1.30	1.35	1.55	1.80
4d. ....	.80	*1.05	1.10	1.25	*1.05
5d. ....	.75	1.00	1.05	1.20	1.00
6d. ....	.60	.70	.75	1.00	.70
7d. ....	.55	.65	.70	.70	.65
8d. ....	.30	.45	.50	.60	.45
9d. ....	.30	.45	.50	.60	.45
10d. ....	.20	.30	.35	.45	.30
12d. ....	.15	.25	.30	.40	.45
16d. ....	.10	.15	.20	.35	
20 to 60d Base	.05	.10	.15		

Barbed Nails advance 25c over Smooth Nails.

*Orange Box, \$1.60.

2d Fine—Plain, \$1.95; Extra, \$1.95.

3d Fine—Plain, \$1.85; Extra, \$1.85.

Blued Lath Nails advance 25c over Fine Nails.

NAILS, SHOE—Corrugated—Brass Plated—No. ¼-lb., 10c each; ½-lb., 15c.

Wrought Brass—2-oz., 15c each; 4-oz., 25c.

Hob—¾, 80c lb.; larger, 80c.

Hungarian—Round or Cone Head—¼-lb., 5c each; ½-lb., 10c.

RETAIL SELLING PRICES—Continued.

NETTING, POULTRY—Hexagon, Galvanized after weaving—

2-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	2.14	3.08	3.92	4.68
Sell Full Roll	1.95	2.80	3.55	4.25
Sell Cut (lineal foot) ..	.01½	.02½	.03	.03½
1½-inch, 20-gauge—				
Width, inches—	36	48	60	72
List Roll	5.85	7.13	8.91	10.69
Sell Full Roll	4.75	6.40	8.00	9.65
Sell Cut (lineal foot) ..	.04	.05½	.06½	.08
1-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	8.15	4.53	5.78	6.90
Sell Full Roll	2.85	4.10	5.25	6.25
Sell Cut (lineal foot) ..	.02½	.03½	.04½	.05½
¾-inch, 20-gauge—				
Width, inches—	36	48	60	72
List Roll	7.88	10.50	13.13	15.75
Sell Full Roll	7.10	9.45	11.75	14.10
Sell Cut (lineal foot) ..	.06	.07½	.10½	.12
1-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	4.95	7.12	9.08	10.83
Sell Full Roll	4.45	6.40	8.20	9.85
Sell Cut (lineal foot) ..	.04	.05½	.07½	.08
¾-inch, 20-gauge—				
Width, inches—	36	48	60	72
List Roll	12.38	16.50	20.63	24.75
Sell Full Roll	11.15	15.00	18.60	22.25
Sell Cut (lineal foot) ..	.09½	.12½	.15½	.18½
¾-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	8.55	12.30	15.68	18.71
Sell Full Roll	7.75	11.10	14.10	16.85
Sell Cut (lineal foot) ..	.07½	.09½	.12½	.14½
¾-inch, 20-gauge—				
Width, inches—	36	48	60	72
List Roll	21.38	28.50	35.63	42.75
Sell Full Roll	19.25	25.65	32.00	38.50
Sell Cut (lineal foot) ..	.15½	.22½	.27	.32

NIPPERS, CUTTING—

Bernard's—		14-inch	
5-inch	2.25	14-inch	8.75
6-inch	2.65	Utica—	
7-inch	3.25	5-inch	1.10
Nettleton's—		6-inch	1.20
6-inch	2.00	7-inch	1.40
8-inch	2.50	4-inch	1.35
10-inch	3.00	4½-inch	1.40
12-inch	2.25	5-inch	1.45

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 6 for 5c; ¾, 8 for 5c; 7-16, 2 for 5c; ½, 2 or 5c; 9-16, each 5c; ¾, each 5c; ¾, 2 for 15c; ¾, each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ¾, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; ¾, 2 for 5c; ¾, each 5c; ¾, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S. 3-16, 20c doz.; ¼, 25c; 5-16, 30c; ¾, 40c; 7-16, 50c; ¾, 75c; ¾, \$1.50.

OAKUM—Plumbers', 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c.
 Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c. oz. can, 35c.
 Winchester Utility—1-oz. bottle, 15c; 3½-oz. can, 25c.
 Many-use—3-oz. can, 25c.

OVENS PORTABLE—Boss—

No.	Each.	No.	Each.
Androck, complete....	1.10	2	3.75
Kerogas—		11	2.75
357	6.50	13	3.50
657	7.25	111	3.50
Perfection—		113	3.75
121 G	5.50	120	6.25
122 G	6.10	213	3.50
Pinner & Boyle—		220	7.00
1	8.25	313	4.25

PAOKING—Sheet Rubber—Standard I. C., 40c lb.; Indian Red, 60c.

Italian Hemp—A, 1-inch, 45c lb.
 Square Flax, braided, 60c.
 Piston Spiral—Steam, high pressure, \$1.50; steam or water, low pressure, \$1.
 Asbestos Cement—7½c lb.
 Wicking, Asbestos—4-oz. ball, 30c.
 Cotton Candle—2-oz. ball, 10c.

PADLOCKS—Corbin—No. 958, 35c each; 2802½, 30c; 2822½, 40c; 2869, 75c; 2879, \$2.00; 2880, \$2.25; 2881, \$2.50; 2883, \$3.75.

Miller—No. 1, \$1.35 each; 016, 75c; 18, 30c; 18D, 40c; 19, 30c; 21, 35c; 75, 40c; 76, 85c; 78, \$1.00; 96, 50c; 96C, 75c; 121, 45c; 5441, 85c.
 Yale—No. 223, 85c each; 225, \$1.00; 453J, 80c; 453X, 30c; 563, \$1.75; 565, \$2.10; 585, \$1.50; 635, \$1.50; 645J, 65c; 803, \$2.25; 805, \$2.25; 805½, \$2.50; 818, \$2.25; 815, \$2.35; 823, \$2.40; 833, \$3.00; 843, \$3.25; 853, \$3.50; 8454, \$2.75.

Slaymaker—No. 160, \$1.75 each; 178, 45c; 179, 75c; 189, 75c; 1092, 90c; 1093, \$1.10; 1098, \$1.10; 1902, 55c; 1903, 60c; 1904, 75c; 3901, 75c; 3902, 60c; 3903, 45c; 4026, 20c; 4078, 75c; 6180, 25c; 9902, 70c; 9902 N. C., 65c; 41090, 70c.

PAINT SUNDRIES—

Alcohol—(Denatured)—
 1 gallon..... 1.45
 5 gallons..... 1.15

Alum—
 Pwd., less than 100 lbs., lb.17

Benzins—
 New cans, casd., gal. .60
 Old cans, uncad., gal. .40

Coal Tar—
 5-gal. Gal. .40
 1-gal. Gal. .55

Cresosote—
 Gal.85

Distillate—
 Light, gal.40

Glue—
 No. 2 Gelatine.... .50
 Chicago White50

Kalsomine, White—
 Bbls., 280 lbs.... .08
 Kegs, 100 lbs.... .08½
 4 25-lb. pkgs., bulk .09
 25 lbs., bulk..... .09
 Less 25 lbs..... .09½
 100 lbs. 5-lb. pkgs. .09
 Less 100 lbs. pkgs. .09½

Lamp Black—Bear Brand—
 1-lb. pk.45
 ¼-lb.30
 ½-lb.20

Linseed Oil, Boiled—
 5's Gal. 1.14
 1's Gal. 1.45
 ½'s ½-Gal. .85
 ¼'s Qt. .50
 ⅛'s Pt. .30

Raw Linseed Oil, 3c less than price of boiled, Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.

Oil—
 Floor Gal. .75
 Gloss 1.50
 Lard, No. 1..... 1.80
 Lin-Oil90
 Neatsfoot No. 1... 2.40
 Neutral60
 Paraffine85

Paint, Dry Colors—
 Umber12
 Chrome Green, Med. .07
 Graphite08
 Sienna11
 Venetian Red08
 Yellow Ochre07

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 3 gals., 5c above cost.

PANS—Acme Frying—
 No. 00, each..... .30
 No. 0, each..... .85
 No. 1, each..... .40
 No. 2, each..... .45
 No. 3, each..... .50

PAPER, BUILDING—
 Roofing—
 Plymuth, Smooth 3.00
 Pioneer, Sanded 2.50
 Asbestos 4.25
 H & H 2.50
 Pioneer, Flaxine 3.00
 Pioneer, Sanded 2.50
 Pioneer, Slate 3.75
 Certain-teed 2.50
 Major 2.25
 Guard 1.75

Pioneer Sheathing, Gray—Per roll, 30-lb., \$1.25; 25-lb., \$1.50; 30-lb., \$1.75.
 Shingles, Slate, Red or Green—Individual (424 per square), \$10.25 square. Strip or Slab (104 per square), \$9.25.

Tin Caps—1½-inch, 80c per lb.
 Felt—Asphalt Saturated, \$2.75 per roll. Deadening, 6½c per lb. Insulating, Saturated, \$1.75 per roll; Saturated and Coated, \$2.75.

Painters' Petroleum—
 1-Gal. Gal. .40

Paints, Ready Mixed—1st grade, white —
 Gals. Gal. 4.40
 ½-gals. ½-Gal. 2.30
 Quarts Qt. 1.35
 Pints Pt. .70
 ½-pints ½-Pt. .40

1st Grade, Colors—
 Gals. Gal. 4.35
 ½-gals. ½-Gal. 2.35
 Quarts Qt. 1.30
 Pints Pt. .65
 ½-pints ½-Pt. .35
 2d Grade, White or

Colors—
 Gals. Gal. 3.90
 ½-gals. ½-Gal. 1.60
 Quarts Qt. .95

Inside Floor—
 Gals. Gal. 2.90
 ½-gals. ½-Gal. 1.60
 Quarts Qt. .95

Porch—
 Gals. Gal. 4.35
 ½-gals. ½-Gal. 2.35
 Quarts Qt. 1.30

Plaster Paris—
 Less sack, lb.10

Putty, Bladder—
 Less than 100 lbs.07½
 Putty, Bulk—
 1-lb. cans15

2-lb. cans 12½
 3-lb. cans09½
 5-lb. cans09
 10-lb. cans08½
 25-lb. cans08
 85 lb. cans06½

Rosin—
 Lb.14

Tints, Kalsomine—
 Barrels, 280 lbs.... .09
 Kegs, 100 lbs.... .09½
 100-lb. bulk..... .10
 25-lb. bulk..... .10
 Less 25 lbs..... .10½
 100 lbs., 5-lb. pkgs. .09½
 Less 100 lbs., 5-lb. pkgs. .10

Turpentine—
 5's Gal. 1.27
 1's Gal. 1.45
 ½'s ½-Gal. .85
 ¼'s Qt. .50
 ⅛'s Pt. .30

Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 3 gals., 5c above cost.

No. 4, each..... .55
No. 5, each..... .60
No. 6, each..... .80
No. 7, each..... .90

RETAIL SELLING PRICES—Continued.

SAND AND EMERY—Per quire of sheets—

	0	1	2	2 1/2	3
Carborundum	.80	.95	1.10	1.30	1.50
B. & A.	.45	.50	.55	.60	.75
Aztec	.40	.45	.50	.60	.75
Aloxite	.80	.85	.90	1.00	1.10

PEAVIES—

	Socket.	Maple Hickory.	Socket.	Maple Hickory.
2 1/4 x 4	4.15	5.00	2 3/4 x 4 1/2	5.25
2 1/4 x 4 1/2	4.30	5.50		5.50
2 1/2 x 4 1/2	4.50	6.25	3 x 5	6.25
2 1/2 x 5	4.75	6.50		8.25

PERCOLATORS, COFFEE—Universal—

46	4.50	74	5.50
48	5.00	76	6.00
52	4.25	79	6.75
54	4.50	714	7.50
56	5.00	464	5.75
58	5.75	466	6.25
64	5.00	469	7.00
66	5.50	474	6.25
69	6.25	476	6.75
614	7.00	479	7.50

Percolator Tops, 10c each.

PICKS—Railroad, 6-lb., \$1.10 each; 6-lb., \$1.15; 7-lb., \$1.25; 8-lb., \$1.50; 9-lb., \$1.65.
Drifting—No. 1, 95c each; 2, \$1.10; 3, \$1.15; 4, \$1.25;

PINS—Clothes—C—Common, 10c doz.; US—Spring, 20c; H—Hoyt's Spring, 15c.

PINCERS—Carpenters'—6-in., 75c; 8-in., \$1.00; 10-in., \$1.25.

PIPE—(See Plumbing Prices, Page 169).

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.
4-inch, Japan, 40c; 8-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.
Half Joints—5-inch, 20c joint; 6-inch, 20c.
Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS (STOVE)—Caps, No. O 15, 60c each; C-16, 60c each.

Dampers—No. 8, 4, 20c each; 5, 6, 25c; 7, 40c.
Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj., 4 Pc., 35c; 4, 40c; 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.
In lots of 12 dozen, 5 per cent discount from above.
Flue Stops, Nos. 1 and 86, 20c each; 3, 20c each; 30, 20c. 3, 3 1/2 (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c.
Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS—Automatic—Colts' .25 Cal., \$20.50 each; 25 Cal. nickel, \$25.00; .32 Cal., \$25.00; .38 Cal., pocket, \$45.00; .45 Cal., military, \$42.00.
Smith & Wesson—.35 Cal., \$31.50; Savage, .32 Cal., \$24.00; .380, \$25.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., \$1.25; 25-lb., \$2.50; 50-lb., \$4.50; 1/2 bbl., \$9.00; bbl., \$13.50.

PLANES—Stanley—No. 1, \$2.95 each; 2, \$3.85; 3, \$4.10; 8C, \$4.25; 4, \$4.35; 4C, \$4.60; 4 1/2, \$5.00; 4 1/4 C, \$5.35; 5, \$5.00; 5C, \$5.25; 5 1/2, \$5.35; 5 1/4 C, \$6.00; 6, \$6.60; 6C, \$6.90; 7, \$7.50; 7C, \$7.65; 8, \$8.35; 8C, \$9.25; 9, \$9.15; 9 1/2, \$2.25; 9 1/4, \$2.75; 10, \$6.65; 10 1/2, \$5.40; 12, \$5.00; 12 1/2, \$6.60; 15, \$2.10; 15 1/2, \$2.85; 16, \$2.50; 17, \$2.85; 18, \$2.85; 19, \$2.85; 20, 8.25; 24, \$3.10; 25, \$2.85; 26, \$3.20; 27 1/2, \$3.75; 28, \$4.15; 29, \$4.65; 31, \$4.50; 32, \$5.00; 35, \$3.75; 36, \$4.50; 37, \$5.00; 40, \$2.20; 40 1/2, \$3.00; 45, \$14.00; 46, \$9.80; 47, 7.65; 48, \$5.25; 49, \$5.25; 50, \$7.00; 55, \$25.50; 60, \$2.60; 60 1/2, \$2.35; 61, \$2.25; 62, \$5.65; 65, \$3.15; 65 1/2, \$2.60; 71, \$3.95; 71 1/2, \$3.20; 72, \$4.35; 74, \$10.25; 75, 75c; 78, \$3.25; 85, \$4.60; 90, \$3.95; 92, \$4.00; 93, \$4.85; 94, \$5.65; 95, \$2.00; 97, \$3.95; 98, \$2.00; 99, \$2.00; 100, 60c; 101, 50c; 102, 95c; 103, \$1.25; 110, \$1.30; 112, \$4.50; 113, \$7.45; 120, \$1.75; 130, \$1.80; 131, \$2.75; 140, \$3.00; 146, \$4.00; 147, \$4.25; 148, \$4.65; 171, \$5.95; 190, \$2.90; 191, \$2.90; 192, \$2.65; 203, \$1.50; 212, \$8.10; 220, \$1.70; 278, \$3.25; 289, \$4.00; 444, \$11.00; 602, \$4.30; 603, \$4.90; 604, \$5.30; 604C, \$5.55; 604 1/2, \$6.15; 605, \$6.15; 605C, \$6.45; 605 1/2, \$6.75; 606, \$7.85; 606C, \$8.25; 607, \$9.90; 607C, \$9.45; 608, \$10.70; 608C, \$11.20.

No. 39—1/4, \$2.90; 1/2, \$3.20; 3/4, \$3.40; 1, \$3.55; 1 1/4, \$3.70; 1 1/2, \$3.85; 1 3/4, \$3.85; 2, \$3.95.

Stanley Block Plane Irons—100 and 101, 15c; 102 and 103, 20c; 110 and 130, 80c; 120 and 220, 40c; 140, 50c; 9 1/2 and 9 3/4, 40c; 15, 16, 17, 18, 19, 40c; 60 and 65, 40c. 3 1/2-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, \$2.00. inch, 15c; 3 1/2-inch, 20c. No. 861, 40c. No. 862, 65c. No. 371, \$1.00.

PLATES, GAS, HOT—No. 501, \$8.50 each; 502, \$5.75; 503, \$8.50; 702, \$7.75; 703, \$11.50; 722, \$8.50; 723, \$12.50; 1001, \$2.50; 1002, \$4.25.

PLIERS—Klein's No. 201—6-inch, \$3.50 each; 7-inch, \$4.00; 8-inch, \$4.25; 9-inch, \$5.25. Bernard's No. 102—4 1/2-inch, \$1.50; 5 1/4-inch, \$1.85; 6 1/4-inch, \$2.25; 8-inch, \$3.25.

PLUGS—Spark—\$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, \$2.25 each; 9-inch, \$2.75; 12-inch, \$3.00; 18-inch, \$3.75; 24-inch, \$4.50. No. 37, 12-inch, \$4.25; 18-inch, \$5.00; 24-inch, \$6.00. 37G, 12-inch, \$4.25; 18-inch, \$5.00. 34V, 4-inch, \$1.65; 6-inch, \$2.00; 8-inch, \$2.75; 10-inch, \$3.25. Wood, Stanley or Disston—No. 00, \$1.50 each; 0, \$1.75; 2, \$2.50; 3, \$3.00; 8, \$3.85; 13, 26-in., \$3.50; 28-in., \$3.75; 30-in., \$3.75. No. 15, 26-in., \$4.25; 28-in., \$4.50; 30-in., \$4.50. No. 30, \$3.75; 35, \$3.25; 45 1/2, \$5.25. No. 98, 26-in., \$5.00; 28-in., \$5.25; 30-in., \$5.50. No. 95, \$8.25; 96, \$10.00; 102, 80c; 104, \$1.15.

Pocket, Stanley—No. 31, 2 1/2-inch, 55c each; 3-inch, 65c; 3 1/2-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, \$2.25. Extra Level Glasses—No. 1, 1 1/4 to 2-inch, 15c each; 2 1/2-inch, 15c; 3 1/2-inch, 20c. No. 861, 40c. No. 862, 75c. No. 371, \$1.65.

POKERS, STOVE—No. 100, Straight, 20-inch, 25c; 105, Bent, 20-inch, 25c.

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., \$1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., \$1.00. Calol, 1/2 pt., 80c each; 1 pint, 45c; 1 quart, 65c; 1/2 gallon, \$1.15; 1 gallon, \$2.00; 5 gallons, \$7.50. Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, \$1.00.

O-Cedar—4 ounce, 25c each; 12 ounce, 50c; quart, \$1.00; 1/2 gallon, \$2.00; gallon, \$3.00. Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, \$1.70; 5 pounds, \$3.00.

METAL—NonOlio, 1/2 pint, 50c each; 1 pint, 75c; 1 quart, \$1.25.

SNOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 C S Shoe Satin, 10c; 9 C S Shoe Satin, 15c; 1 C Satinola, 10c; 2 C Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P Satinola, 15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E. Enameline, 15c. Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, \$1.75; 01, Black Eagle, 45c; 95 Black Eagle, \$2.00; 4 E. Enameline, 15c; 6 E. Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

POTS—Fire—

Gasoline, C & L—	Tin—
20	4 Quart
21	6 Quart
71	8 Quart
72	10 Quart
5	Glue—
1	000, 1/2-pt.
Watering Galvanized—	00, 1-pt.
4 Quart	0, 1 1/4-pt.
6 Quart	1, 1 1/4-pt.
8 Quart	2, 2-pt.
10 Quart	Melting—
12 Quart	5-in.
16 Quart	6-in.

PULPERS—Nail—Rex, \$1.50 each; Rex, Jr., \$1.25; Red Devil, \$2.50; Morrill's, \$3.75; Little Giant, \$2.25.

PULLEYS—Brass Screw, No. 350, 1/2-inch, 15c each; 1/4, 20c; 3/8, 25c; 1, 30c; 1 1/4, 35c; 1 1/2, 40c. No. 370, 1/2-inch, 35c each; 1, 40c.

PULLEYS—Brass Screw, No. 35, 1/4-inch, 15c each; 1/4, 20c; 3/8, 25c; 1, 30c; 1 1/4, 35c; 1 1/2, 40c. No. 37, 1/4-inch, 85c. Clothes Line—No. 80, 3 1/4-inch, 45c; No. 60, 6-inch, 70c; No. 64, 20c; No. 65, 2 1/4-inch, 20c; No. 67, 25c; No. 160, 2-inch, 25c; No. 6500, 5 1/4-inch, 55c; No. 6500G, 5 1/4-inch, 65c.

Hay Fork—No. 566, for rope, 75c; No. 1651, for wire rope, \$1.75.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, \$1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, \$3.85; 2, \$4.25; 3, \$5.00; 4, \$6.00.

PULLEY—Per lb., 15c.

RAKES, GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, \$1.10; 14-tooth, \$1.35. Steel Row, 11 and 12-tooth, \$1.35; 13 and 14-tooth, \$1.45; 15 and 16-tooth, \$1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each \$1.00; 16-in., \$1.25; 18-in., \$1.60.

Flanged Horse Rasps—14-in., each \$1.25; 16-in., \$1.50; 18-in., \$2.00.

Half Round Cabinet—10-in., each \$1.25; 12-in., \$1.50; 14-in., \$2.00; 16-in., \$2.50; 18-in., \$3.00.

Half Round Wood—10-in., each \$1.00; 12-in., \$1.25; 14-in., \$1.65; 16-in., \$2.25; 18-in., \$2.90.

Flat Wood—10-in., each 95c; 12-in., \$1.25; 14-in., \$1.50; 16-in., \$2.00; 18-in., \$2.60.

RAZORS (SAFETY)—Eveready—

No.	No.
700, each	706 B, 6 Blades, Pkg., .40
2, each	706 B, 12 Blades, Pkg., .65
	Gem
800, each	800 B, 7 Blades, Pkg., .50
	Enders
900, each	900 B, 5 Blades, Pkg., .35

RETAIL SELLING PRICES—Continued.

RAZORS, SAFETY—Continued—

Durham Domino			
1, each	1.00	3 Blades, Pkg.	.85
2, each	2.00	5 Blades, Pkg.	.50
Gillette			
Old Type—		New Type —	
Brownie	1.00	New Standard, Bostonian,	
Pioneer	2.50	Richwood, Big Fellow—	
Pocket	3.00		
Blades—		Each	
6 Blades, ¼ pkg.	.50	Gold Plated	
12 Blades, Pkg.	1.00	Traveler	
AutoStop			
1, 7, 8, set	5.00	254S, set	5.00
15, set	6.50	600 B, Blades, pkg.	1.00
25, set	8.50	600½ B Blades, pkg.	.50
251, set	5.00		

BBELS—Hose—No. 1 Wire, \$1.65 each; No. 1, Wood, \$3.25.

REVOLVERS—

Colts, Model		Each
Pocket Positive	23.00	
Police Positive Spec.	25.00	
Police Positive Tgt.	27.00	
Army Special	26.00	
New Service	31.00	
Single Action	29.00	
Harrington & Richardson		
208, 228	11.50	
308 B, 228 B	12.00	
204, 224	12.00	
204 B, 224 B	12.50	
268, 278	12.50	
268 B, 278 B	12.75	
264, 274	12.75	
264 B, 274 B	13.00	
Iver Johnson—		
300, 308, 328	11.75	
300 B, 308 B	11.75	
304	12.00	
RIFLES—No. and Model—		
Daisy Air—		Each
25	5.25	
40	5.25	
8	3.15	
80	2.95	
11	2.85	
12	2.00	
King Air—		
4	2.95	
5	3.15	
21	2.00	
22	2.85	
304 B	17.25	
324 B	17.00	
324 B	17.00	
324 B	17.25	
348, 358	17.75	
348 B, 358 B	18.00	
344, 354	18.00	
344 B, 354 B	18.50	
364 B	19.25	
365 B	19.50	
Smith & Wesson—		
1905 Military Police	31.00	
Regulation Police	29.00	
1908 Hand Ejector	27.50	
58 S. & W. Perfected	27.50	
1908 Military	35.00	
1911 Target	31.50	
New Departure 88	27.50	
Marlin—		Each
20 TD—Octagon Brl.	18.50	
27 TD—Round Brl.	21.80	
TD—Octagon Barrel	24.55	
29 TD—Round Brl.	15.60	
1897 TD—Round Brl.	22.75	
TD—Octagon Barrel	24.80	
Remington—		
4 TD—Octagon Brl.	15.54	

RIFLES—No. and Model—

Daisy Air—		Each
25	5.25	
40	5.25	
8	3.15	
80	2.95	
11	2.85	
12	2.00	
King Air—		
4	2.95	
5	3.15	
21	2.00	
22	2.85	
304 B	17.25	
324 B	17.00	
324 B	17.00	
324 B	17.25	
348, 358	17.75	
348 B, 358 B	18.00	
344, 354	18.00	
344 B, 354 B	18.50	
364 B	19.25	
365 B	19.50	
Smith & Wesson—		
1905 Military Police	31.00	
Regulation Police	29.00	
1908 Hand Ejector	27.50	
58 S. & W. Perfected	27.50	
1908 Military	35.00	
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20 TD—Octagon Brl.	18.50	
27 TD—Round Brl.	21.80	
TD—Octagon Barrel	24.55	
29 TD—Round Brl.	15.60	
1897 TD—Round Brl.	22.75	
TD—Octagon Barrel	24.80	
Remington—		
4 TD—Octagon Brl.	15.54	

RIVETS—Slotted Clinch, Coppered Steel—No. 50's, 15c box; 100's, 10c box.

Copper—With Burrs—		Size.	½ Lbs.	1 Lbs.
7—St'r Lgths.	.30	.55	7—Asst.	.80
8	.30	.55	8	.80
9	.30	.55	9	.80
10	.30	.55	10	.80
12	.30	.55	12	.80
Copper Iron, with Burrs—		08 Asst., 20c, ¼ lb. box; 010, 25c.		

RIVETS—Tinnings—Black, in bulk, all sizes, 20c per lb.; Tinned, in bulk, 30c; Tinned, in papers, 8 oz., 30c; 12 oz., 40c; 14 oz., 45c; 1 lb., 45c; 1½ lb., 60c; 2 lb., 75c; 2½ lb., 90c; 3½ lb., \$1.15; 4 lb., \$1.80; 5 lb., \$1.50; 6 lb., \$1.75; 7 lb., \$2.00; 8 lb., \$2.25; 10 lb., \$2.75; 12 lb., \$3.25; 14 lb., \$3.75.

Tubular Harness—508, per box, 20c; 1008, 85c.

ROOFING—(See Paper).

ROPE—Cotton—		3-16	¼	½	¾	1	1½	2
Ft. per lb.	66	45	20	12	8	8	4½	3
Cents per ft.	1	1½	3	5	8	10	17	25
Manila—		3-16	¼	½	¾	1	1½	2
Ft. per lb.	70	40	24	14	8	6.8	4.9	3.6
Cents per ft.	½	¾	1½	2	3½	3½	5	7
Sisal—		Ft. per lb.	70	40	24	14	8	6.8
Cents per ft.	¾	¾	1½	1	1½	3	3½	5
Galv. Wire—		Cents per ft.	1½	2½	4½	7½	15	20
Thimbles	5	7½	10	15	15	20	25	30
Clips, Galv.	7½	10	15	20	25	35	40	45
Clips, Jap'd	6	7½	10	15	20	25	30	35

ROPE—(Portland Cordage Co. list)—Basis Prices—Per lb., ¼-in. diameter or larger—Manila, Cloverleaf, 18c; Manila, Seaport, 16½c; Life Line Lariat, 3 or 4 strand, 38c; Bronco Lariat, Red Thread, 3 or 4 strand, 30c; Black Hawk Lariat, 4 strand, 7-16-in., 20c; White Sisal Lariat, Red Thread, 3 or 4 strand, 20c; White Sisal, 16c; Sisal, 15c.

Differentials—3-16-in. dia. (6 thread fine), 2½c; ¼-in. 5-16-in. (6 and 9 thread), 2c; ¾-in. (12 thread), 1½c; 7-16, ¼, 9-16-in. (1¼, 1½, 1¾ cir.), 1c; ¾-in. (2-in. cir.), ½c.

RULES—Boxwood—Lufkin, Stanley—No. 171 (86), 60c each; 372 (36¼), 85c; 386 (32), 90c; 388 (32¼), \$1.25; 465 (69), 20c; 651 (68), 25c; 702 (18), 45c; 751 (61), 85c; 761 (63), 45c; 762 B (7), \$1.25; 771 (84), 75c; 780 (62¼), 95c; 781 (62), 95c; 861A (53¼), 95c; 862C (83¼), \$1.50; 871 (52), 85c; 881 (54), \$1.00; 8851 (66¼), 70c; 8861 (66¼), 80c; 8881 (66¼), \$1.75; 4883 (94), \$3.00.

Rules, Steel—No. 17, Blacksmiths', 90c each; 041, Pocket, 25c; 1131, 1141, Zig-sag, 65c; 1182, 1142, Zig-sag \$1.25; 1143, Zig-sag, \$1.85.

Rules, ZIG-ZAG—Lufkin, Stanley—No. 204, 75c each; 206, 95c; 804F, 85c; 806F, 55c; 8513 (08), 80c; 8514 (04), 35c; 8515 (05), 45c; 8516 (06), 60c; 8518 (08), 75c; 8528 (403F), 25c; 8524 (404F), 40c; 8525 (405F), 45c; 8526 (406F), 55c; 8618 (103), 80c; 8614 (104), 40c; 8615 (105), 50c; 8616 (106), 60c; 8624 (854F), 40c; 8626 (856F), 60c.

SAWS—One Man—Cross-cut—

Disston		Chinook	Royal
3½ ft.	4.75	5 ft.	8.25
4 ft.	5.25	5½ ft.	8.50
4½ ft.	6.00	6 ft.	9.25
5 ft.	6.75	6½ ft.	10.50
5½ ft.	7.00	7 ft.	11.50
		7½ ft.	12.50
			15.25

Atkins Crosscut Nos. 51, 52, 545, and Simonds Falling. same price as Royal Chinook.

SAWS—Hand—

4, 5, Simonds		No. 10 Simonds or 7 Disston
12 Disston or 69 Atkins		18 inch 2.10
18 inch	2.95	20 inch 2.25
20 inch	3.30	22 inch 2.50
22 inch	3.50	24 inch 2.60
24 inch	3.80	26 inch 2.75
26 inch	4.10	28 inch 3.25
28 inch	4.45	No. 120 Disston or 4 Simonds
No 7, 7½, 8, 9 Simonds, D8		26 inch 6.20
Disston or 51 Atkins		28 inch 6.60
		No. 112 Disston
18 inch	2.85	26 inch 5.25
20 inch	2.60	28 inch 5.60
22 inch	2.80	No. D 100 or No. D 20
24 inch	3.00	Disston
26 inch	3.15	26 inch 4.35
28 inch	3.60	28 inch 4.85

SAWS—

10-in.		12-in.	14-in.	16-in.
Back, No. 4	2.25	2.50	3.00	3.25
Compass, No. 2	.75	.75	.80	.85
Compass, No. 80	.45	.45	.45	.45
Kitchen, No. 0	.70	.70	.75	.80

Butcher—

18-in.		20-in.	22-in.	24-in.	26-in.
No. 5	8.50	8.50	3.75	3.75	4.00
No. 7	2.50	2.75	2.75	3.00	3.00
No. 70	1.75	1.85	2.00	2.10	2.10

Panel—

No. 7	2.00	2.25	2.50	2.75	....
No. 8	....	2.50	2.75	3.00	....
No. 12	3.00	3.25	3.50	3.75	....
No. 091	.95	1.00	1.10	1.25	....
Plymouth	2.25	2.35	2.50	....	....

BUCK—No. 40, \$2.00; No. 802, \$1.75; No. 617, \$1.85; No. 618, \$1.85; No. 628, \$2.00; No. 677, \$2.65.

Blades—No. 4, 4B, 66, 75c; No. 77, \$1.25. Rods, 20c.

Coping—No. 100, 30c; No. 110, 45c.

Keyhole—No. 5, 45c; No. 95, 75c.

Pruning—Disston No. 4, 16-in., \$1.75; 18-in., \$1.85; No. 50, 12-in., \$1.15; 14-in., \$1.25; No. 112, \$2.35.

SAW CLAMPS—No. 8, \$2.50; 0, \$1.85. Perfection, No. 1W, \$2.50; No. 8W, \$3.25; No. 2W, \$8.50; No. 11, with Guide, \$3.25; Bishop's No. 750, 85c; Stearns No. 105, \$2.75; No. 200, \$1.75; N88, \$2.25; No. 8, Disston, \$4.50.

RETAIL SELLING PRICES—Continued.

SAW SETS—

201 G & P.....	1.50
Spec. Morrill.....	2.00
105 Morrill.....	.60
1 Morrill.....	2.00
10.....	1.20
77.....	1.00

SAW TOOLS—

Clipper Outfit.....	.75
Morrill's Raker Gauge—	
No. 1.....	1.50
No. 6.....	2.25
No. 9.....	2.50
Atkins Raker Swage.....	.45
5-M Tooth Gauge.....	.25
Jointers Pikes Perfi.....	.75
Jointers No. 7 Sterna.....	.70

SCALES—Family, testing without scoop, \$3.00; with scoop, \$3.75; Peddlers' glass sash, \$5.25; glass sash with chains, \$5.75; brass dial, \$6.75; brass dial with chains, \$7.00.
Spring Balance, No. 50, 20c each; 51, 40c; 54, \$1.25; 56, \$3.75; 57, \$7.00.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 820, 85c; 850, 75c.

Wiss—No. 14 B H, \$1.45 each; 54½, 95c; 55, \$1.00; 55½, \$1.05; 56, \$1.10; 56½, \$1.15; 57, \$1.20; 154½, \$1.15; 155, \$1.20; 155½, \$1.25; 156, \$1.30; 156½, \$1.35; 157, \$1.45; 864, \$1.20; 864½, \$1.25; 865, \$1.30; 866, \$1.45; 468, \$1.05; 468½, \$1.10; 464, \$1.15; 578, \$1.45; 578½, \$1.50; 574½, \$1.70; 668, \$1.45; 668½, \$1.50; 664, \$1.70; 768, \$1.05; 768½, \$1.10; 764, \$1.15; 764½, \$1.20; 765, \$1.25; 765½, \$1.30; 766, \$1.35; 778, \$1.15; 778½, \$1.20; 774, \$1.25; 814, \$1.25; 814½, \$1.30; 815, \$1.35; 815½, \$1.40; 816, \$1.50.

SOOOPS—Common Hollow Back—Black—No. 2, \$2.15 each; 3, \$2.25; 4, \$2.35; 5, \$2.45; 6, \$2.55; 7, \$2.65; 8, \$2.75; 9, \$2.85; 10, \$3.00.

SCREENS—Adjustable—Window—Wabash, Wood Frame, 15x 88, 80c; 18x88, 90c; 24x88, \$1.15; 30x88, \$1.45; 34x87, \$1.25; 28x87, \$1.50.
Sherwood Steel Frame—18x88, \$1.20; 24x88, \$1.35; 34x 87, \$1.50; 30x87, \$1.75.

SCREWS—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size	½-in.	¾-in.	1-in.	1½-in.	2-in.
2.....	.20	.20	.20	.25	...
3.....	.20	.20	.20	.25	...
4.....	.20	.20	.25	.30	.35
6.....	.25	.30	.30	.35	.40
8.....	.40	.40	.45	.50	.60
10.....	.50	.55	.65	.75	.90
12.....	.65	.75	.85	.90	1.15
14.....	1.30	1.00	1.60	1.70	2.00
5-16.....	2.25	2.50	2.70	3.15	...
¾.....	2.60	2.95	3.00	3.85	...

Size	1½-in.	1¾-in.	1½-in.	2-in.
4.....	.40	.50	...	...
6.....	.55	.70	.85	1.05
8.....	.75	.85	1.05	1.25
10.....	1.05	1.20	1.35	1.55
12.....	1.30	1.45	1.70	1.90
14.....	2.20	2.50	2.80	3.15
5-16.....	3.60	4.00	4.50	5.00
¾.....	4.50	5.40	5.80	6.15

Iron—Flat or Round Head—

Size	½-in.	¾-in.	1-in.	1½-in.
2.....	.15	.15	.15	.20
3.....	.15	.15	.15	.20
4.....	.15	.15	.15	.20
6.....	.15	.15	.20	.25
8.....	.20	.20	.20	.25
10.....	.30	.30	.30	.35
12.....	.30	.35	.35	.40
14.....	.45	.50	.55	.60
5-16.....	.80	.85	.90	1.00
¾.....	1.00	1.00	1.05	1.15

Size	1½-in.	1¾-in.	1½-in.	2-in.
4.....	.25	.30	...	...
6.....	.30	.35	.40	.50
8.....	.30	.35	.45	.50
10.....	.45	.55	.60	.70
12.....	.50	.60	.65	.75
14.....	.75	.85	1.00	1.20
5-16.....	1.15	1.30	1.45	1.60
¾.....	1.30	1.45	1.70	1.85

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

CAP—U. S. S. Thread—Iron—

Length	½-in.	5-16-in.	¾-in.	7-16-in.	1-in.
¾.....	.25	.25	.30	.35	.45
1.....	.25	.25	.30	.35	.45
1.....	.25	.25	.30	.40	.45

X CUT—

Morrill No. 8.....	1.30
Baker No. 3.....	2.35
Colonial.....	1.40
7 Taintor.....	2.00
28 Triumph.....	1.65
Hammer.....	.85
Lever.....	.25
Morin No. 2.....	4.75
Morin No. 2½.....	6.00
Morin No. 3.....	2.00

Setting Tool Disston—

No. 100.....	.80
No. 4 Setting Blocks—	
No. 4 Blocks, Morin.....	1.85
Swages No. 0 Dist.....	4.75
Swages, Whittings.....	1.00
Atkins, Rex.....	1.00
Atkins, Excelsior.....	.85

1¼.....	.25	.30	.30	.45	.50
1½.....	.30	.30	.35	.45	.55
1¾.....	.30	.30	.35	.50	.60
2.....	.30	.35	.40	.50	.60
2¼.....	.35	.40	.40	.55	.65
2½.....	.40	.45	.45	.55	.70
3.....	.45	.50	.55	.60	.80
3½.....	...	...	...	.70	.90
4.....	...	...	...	.80	1.00
Length	¾-in.	¾-in.	¾-in.	¾-in.	1
1.....	.70	.90	1.30	...	...
1¼.....	.70	.90	1.80	...	...
1½.....	.75	.95	1.80	...	...
1¾.....	.80	1.00	1.45	1.65	1.80
2.....	.85	1.10	1.55	1.80	1.95
2¼.....	.90	1.20	1.65	2.10	2.45
2½.....	.95	1.25	1.70	2.15	2.75
3.....	1.10	1.45	1.90	2.45	2.75
3½.....	1.25	1.70	2.15	2.40	2.80
4.....	1.45	1.95	2.40	2.80	3.10

CAP—S. A. E. Thread, Steel—

Length	¾-in.	5-16-in.	¾-in.	7-16-in.	1-in.
¾.....	.25	.30	.35	.....	.....
1.....	.30	.35	.40	.50	.55
1¼.....	.30	.35	.40	.55	.60
1½.....	.35	.40	.40	.60	.65
1¾.....	.35	.40	.45	.65	.70
2.....	.40	.45	.50	.70	.75
2¼.....	.45	.50	.50	.75	.80
2½.....	.50	.55	.55	.80	.85
2¾.....	.55	.60	.60	.85	.90
3.....	.60	.65	.65	.90	.95
3½.....	.65	.70	.80	1.00	1.10
4.....	.70	.80	.90	1.10	1.25
Length			9-16-in.	¾-in.	¾-in.
1.....			.85	.....	.....
1¼.....			.90	.....	.....
1½.....			.95	1.10	1.25
1¾.....			.95	1.15	1.30
2.....			1.00	1.25	1.40
2¼.....			1.15	1.30	1.50
2½.....			1.25	1.40	1.60
2¾.....			1.30	1.50	1.75
3.....			1.40	1.60	1.85
3½.....			1.60	1.90	2.15
4.....			1.80	2.10	2.45

SET—Square Head, V or U. S. S. Thread—

Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.

Length	¾-in.	5-16-in.	¾-in.	7-16-in.	¾-in.
¾.....	.15	.15	.30	.25	.35
1.....	.15	.15	.30	.25	.35
1 ¼.....	.15	.20	.20	.25	.35
1 ½.....	.15	.20	.30	.25	.30
1 ¾.....	.20	.20	.30	.25	.30
2.....	.20	.20	.35	.30	.35
2 ¼.....	.20	.25	.25	.35	.40
2 ½.....	.20	.25	.30	.40	.45
2 ¾.....	.25	.30	.35	.45	.50
3.....	.25	.35	.40	.50	.55
3 ¼.....	.35	.40	.45	.60	.65
3 ½.....	...	...	...	.65	.80
4.....	...	...	...	.70	.90
Length	¾-in.	¾-in.	¾-in.	¾-in.	1-in.
¾.....	.85	...	...	...	...
1.....	.40	...	...	...	...
1 ¼.....	.45	.70	...	...	...
1 ½.....	.50	.80	1.15	...	...
1 ¾.....	.55	.85	1.20	1.60	1.75
2.....	.60	.95	1.80	1.75	1.90
2 ¼.....	.65	1.00	1.40	1.90	2.00
2 ½.....	.70	1.05	1.50	2.00	2.10
2 ¾.....	.75	1.10	1.60	2.10	2.25
3.....	.90	1.25	1.80	2.45	2.75
3 ¼.....	.95	1.40	2.00	2.75	3.00
4.....	1.10	1.60	2.25	3.00	3.25

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

WOOD—Steel, Flat or Round Head—

Size.	$\frac{1}{4}$ -in.	$\frac{3}{8}$ -in.	$\frac{1}{2}$ -in.	$\frac{5}{8}$ -in.	$\frac{3}{4}$ -in.	$\frac{7}{8}$ -in.	1-in.
0 to 2.....	.25	.25	.....	.....	.....	.....	.....
3.....	.25	.25	.25	.25	.25	.30	.30
4.....	.25	.25	.25	.25	.30	.30	.30
5.....	.....	.25	.30	.30	.30	.30	.30
6.....	.....	.30	.30	.30	.30	.35	.35
7.....	.....	.30	.30	.30	.35	.35	.35
8.....	.....	.30	.35	.35	.35	.35	.40
9.....	.....	.35	.35	.35	.35	.40	.40
10.....	.....	.....	.40	.40	.40	.40	.40
11.....	.....	.....	.40	.40	.40	.45	.45
12.....	.....	.....	.45	.45	.45	.45	.50
13.....	.....	.....	.....	.45	.50	.50	.55
14.....	.....	.....	.....	.45	.55	.55	.60
15.....	.....	.....	.....	.....	.60	.60	.70
16.....	.....	.....	.....	.....	.65	.70	.90
17.....	.....	.....	.....	.....	.....	.....	.95
18.....	.....	.....	.....	.....	.....	.....	1.00
20.....	.....	.....	.....	.....	.....	.....	1.25
Size	$1\frac{1}{4}$ -in.	$1\frac{1}{2}$ -in.	$1\frac{3}{4}$ -in.	2-in.	$2\frac{1}{4}$ -in.	$2\frac{1}{2}$ -in.	3-in.
8.....	.30	.35	.....	.....	.....	.....	.....
4.....	.35	.40	.....	.....	.....	.....	.....

RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

5.....	.35	.40	.45	.50	.55	.70	...
6.....	.40	.40	.50	.55	.60	.70	1.05
7.....	.40	.45	.50	.55	.60	.75	1.05
8.....	.40	.45	.55	.60	.65	.80	1.10
9.....	.45	.50	.55	.60	.65	.80	1.15
10.....	.50	.50	.60	.65	.70	.85	1.15
11.....	.50	.55	.60	.65	.75	.90	1.15
12.....	.55	.60	.65	.70	.80	.95	1.15
13.....	.60	.65	.70	.80	.85	.95	1.20
14.....	.65	.70	.80	.85	.95	1.00	1.25
15.....	.75	.80	.95	.95	1.10	1.15	1.35
16.....	.90	1.00	1.05	1.10	1.25	1.80	1.50
17.....	.90	1.15	1.25	1.20	1.35	1.50	1.70
18.....	1.15	1.35	1.40	1.50	1.60	1.85	1.95
20.....	1.40	1.50	1.60	1.70	1.85	2.05	2.25

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head Bright.

SAFETY SET—(Bristle)—

1/4-inch, 10c each; 5-16, 10c; 3/8, 10c; 7-16, 10c; 1/2, 12 1/2c; 5/8, 15c; 3/4, 20c; 1, 25c; 1-inch, 35c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

	1/4, 5-16-in.	3/8-in.	1/2-in.	5/8-in.	3-in.
1 ..	20 1.50	...	...	...	...
1 1/4 ..	20 1.50	...	...	...	...
1 1/2 ..	20 1.50	20 1.85	...	...	...
1 3/4 ..	20 1.65	25 1.95	...	...	...
2 ..	20 1.65	25 2.00	35 2.75	...	...
2 1/2 ..	20 1.75	25 2.20	35 3.00	50 4.40	...
3 ..	25 1.90	30 2.35	40 3.25	55 4.75	80 6.70
3 1/2 ..	25 2.05	30 2.55	40 3.50	60 5.05	85 7.15
4 ..	25 2.20	35 2.70	45 3.75	65 5.40	90 7.65
4 1/2 ..	30 2.35	35 2.85	50 4.00	70 5.75	95 8.10
5 ..	30 2.45	35 3.05	50 4.25	70 6.10	100 8.60
5 1/2 ..	30 2.60	35 3.25	50 4.45	75 6.40	105 9.15
6 ..	35 2.75	40 3.40	55 4.75	80 6.75	110 9.55
6 1/2 ..	...	45 3.60	60 4.95	85 7.10	115 10.00
7 ..	...	45 3.75	60 5.20	85 7.45	120 10.45
7 1/2 ..	...	50 4.00	65 5.45	90 7.80	125 10.95
8 ..	...	50 4.10	65 5.70	95 8.10	130 11.40
9 ..	...	...	70 6.15	100 8.80	140 12.35
10 ..	...	...	80 6.70	110 9.45	150 13.30
12 ..	...	...	90 7.80	125 10.80	175 15.20

SCREW DRIVERS—Machinists', No. 51, 50c each; 51 1/2, 85c; 52, 85c; 52 1/2, \$1.25; 53, \$1.15; 53 1/2, \$1.65; 54, \$2.65; range, 15c; 10c full sheet.

Yankee Ratchet—No. 11, 2-inch, 75c each; 3, 95c; 4, \$1.00; 5, \$1.15; 6, \$1.25; 8, \$1.50; 10, \$1.75; 12, \$1.15; 15, 2-inch, 85c; 3, 90c; 4, 95c; 5, \$1.00. No. 30, \$3.50; 1, \$4.75; 85, \$2.65; 60, \$1.15; 130, \$4.00.

SCREW DRIVERS—G. & P. — 1 1/4, 40c; 3, 40c; 4, 50c.

No.	Each.	No.	Each.
400 ..	2.50	200 ..	2.50
450 ..	2.85	250 ..	2.85
...
800 ..	2.50	100 ..	2.50
850 ..	2.85	150 ..	2.85

SCISSORS—Bench—P. S. & W.—No. 4, \$15.00; No. 5, \$13.00; No. 6, \$11.00.

SHEETS, IRON—Galvanized—10 to 16, 11 1/2c; 18 to 24, 12c; 26 to 27, 12 1/2c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 24, 11c. Add 10 per cent for cutting. Corrugated, Pld., 28 Ga., \$8.25; Galv., 26, \$12.00; 28, \$10.50. Rockface Siding, \$11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 12c; 9c full sheet. Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 14c; 11c full sheet.

SHIELDS—Lag Screw — Expansion— SEBCO —Per hundred list.			
3-16 inch	13.00	1/2	38.00
1/4	15.00	3/4	45.00
5-16	18.00	1	65.00
3/8	25.00	3/4	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, \$3.00; 7x10, \$6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb.; Buck Nos. 1, 2, 3, 20c lb. Drop Nos. 1 to 12, B, BB, BBB, 20c lb.; Chilled, 3 to 9, 20c.

SHOTGUNS—Note: F signifies Automatic Ejector; NE, signifies Non-Ejector; SF signifies Solid Frame; TD signifies Take-Down.

American Double Barrel—Hammer, \$28.00; Hammerless, \$34.00.

Fox, Double Barrel—Grade A—NE, \$68.50; E, \$82.00. Grade C—E, \$108.00. Sterlingworth—NE, \$55.00; E, \$67.50. Trap—E, \$160.00.

Ithaca Double Barrel—Grade 1—NE, \$59.00; E, \$70.00. Field—NE, \$48.00; E, \$65.00.

Iver Johnson, Single Barrel—Champion—NE, \$13.00; E, \$14.00. E. Rib, \$16.00.

L. C. Smith, Double Barrel—Field—NE, \$54.60; E, \$67.50. Fulton—NE, \$42.50. Ideal—NE, \$67.50; E, \$80.00.

Stevens, Single Barrel—105, \$18.00; 107, \$14.00; 181, \$22.50.

Stevens, Double Barrel—215, \$27.25; 235, \$32.00; 315, \$33.00; 335, \$37.00; 345, \$42.00; 520, \$56.00.

Remington, Repeating—10A, \$60.92; 10AR, \$72.25; 10C, \$83.25; 10CR, \$94.58; 11A, \$75.50; 11AR, \$86.83; 11C, \$92.08; 11CR, \$103.86; 17A, \$60.90.

Winchester—

97 SF, 12 Ga., Stand. 49.00	11 TD, 12, Trap... 122.50
97 TD, 12 Ga., Std., 58.25	11 TD, 12, Pigeon... 266.00
97 TD, 12, Tourn., 84.00	12 TD, 12, 16, 20 St. 61.50
97 TD, 12, Trap... 105.00	12 TD, 12, 16, 20 Tu. 90.75
97 TD, 12, Pigeon... 199.50	12 TD, 12, 16, 20 Tp. 111.00
11 TD, 12, Stand... 65.75	12 TD, 12, 16, 20, Pg. 212.00

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, \$1.65 each; Carter's, \$2.00; Ames, \$2.35.

Plain Black Polished—4th Grade, \$1.65 each; Carter's, \$2.15; Ames, \$2.35.

Riveted Strap Back Black—Ames, \$2.15 each.

Riveted Strap Back Polished—4th Grade, \$1.65 each; Ames, \$2.25.

Solid Socket—Maynard—Black, \$2.50 each; Polished, \$2.65.

Fire, Sheet Steel—Jumbo, 85c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.

Special—Northwest—Pacific, \$2.00 each; Occident, \$2.85; Maynard Patr., \$2.60; Genuine Mayn, \$2.75; Chester, \$2.00.

SLEDS—Hand and Coaster—Racer 6.73

Flexible Flyer—	Fire Fly—
No. 1	4.25
No. 2	5.00
No. 3	6.50
No. 4	7.00
No. 5	9.50
Jr. Racer	5.50
No. 9	2.75
No. 10	3.25
No. 11	4.00
No. 12	4.50
Racer	4.75

SMOOTH-ON—75c lb.

SOLDER—1/2 and 1/4, 45c lb.; No. 1, 90-100, 45c; Wiping.

SPARKERS—Red Seal—No. A141, \$3.00; A152, \$3.65; A162, \$4.35.

SPORTING AND ATHLETIC GOODS

(Prices supplied by courtesy Wright & Ditson Victor Co.)

BASEBALL GOODS—

Major League Baseballs, \$2.00; Junior League Baseballs, \$1.50; Special League Baseballs, \$1.75; Lowest Quality, 15c.

Major League Catchers' Mitts, highest quality, \$16.50; lowest quality, \$1.00.

Major League Basemen's Mitts, highest quality, \$10.00; lowest quality, \$1.00.

Major League Fielders' Gloves, highest quality, \$10.00; lowest quality, 75c.

Player's Model Bats, \$2.50; lowest quality, 25c.

Chest Protectors, \$10.00.

Jack Strops, 50c.

TENNIS GOODS—Tennis Racket, highest quality, \$15.00; lowest quality, \$3.00.

Championship Tennis Balls, 60c; Practice Tennis Balls, 25c.

Tennis Net, highest quality, \$25.00; lowest quality, \$4.00.

Tennis Reels, \$1.50.

Racket Cases, Canvas, \$1.50; Felt, \$1.00. Racket Press, \$1.25.

Racket Restringing, English Gut, \$5.00; American Gut, \$4.00; Japanese Gut, \$2.25.

GOLF GOODS—Golf Balls, highest quality, High Power, \$1.00; Medium Power, 75c; lowest quality, 65c.

Golf Clubs, Standard Woods, \$6.00; Standard Irons, \$5.00.

TRACK AND FOOTBALL—Javelins, Official, \$9.00.

Discus, Official, \$14.00.

Vaulting Poles, 16-foot, \$15.00; 14-foot, 15.00; 12-foot, \$12.00.

American Football, Official, \$10.00; lowest quality, \$2.00.

Soccer Football, Official, \$12.00; lowest quality, \$3.50.

Athletic Jerseys, \$4.00.

Running Shorts, 50c.

Running Pants, 75c.

GYMNASIUM AND PLAYGROUND—Basket Balls, Official Indoor, \$15.00; lowest quality, \$4.50.

Official Outdoor, \$13.50.

Play Ground Balls, 12-inch Outseam, \$2.00; 14-inch Outseam, \$2.25; 12-inch Regular Seam, \$1.75; 14-inch Regular Seam, \$2.00; Children's, 25c.

Play Ground Ball Bats, \$1.00.

Hand Balls, 1 1/4-inch, 40c; 2 1/4-inch, 50c.

Volley Balls, Official, \$7.50; lowest quality, \$4.00.

Boxing Gloves, 10-oz. best, \$17.00; 8-oz. best, \$14.00; 6-oz. best, \$10.00.

Striking Bags, best, \$10.00; lowest quality, \$3.50.

SPRAYERS—Myers' Bucket Pump, 8 lbs., \$8.75 each; 6 lbs., \$5.75. Hand—Faultless, 60c each; Misty, 70c; Knap-sack—Kant Klog, \$7.50; Perfection, \$9.00; Utility, \$7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, \$8.00; Barnes, 276, \$12.30; Little Giant, 327 1/2, \$7.25; Acme Pressure 345, \$9.00; Defiance No. 324, \$10.00.

RETAIL SELLING PRICES—Continued.

SPRINGS, DOOR—Perfect, No. 1, 10c each; 2, 10c; 3, 10c; 4, 10c; 6, 15c. Faultless, No. 168, 45c each. Victor, No. 160, 20c each; 161, 25c; 162, 85c; 164, 50c. Reliance, No. 270, 60c each. Warner's, No. 2, 25c each. Torrey, No. 2, 40c each.

SPRINKLERS, LAWN—

Perforated Tube, Down Drop, 7 feet long, brass, \$3.25 each; 8 feet, \$3.65; 8 feet, galvanized, \$2.85.
Pluvius—Revolving Brass Spoon, \$1.15 each; Revolving Arms, 6-inch, \$1.35; Revolving Arms, 11-inch, \$2.50.
Ring—5 1/4-inch diameter, 75c each; 8 1/4-inch, \$1.25.
Ross—3-inch perforated oblong plate spray, \$1.00 each.
Ross—Perforated oblong plate spray, 90c each.
Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
Will's Galvanized Pipe—4 feet, \$1.50 each; 6 feet, \$2.25; 7 feet, \$2.75; 8 feet, \$3.00.

SQUARES—Steel—No. 3, \$2.25 each; 14, \$2.00; 100, \$2.50. Blue—No. 1, \$3.00; 100, \$3.25.
Take-Down Rafter—No. 100, Polished, \$4.55; Nickeled, \$5.00; Blue, \$5.60.

Mitre—No. 1, 4-in., 65c; 6-in., 85c; 8-in., 95c; 10-in., \$1.25. No. 2, 4 1/2-in., 60c; 6-in., 80c; 7 1/2-in., 85c; 9-in., \$1.10; 12-in., \$1.50.

N. P.—No. 8, \$3.00; 12, \$1.75.
Lufkin—No. 65, 4-in., \$2.00; 12-in., \$2.25.

	4	6	8	10	12
12	.55	.85	1.00	1.25	1.55
14	.80	.90	1.15	1.35	1.65
20	.85	1.15	1.35	1.65	1.95

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire, 1/2-inch, 15c lb.

STONES, SHARPENING—Aloxite or Carborundum—No. 107, \$1.25 each; 108, \$1.75; 109, \$1.25; 110, \$1.50; 111, \$1.00; 112, 85c; 115-117, \$1.50; 118-120, \$1.35; 121-123, \$1.15; 124-126, 90c; 130-132, 65c; 133-135, \$1.25; 136-138, 75c; 142-144, 65c; 145-147, 45c; 149, 20c; 174-176, \$1.15; 177-179, 65c; 180-182, 90c; 183-184, 65c; 195, 45c; 196, 60c.
Pike's Oil and Water—No. 13, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, \$1.00; 25, 15c; 37, 25c; 40, 25c; 42, 85c; 48, 50c; 51, \$1.00; 52, \$1.25; 53, \$1.50; 54, \$1.00; 55, \$1.25; 56, \$1.50; 59, \$1.50; 60, \$1.75; 62, \$2.25; 66, \$2.75; 68, \$3.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92, 50c; 94, 60c.

Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STRIP—Weather—Rubber, 1/2-inch, 5c ft.; 3/4-inch, 7c ft. Felt, 1/2-inch, 5c ft.; 3/4-inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, \$6.25; Club, \$13.00; Elite, \$7.00; Gold Medal, \$5.75; Grand Rapids (Nic.), \$5.50; Grand Rapids (Jap.), \$5.00; Grand (Jap.), \$7.00; Parlor Queen, \$6.50; Princess, \$5.75; Prize, \$5.75; Universal (Nic.), \$5.25; Universal (Jap.), \$4.75.
SWEEPERS, VACUUM—Grand Rapids, \$11.00; Household, \$9.00.

SWEEPERS, TOY—Little Daisy, 25c; Little Queen, 50c; Little Jewel, \$1.35.

Retail prices on the following Western and Southern States are 50c higher on regular, Grand and Vacuum Sweepers; \$2.00 on Club; 5c on Little Daisy, and 15c on Little Jewel, on account of the freight: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Texas, Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.
SWEEPERS, TOY—Little Daisy, 25c (30c in west and south); Little Queen, 50c.

TACKS—Bill Posters—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c. Carpet—Cut, 1/4-lb. papers—No. 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire, 1/4-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire in bulk—No. 3, 80c lb.; 4, 80c; 6, 80c; 8, 80c; 10, 80c.
Gimp—1/4 lb. box, 2 1/2, 10c; 8, 10c; 4, 10c. 1/4 lb., 6, 10c; 8, 10c.

Upholsterers—Cut, 1/4 lb. papers—No. 1 1/2, 10c box; 2, 10c; 3, 10c; 4, 10c. 1/4 lb., 6, 10c; 8, 10c; 10, 10c; 12 to 16, 10c. Cut in bulk, No. 3, 80c lb.; 4, 80c; 6, 80c; 8, 30c; 10, 80c; 12, 80c.

Double Pointed—Blue, 1/4 lb. papers, No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blue in bulk, No. 9, 30c lb.; 10, 30c; 12, 25c.

TAPES, MEASURING—(Lufkin)—(Starrett)—

No.	Asses' Skin	Each	100	Steel	5.00
710		.50	103		7.75
713		.65	200		5.50
715		1.10	203		9.00
716		1.25	205		13.00
730		.65	206		16.00
733		1.10	240		4.85
735		1.40	243		5.25
738		1.40	245		7.00
736		1.05	246		9.00
			260		4.85
			263		5.85
500		2.75	265		7.50
503		4.00	266		10.00
505		.85	550		4.00
506		6.85	553		4.85
			555		6.35
			556		8.25
143		.80	1240		4.00
145		1.00	1243C		5.00
165		.20	1260		4.50
3148		.50	1263		5.65
Asses' Skin Case—25, 65c; 50, 85c; 75, \$1.15; 100, \$1.35.					

TAPE—Friction—1/4 lb., 50c; 2 oz., 15c; 1 oz., 10c.

THERMOS—See Bottles.

TIN—Bar and Pig, \$1.20 lb.

Common Roofing, 40c per sheet.

Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.

Painted 1 side, 1c foot extra, two sides, 2c.

Flashing IC, 1x1, \$3.00 per 100 feet; 1/2 x 1, \$3.00.

Shingles—5x7, 85c dozen.

Valley—14-inch, 18c per foot, \$11.50 per roll; 20-inch, 20c per foot, \$18.00 per roll.

TIRES—

	Hardwear	Kenyon	Gray	Super	Cord	Red	Brown
	Cord	Cord	Tubes	Tubes	Tubes	Tubes	Tubes
30x3 1/2 (4 ply)...	18.75	17.50	8.15	2.65	2.15		
32x3 1/2	25.00	26.50	3.45	2.80	2.45		
32x4	80.00	31.50	4.20	3.50	2.95		
33x4	80.75	32.50	4.35	3.60	3.10		
34x4	31.25	33.50	4.50	3.70	3.30		
32x4 1/2	36.00	38.50	5.30	4.30	3.65		
33x4 1/2	37.00	40.00	5.50	4.40	3.85		
34x4 1/2	38.00	41.50	5.65	4.50	4.00		
35x4 1/2	39.00	43.00	5.80	4.60	4.15		
36x4 1/2	40.00	44.50	5.95	4.70	4.35		
33x5	43.00	52.15	6.55	5.65	4.65		
33x5	45.00	54.75	7.00	5.95	4.85		
37x5	47.00	57.50	7.30	6.15	5.00		

TOGGLE BOLTS—Sebco No. 1—Per hundred list.

Length—	1/2-in.	3/4-in.	1-in.	1 1/4-in.
2-inch	6.00	8.00	12.50	
3 1/2-inch	6.25	8.00	9.00	
4	6.75	8.50	13.80	
5	7.50	9.25	14.80	
6-inch	8.00	10.00	15.00	

Sebco No. 5—With either round or flat head machine screws—

Length—	1/2-in.	3/4-in.	1-in.	1 1/4-in.
2-inch	2.65	3.15	3.50	
4-inch	2.97	3.50	3.85	
5-inch	3.35	3.85	4.20	
6-inch	3.67	4.20	4.55	

TORCHES—Clayton & Lambert—Alcohol—No. 14, \$3.75 each; No. 28, \$5.75. Gasoline—No. 31, \$11.00 each; 37, \$9.75; 38, \$10.25; 47, \$12.75; 48, \$13.25; 108, \$11.00; 112, \$10.50.

Turner Brass Torches—Gasoline-Kerosene Torch No. 18, \$14.40 each; Gasoline, No. 53, \$15.00; Gasoline-Kerosene Torch No. 28, \$18.40; Gasoline, No. 95, \$18.10.

TRAPS—Fly—Harper, 45c each; Balloon, 85c; Avis 1, \$2.75; Avis 2, \$2.50; Avis 3, \$2.25.

Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1 1/2 Newhouse, \$1.10; 2 Newhouse, \$1.40; 3 Newhouse, 2.15; 4 Newhouse, \$2.50; 5 Newhouse, \$19.50. No 1 Oneida Jump, 35c; 1 1/4 Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, \$1.20. No 0 Victor, 25c; 1 Victor, 30c; 1 1/2 Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, \$1.15.

Gopher—Best, 25c each; O. K., 30c; Macabbas, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 35c.

Mole—Reddick, \$1.25 each; Out-O-Sight, \$1.50.

Mouse—Hold Fast, 5c each; Out-O-Sight, 10c; Choker.

Wood, 20c; Choker, Tin, 15c; Delusion, 30c; Holdem, 85c; Marty, 80c.

Rat—Holdfast, 15c each; Out-O-Sight, 20c; Holdem, \$1.65; Marty, small, 60c; large, \$1.50.

TROWELS—Rose Brick, Wood Handle, \$2.25; Rose Brick, Leather Handle, \$2.50; Marshalltown Plasterer's, \$3.00; Finish, \$2.75.

TWINE—Cotton—Wrapping, 80 to sack, 15c lb; 60 to sack, 10c. 2-lb. cones, \$1.25 lb; Budding, 1/4-lb. balls, 35c lb.

Flax—1/4-lb. balls—18BB, 15c ball; 24BB, 15c. 1/2-lb. balls—18BB, 25c ball; 24BB, 25c; 36BB, 25c; 18BO, 35c; 24BO, 35c; 36BO, 35c. Buffalo Asst., 10c ball.

Hemp Spring—No. 4 1/4, 1/4-lb. ball, 20c; 1-lb., 35c. No. 6, 1/2-lb. ball, 20c; 1-lb., 35c.

Jute Wrapping—1/4-lb. balls—2-ply, 20c lb; 3-ply, 20c lb.

2-lb. cones, 1 and 2-ply, 85c lb. Wool, 1-lb., 40c.

Mattress—1/4-lb. balls, 85c lb.

Sacking—Medium Quality, 80c lb.; Extra Quality, \$1.00.

Many Ends, \$1.00 lb.

VALVES—

St'd Angle..... 1/4 1/2 3/4 1 1 1/2 2

Garden..... .75 .95 1.25 1.85 2.65 4.00

St'd Gate..... .95 1.00 1.10 1.40 1.80 3.40 5.00

St'd Globe..... .55 .60 .75 .95 1.85 2.65 4.00

VISES—Bench—Bonney—No. 112, \$1.25 each; 118, \$1.50; 114, \$2.00; 115, \$2.25; 118, \$3.00. Yankee—No. 990, \$4.00; 1993, \$11.25.

Hand—Alford—No. 1, \$5.25 each; 2, \$5.00. Stearns—21, 75c.

Machinists'—Parker—No. 103, \$12.25 each; 103 1/4, \$14.25; 104, \$16.50; 104 1/2, \$20.75; 105, \$26.75; 106, \$30.25; 203 1/4, \$18.75; 204, \$21.75; 204 1/2, \$26.25; 205, \$38.75; 206, \$65.75.

Solid Box, Blacksmiths'—85-lb., \$14.25 each; 50-lb., \$16.25; 70-lb., \$22.00; 100-lb., \$32.00.

Handy Worker—Stewart, \$40.00 each.

Machinists'—Prentiss—No. 2, \$19.50 each; 2 1/2, \$23.75; 3, \$27.75; 19, \$23.75; 19 1/2, \$29.75; 20, \$35.25; 51, \$14.25; 52, \$16.75; 53, \$20.75; 54, \$27.00; 55, \$39.75.

Oval Slide—No. 0, 2 1/2-inch, \$6.00; 1, 8-inch, \$5.50; 2, 3 1/2-inch, \$7.00; 3, 4-inch, \$11.00; 4, 4 1/2-inch, \$16.50.

Pipe—Hinged—No. 600, \$4.50 each; 671, \$5.25; 672, \$8.50; 673, \$11.50; 674, \$24.75. Chain—No. 1, \$4.85; 2, \$10.50; 3, \$25.75. Combination—No. 181, \$22.75; 182, \$30.75; 182 1/2, \$44.75; 183, \$64.75.

Wood Workers'—Prentiss—No. 59, \$21.50 each.

RETAIL SELLING PRICES—Continued.

TINWARE

Boilers, Coffee	Covers, Pot	Moulds, All Kinds	IO, Ret.	Scoops
27 1.10	6-9 ..... .10	3, Melon 1.75	801, 802 ..... .20	2 ..... .35
29 1.50	10-11 ..... .15	2, Melon 1.85	804 ..... .35	4 ..... .50
352 ..... .80	13 ..... .25	4, Melon 2.00	806 ..... .40	12 ..... .15
354 1.10	15 ..... .85		808 ..... .45	14 ..... .20
Boilers, Wash	Cups	Pails, Dairy	8100 ..... .55	20 ..... .50
Copper Bottom	211, 212 ..... .10	IC, 6 qt. .... .80		40 ..... .75
IO, 8 8.00	09, 010 ..... .15	IO, 10-qt. .... .40	6, Pans, Muffin	Sieves, Flour
IO, 9 8.25	9, 10, 214 ..... .20	IX, 10-qt. .... .70	8 ..... .30	2, 316 ..... .25
IX, 8 8.25		IX, 14-qt. .... .80	12 ..... .40	318 ..... .80
IX, 9 8.50	Dippers	IXX, 10-qt. .... .85		Sifters, Flour
IXX, 8 4.75	2 ..... .15	IXX, 14-qt. 1.00	12, Pans, Patty	0 ..... .25
IXX, 9 5.25	4, 01 ..... .20	IXXX, 12-qt. 1.25	All Nos. .... .10	1 ..... .45
Copper Rim	02, 31, 32 ..... .25	IXXX, 16-qt. 2.00		10 ..... .70
IX, 8 4.00	33, 34 ..... .30	IXXXX, 18-qt. 2.25	6, Shallow ..... .10	Acme ..... .85
IX, 9 4.25	48 ..... .50	IXXXX, 20-qt. 2.50	9 ..... .15	Nesco ..... .85
Bowls, Wash	Fillers, Fruit Jar	Pails, Fruit Pickling	Deep ..... .15	Shaker ..... .50
06 1/2 ..... .15	48 ..... .45	14-qt. .... .65		Skimmers
08 ..... .25	Forks	Pails, Peddlers	Pans, Pudding	10 ..... .30
6 1/2 ..... .30	203 ..... .60	Small ..... .45	IO, Plain	45 ..... .10
8 ..... .40	206 ..... .75	Large ..... .55	015 to 018 ..... .15	
Buckets, Covered	419 ..... .10	Pails, Strainer	019, 020 ..... .20	Spoons, Basting
11 ..... .15	425 ..... .15	IX, 10 qt. 1.10	021, 022 ..... .25	110 ..... .10
12 ..... .25	1197 ..... .20	IX, 12 t. 1.15		114 ..... .15
14 ..... .35	1198 ..... .25	IXX, 12 qt. 1.25	16 ..... .25	312 ..... .30
Buckets, Dinner	Funnels	IXX, 14 qt. 1.35	18 ..... .35	316 ..... .80
1 ..... .75	10, 15 ..... .10	Gem, 12 qt. 1.50	20 ..... .40	Spoons, Mixing
2 ..... .85	20, 25 ..... .15	Gem, 14 qt. 1.65	22 ..... .50	15 ..... .20
3 ..... .90	80 ..... .20			25 ..... .15
30 ..... .75	85 ..... .25	Pans, Bread	Pans, Rinsing	Steamers
40 ..... .85	285 1.35	01, 110, 30 ..... .20	IO, Plain	70 ..... .65
	885 1.75	140, 200 ..... .30	14 ..... .50	90 ..... .85
Cans, Milk	Graters	800 ..... .35	17 ..... .60	Steepera, Tea
1 ..... .35	02 ..... .10	Pans, Corn Cake		12 ..... .25
3 ..... .55	020, 100 ..... .20	06 ..... .25	8 ..... .50	Strainers
4 ..... .70	080, 150 ..... .25	08 ..... .35	14 ..... .70	Gravy
01 ..... .80	Kettles, Lipped	012 ..... .50	17 ..... .90	2, 3 ..... .15
03 ..... .55	Preserving	Pans, Cake		020 ..... .20
04 ..... .70	160 ..... .35	Perfection	Pans, Lipped Sauce	Jelly
102 4.00	200 ..... .45	Round, 9 1/4-in. .... .15	016 ..... .35	120 ..... .25
103 4.50	240 ..... .60	Round, 10 1/4-in. .... .20	020 ..... .45	160 ..... .30
1020 5.25	280 ..... .75	Square, 8 1/2-in. .... .30	022 ..... .50	Milk
1040 7.00	Ladies	Square, 9-in. .... .30	028 ..... .75	10 ..... .30
	010 ..... .20	Mt., 9 1/4-in. .... .20	080 ..... .85	131 ..... .40
Cans, Oil	11 ..... .25	Tube, Rd., 1 1/2-in. .... .25		122 ..... .45
31 ..... .45	Measures	Tube, Sq., 9-in. .... .45	1 ..... .25	Milk Can
Colanders	68 ..... .20	Pans, Dish	2 ..... .35	83 ..... .50
10 ..... .25	88 ..... .25	10 ..... .70	4 ..... .55	55 ..... .75
104 ..... .40	85 ..... .45	14 ..... .85		60 1.85
306 ..... .55	86 ..... .65	21 1.25	241 ..... .25	Soup
Cookers, Steam	122 ..... .20	Pans, Milk	241 1/2 ..... .30	20 ..... .40
42 3.25	124 ..... .25	IO, Plain	242 ..... .35	Turners, Cake
45 4.00	126 ..... .50	200 ..... .10		1, 2, 71 ..... .10
		200 1/2 ..... .10	117 2.50	6, 18 ..... .15

WASHBOARDS—Crown Glass, 90c each; Crown Brass, 80c; Pacific Zinc, 75c; Silver Queen, 65c.

WASHERS—Cast Iron—Size 1/2 to 2, 10c lb.; Angle, 10c. Malleable—Standard, 20c lb.; Nail Hole, 20c lb.; Angle, 80c lb.

Out—Sizes 8-16, 29c lb.; 1/4, 25c; 5-16, 22c; 3/4, 20c; 7-16, 19c; 1/2, 18c; 1/2 to 1, 17c.

WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 30c; 2 White, 25c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 32c.

WATCHES—Westclox—Pocket Ben, \$2.00 ea.; Glo-Ben, \$3.25. \$7.00 each; No. 1, 3 1/4 cu. ft., \$7.75; No. 2, 4 1/4 cu. ft., \$8.50.

WAX—Floor—Johnson's or Old English, lb., 75c; 2 lb., \$1.50; 4 lb., \$2.60.

WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 28c; Cedar Atha, 20c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

WHEELBARROWS—Garden—No. 0, 1 1/4 cu. ft. capacity, \$7.00 each; No. 1, 3 1/4 cu. ft., \$7.75; No. 2, 4 1/4 cu. ft., \$8.50.

Railroad—Bolted, \$8.50 each; Stave, \$6.00. Steel Tray, Wood Frame—Star \$8.25 each.

Steel Tray and Frame—AX, \$10.75 each; 4, \$13.50; 5, \$14.50; 10, \$20.25; 25, Concrete, \$14.50.

WICKS—Lamp and Lantern—O, E Flat, 2 1/4c; 1, A Flat, 1 1/2c; 2, B Flat, 2 1/4c; 3, D Flat, 2 1/4c; 2 Rochester, 10c; 3 Rochester, 20c; 2110 W Rayo, 15c. Stove—4 in. Flat, 10c; 8 Perfection, 25c; 500 Perfection, 50c; 018 Dangler, 40c.

WIRE—Advances on Plain Wire Fence—

	Base	Annealed	Galvanized	Baling Wire
9 and coarser	..... .50	..... .50	..... .50	..... .50
10	..... .05	..... .35	..... .35	..... .35
11	..... .10	..... .60	..... .60	..... .60
12	..... .15	..... .65	..... .65	..... .65
13	..... .25	..... .75	..... .75	..... .75
14	..... .35	..... .85	..... .85	..... .85
15	..... .45	..... 1.30	..... .60	..... .60
16	..... .55	..... 1.40	..... .70	..... .70
17	..... .70	..... 1.95	..... .85	..... .85
18	..... .85	..... 2.10	..... 1.00	..... 1.00

Soft Copper—1/2-lb. coils—16-20, 40c each; 22, 45c; 24, 50c; 26, 50c. 5-lb. coils—11-12, 40c each; 13-14, 40c; 15-16, 45c; 17-18, 45c; 19, 45c; 20, 45c; 22, 45c; 24, 50c.

Stone Wire—Galvanized—No. 16, 17c; 17, 18c; 18, 18c; 19, 20c; 20, 20c; 21, 20c; 22, 20c; 24, 23c. Black Annealed—No. 16, 15c; 17, 15c; 18, 17c; 19, 17c; 20, 18c; 21, 18c; 22, 18c; 24, 20c.

Barbed Wire—80-rod spool—American Special, Cattle, \$3.40; Hog, \$3.70. Galv. Am. Glidden, Cattle, \$4.75; Hog, \$5.10.

Catch Weight pools—Owt.—Galv. Wankeganito, \$6.95; Galv. Baker, \$6.45; Galv. Glidden, \$6.20.

Stove Pipe Wire—Black per Stone—No. 18, \$1.90; 19, \$2.00; 20, \$2.15; 21, \$2.20; 22, \$2.30. 50-foot coils, 10c.

WIRE CLOTH—See Cloth.

WOODENWARE—Boards, Pastry—16-inch, 90c each. Bowls, Chopping—11-inch, 80c each; 15-inch, \$1.35; 17-inch, \$3.00.

Pins, Rolling, 55c each. Spoons, 13-inch, 15c each; 15-inch, 20c.

At Last---

A SELF BLOWING ALCOHOL BLOW TORCH

THE DUPLEX

Just what Electricians, Auto Mechanics, Dentists, Battery Repairmen have been waiting for.

ABSOLUTELY AUTOMATIC

The finest thing in the torch line ever made. Write for prices and particulars.

MANUFACTURED BY
PEERBLOW MFG. CO., Leesdale, Pa.



K. G. Hagen is the successor of Hagen Bros. at Garrison, N. D.

Witherow & Brown are planning to add to their stock at Fairfield, Calif.

The Stricker Hardware Store at Conrad, Mont., recently suffered a fire loss of \$10,000.

Rude & Company have engaged in the hardware and implement business at Cherokee, Okla.

C. C. Poynter and J. G. Eversole have purchased the business of McLemore & Adams at London, Ky.

H. W. Harrington has purchased the stock of Wm. Stohlman & Son, hardware dealers at Louisville, Neb.

The Alvord Hardware Company has been incorporated at Alvord, Texas, with a capital stock of \$10,000.

Henry Goosen of Fairchild is erecting an addition which will give him more room for carrying an increased stock.

E. J. Cheatham & Sons, who purchased the business of Carr, Howard, Cram Company at Ellensburg, Wash., report a satisfactory season.

A. J. Nickle, who recently succeeded F. S. Marshall in the hardware and implement business at Republic, Wash., is anticipating a good season of trade for 1922.

The Toppenish Trading Co., who do a general hardware and house furnishings business at Toppenish, Wash., recently lost a small amount through burglary. They report a good outlook for the new year.

FOR BEST MAKE AND LOWEST PRICES OF BRUSHES AND WIRE GOODS

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THE CENTURY OLD
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ESTABLISHED 1819



THE BROMWELL BRUSH AND WIRE
GOODS COMPANY

312 UNITED BANK BUILDING

CINCINNATI, OHIO



There is an added convenience as well as dignity in a vanishing French door. Such a door lends beauty to any home

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Should be a part of every progressive hardware dealer's stock. Our advertising is influencing architects, builders and home builders everywhere to specify R-W door hanger hardware.

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Catalog HC 4

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AURORA ILLINOIS U.S.A.

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The Empire Line Is Creating Business for Many Hardware Merchants

MANY hardware retailers are taking advantage of the exclusive selling features presented by the Empire line of high quality levels.

The Empire Adjustable Aluminum Level is creating customers wherever it is on display. The feature of **adjustability** and **interchangeability** of the vial cases is a tremendous selling argument. It enables the workman to repair his broken level

glasses in a couple of minutes and with perfect ease and satisfaction.

Each level glass is set in an individual case which, in addition to being **inter-changeable**, can be adjusted for leveling pitched surfaces.

The rest of the Empire line is equally valuable from a selling standpoint. Quality is predominant in every tool.



Empire Adjustable Aluminum Level, Sizes 18", 24", 28", 30", 42"



Empire Stationary Aluminum Level, Four Glass, Sizes 18", 24"—Six Glass, Sizes 24", 28", 30"



Empire Torpedo Pocket Level, Size 9"



Empire Millwright's Level, Sizes 12", 18"



Empire Brick Mason's Level—Brass Bound, Sizes 42", 48"



Empire Carpenter's Level—Black Walnut, Sizes, 18", 24", 26", 28"

Order from your Jobber

EMPIRE LEVEL MFG. COMPANY, Milwaukee, Wisconsin

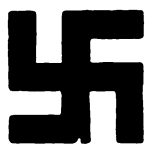
Western Representatives
SPRAKE SALES CO.

G. T. Sprake
216 Higgins Bldg.
Los Angeles

J. C. Hooper
202 Postal Telegraph Bldg.
San Francisco

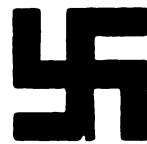
F. H. Chown
1121 Gasco Bldg.
Portland

Prentiss N. Rice
506 Charles Bldg.
Denver



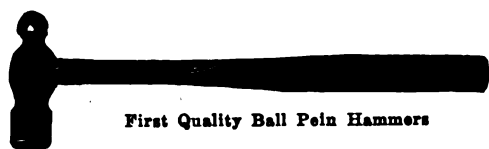
THE BUFFUM TOOL CO.

LOUISIANA, MO.

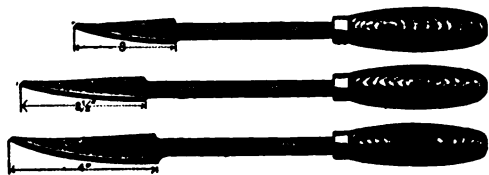


"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office



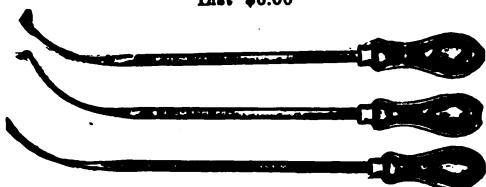
First Quality Ball Pein Hammers



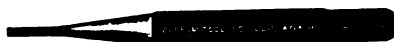
No. 1765—Curved Bearing Scraper Set. List \$1.50



No. 1750—Straight. List \$4.00
No. 1751—Hollow.
List \$6.00



No. 1771—Carbon Scraper Set. List 60c Set



"Special" Knurled Sichel or Pin Punch, Blued



Machinist's Blued Auto Punch

The Quality of Buffum Tools

Stands out in every line and
stands out more during
every month of hard service

PROPER DESIGN
GOOD MATERIAL BEST FINISH
RIGHT PRICE

WHAT MORE?

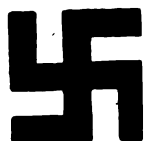
Every Tool Fully
Guaranteed

Appreciated by the workman for performance—by the man who pays for the length of good service they give—by the dealer for the sure sales opportunity they offer.

**No One Ever Gained a Reputation
Selling Poor Tools**

WE CAN'T

YOU CAN'T



C. W. GAUSE COMPANY

WESTERN SALES AGENTS
Room No. 605 Williams Building

693 Mission Street

San Francisco, California



Hardware - PLUMBING AND HEATING - World

Mr 9 23

MAKE
1922
the
Greatest

MARCH 1922

You Should Supply the Demand
For the Handy Steel Box



Set consists of 12
sockets (including
2 in handle)
in the following
sizes:

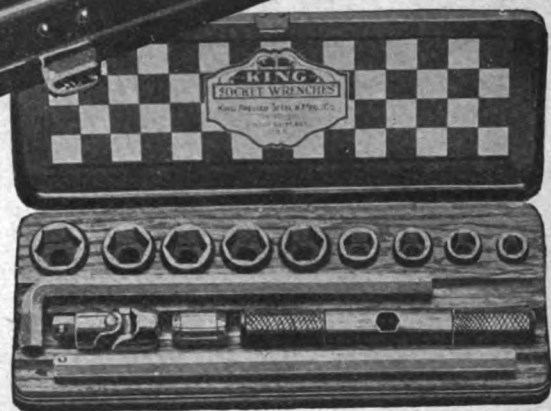
$\frac{3}{8}$ "	$\frac{9}{16}$ "
$\frac{7}{16}$ "	$\frac{19}{32}$ "
$\frac{1}{2}$ "	$\frac{5}{8}$ "
$\frac{11}{16}$ "	$\frac{13}{16}$ "
$\frac{3}{4}$ "	$\frac{7}{8}$ "
$\frac{25}{32}$ "	$\frac{15}{16}$ "

Sockets have the
A. L. A. M., S. A.
E. Standard open-
ings covering $\frac{1}{4}$ "
to $\frac{5}{8}$ " cap screws
and $\frac{1}{4}$ " to $\frac{1}{2}$ " U.
S. Standard Nuts.

Display Them — You Sell Them
Needed by Every
Car Owner

All Mechanics Prefer

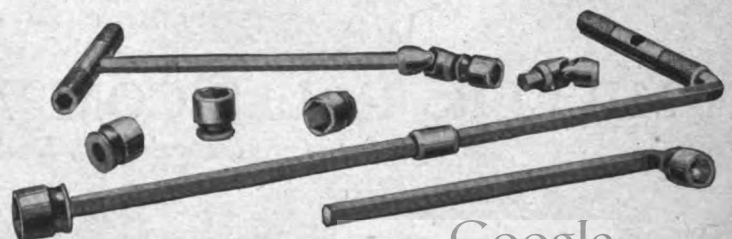
KING
SOCKET WRENCHES
*for every nut
on every car*



Write
for
Details
and
Discounts

KING PRESSED STEEL & MANUFACTURING CO.
BOSTON, 58, MASS.

Pacific Coast Representatives, HUGHSON & MERTON, Inc.
Portland, Ore. 421 Oregon Building San Francisco, Cal. 9 Main Street Los Angeles, Cal. 1203 Marsh Strong Bldg.



Digitized by Google

**MILLERS FALLS
TOOLS**

SINCE
1868

Millers Falls Breast Drill No. 97—the most complete breast drill on the market. 5 distinct actions. No workman can see its beautiful new finish without being impressed.

Length, 17½ inches.

Announcing a New Finish for Millers Falls Tools

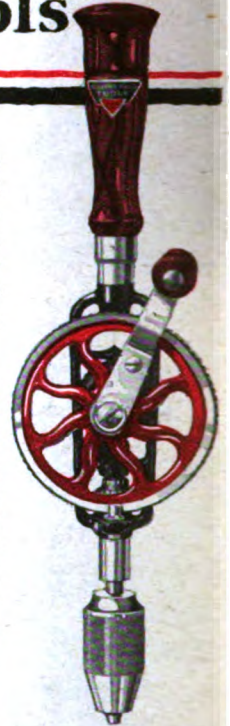
MILLERS FALLS tools have been giving a good account of themselves for two generations. We now take pleasure in announcing a new finish for our tools which will make it possible for you to obtain a greater turn-over on Millers Falls products.

We have adopted an attractive red finish for prominent parts of our tools. This is applied by a new process which gives a smooth, glossy, enamel finish. On the gears of our breast drills is placed a gold-leaf decalcomania. On the handles of other tools is placed a small transfer which is a reproduction of our trade mark. Frames are treated with a new japanning process. All nickel parts are polished and nick-eled with greater care than heretofore.

The new finish adds wonderfully to the physical appearance of the tools and makes them a better selling proposition than ever before. It protects and prolongs the life of the tools—tools already remarkable for their long life and durability.

WE feel sure this new Millers Falls finish will be greeted with enthusiasm by everybody who in any way is concerned with the sale or use of Millers Falls tools. Your customers will see in it greater usefulness, longer life, more impressive value. They will turn with greater interest to the Millers Falls Tools displayed in your store, because of the attention-compelling value of our new finish.

Our good friends, the dealer and the jobber, will see in it greater display value, faster turnover, quicker and more frequent profits.



Millers Falls Hand Drill No. 2—the finest hand drill made. Used by skilled workmen all over the world. Finished throughout in the new Millers Falls Finish.

Length, 14½ inches

MILLERS FALLS COMPANY, Millers Falls, Mass.
Manufacturers of Carpenters' Tools, Hack Saws and Automobile Tools

The Proof of Whitlock Rope Value Is Its Service

AFTER all has been said, the real test of a rope in hard work is the service it renders—the length of time it will last.

On a hoisting winch in Brooklyn a piece of $2\frac{3}{4}$ inch in circumference Whitlock Manila Rope, 200 feet in length, hoisted 69,000 cases, weighing 27 pounds each—a total of 1,863,000 pounds.

Small wonder that dealers are building business and rope users lowering costs with Whitlock Manila.

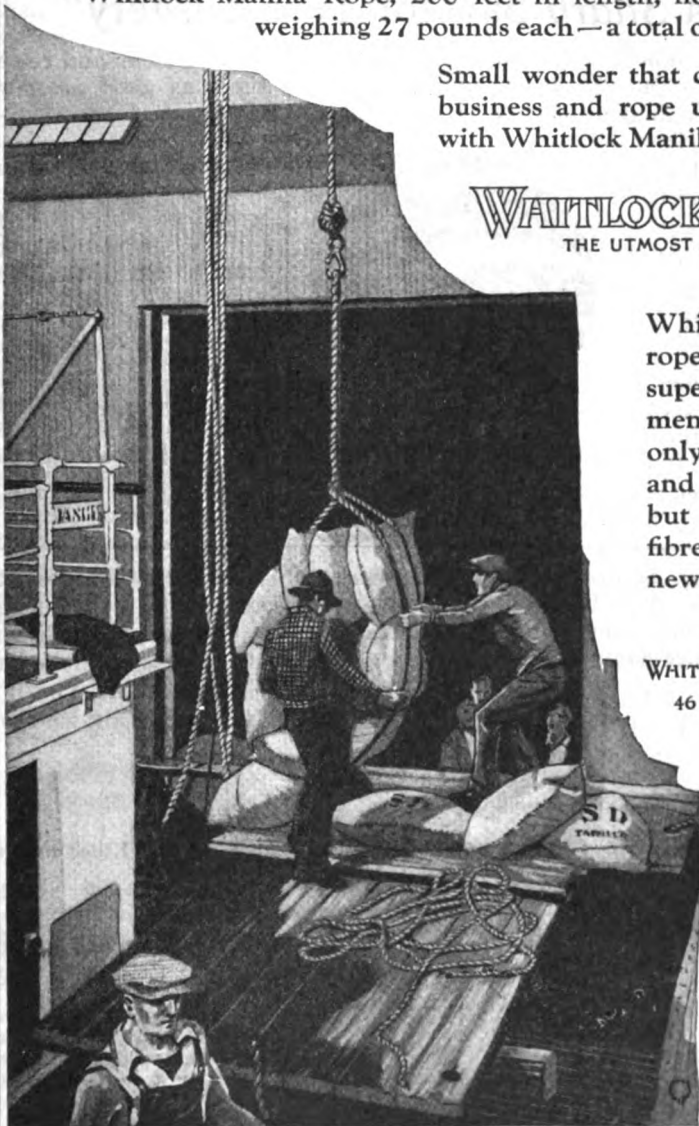
WHITLOCK CORDAGE
THE UTMOST IN ROPE VALUE

Whitlock Manila is the rope that is guaranteed superior to U. S. Government Specifications not only in strength, tare, and length per pound but also in quality of fibre. Write today for the new Whitlock Catalog.

WHITLOCK CORDAGE COMPANY
46 South Street. New York

Factory and Warehouses
Jersey City, N. J.

Branches
Chicago, Boston, Kansas City
and Houston



DISSTON

PROFIT PLANS

Published Monthly in the Interest of Merchants Selling Disston Tools

"I Like a Sharp Saw for Tree Surgery"

"TREES probably don't feel like we humans do"; the old fruit-grower said this doubtfully—as if he only half believed it. "But there's one thing I'm sure of. A fast, clean cut with a sharp saw is best for the trees. I would as soon have a surgeon use a blunt knife on me as use a dull saw on my trees."

There are hundreds of men—farmers, horticulturists, and just dabblers in forestry—who feel that same way. Perhaps that is why there is such a demand for Disston Pruning Saws. They do stay

sharp and set a long time, and re-sharpening keeps them as good as new for many years. It is all in the steel—the same perfect steel as in Disston Hand Saws—made by men who have learned steel secrets from their fathers, who learned it from theirs in the Disston plant.



Another reason for the wide use of Disston Pruning Saws is the great variety of styles, among which is at least one for every kind of pruning.

In addition to the Pruning Tools described on these pages, there are many others in the Disston line. Would you care for more information about this line?

The Pruning Season Will Soon Be Here. This Is a Tool That Meets General Requirements

This Disston "Little Giant" Pruning Hook and Saw is a very popular pruning tool—especially for the heavier work in the care of trees.



It performs a double duty—both cuts and saws, either close at hand or at a considerable height from the operator.

It is light (weighs but 2 pounds and 3 ounces), and is therefore very easy to handle. Both the knife and saw are made of the finest Disston steel. The saw blade, which is attached to the hook by two clamp-screws, is easily

detached when large limbs are not to be sawn. We can also furnish this style of hook without the saw attachment if so desired. The hook will cut branches $\frac{3}{4}$ of an inch in diameter. You'll find it a splendid seller for all who prune trees.

TREES

(By Joyce Kilmer, A. E. F., Killed in France)

I think that I shall never see
A poem lovely as a tree.

A tree whose hungry mouth is pressed
Against the earth's sweet flowing
breast;

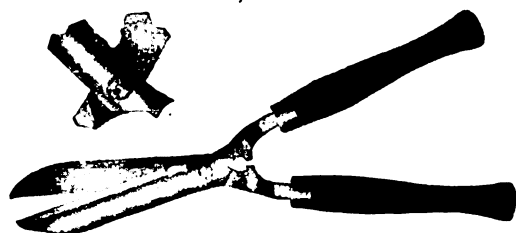
A tree that looks to God all day
And lifts her leafy arms to pray;
A tree that may in summer wear
A nest of robins in her hair;
Upon whose bosom snow has lain;
Who intimately lives with rain.
Poems are made by fools like me,
But only God can make a tree.

March, 1922

DISSTON
PROFIT PLANS**No "Hedging" on Hedges**

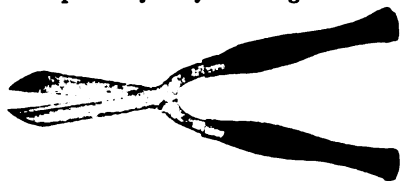
WITH general pruning in the spring months comes hedge trimming. Of course this is done in other seasons, too, but there is a great call for hedge shears in the spring.

We honestly feel that there is not a better hedge shear on the market than the Disston. Take up a pair of Disston Hedge Shears, open and close the blades, and feel the tension. Good, isn't it?



We get it in this way. Where the blades cross—one blade has a smooth hole, the other blade has a hole which is threaded. A bolt extends through the first blade and is screwed into the threaded hole in the second blade. It is tightened until the proper tension in the blades is reached. Then a lock nut caps the end of the blade. Any tension can be obtained, and anybody can adjust it because of the simplicity. It is a positive adjustment and cannot work loose. The beauty of it is that there is no spring to vary the tension or to break.

Another sales feature of these shears is the balance. The curve or "rise" of the tang as it enters the handle puts the blades in position of "pointing up" when in use, and gives a more even balance to the tool. This makes these shears exceptionally easy working.



Disston Hedge Shears are made in all styles and sizes. We even make a shear especially for ladies. The blades of this tool are slightly shorter than on the larger shears so that it is very graceful, light in weight and easy for ladies to use.

In most styles the tang extends through the handle and is riveted on the end. This makes it impossible for the handle to come off—entirely eliminating loose handle trouble. All patterns

(except ladies pattern) are made with notched blades if desired. The notch in the blade is to prevent twigs from slipping.

A List of What Disston Makes

And in these Saws, Tools and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels
Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws
Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters'
Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears
Ice Saws
Inserted Tooth
Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork,
Cloth, Leather, Paper, etc
Knives—Machine
Levels—Carpenters' and Masons'
Machetes
Mandrels
Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides
Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre
Stave Saws
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering,
Pointing, etc.
Veneering Saws
Webbs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line

HENRY DISSTON & SONS, Inc.
PHILADELPHIA, U. S. A.

Hardware World

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Volume XVII

MARCH :: 1922

Number 3

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T. M. Shearman,
Editor and Manager.

*Raymond L. Shearman, Associate Editor

Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor St.
Portland, Ore.

421 First Nat. Bank Bldg.
Chicago

Phelan Bldg.
San Francisco

70 Fifth Ave.
New York

505 Pioneer Bldg.
Seattle, Wash.

204 Scott Bldg.
Salt Lake, Utah

Boatmen's Bank Building
Broadway and Olive, St. Louis, Mo.

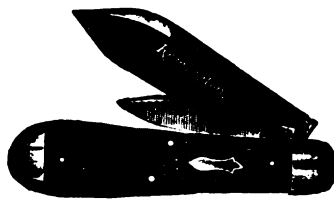
424 Higgins Bldg.
Los Angeles

105 S. Houston St.
Dallas, Texas

220 Pacific Bldg.
Vancouver, B. C., Can.



R 3225



R 393

Under way— The Nation-Wide Sales Campaign on Remington Cutlery

THE opportunity to work and profit with Remington on the national advertising campaign to the consumer is open to every retailer of cutlery.

Are you ready for the opening announcement to your customers on Remington Cutlery?

A unique window display to hook up with the opening announcement has been prepared especially for the retailer's window.

It takes little space, but makes a striking display. It is easily set up and shows the *particular* knives that you wish to display, in a most effective manner.

Ask the Jobber's Salesman

Have him tell you about the display and the big campaign that is now under way.

Order your display from him at once. You will need it to tie up with the opening announcement to your customers.

Place your stock order for Remington pocket knives now and be prepared to take care of the demand created by the Remington national advertising campaign.

Remington cutlery, firearms and ammunition are sold through the jobbing trade.

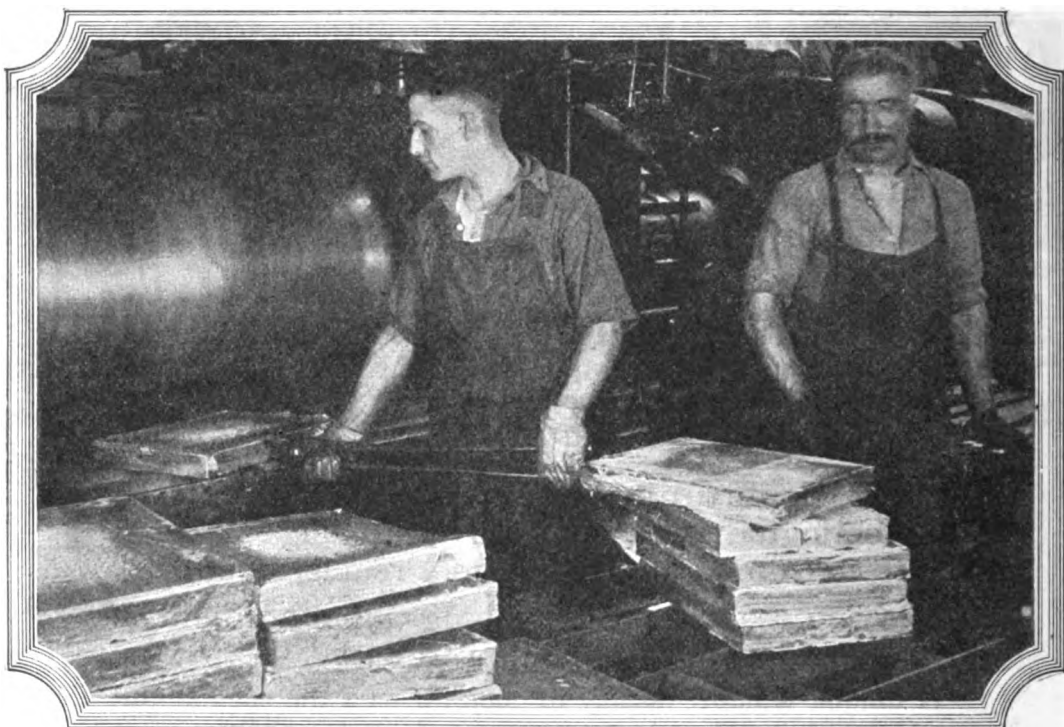


R 3053

Remington



R 3333



Slabs of pure aluminum are rolled and cross-rolled under eight-ton pressure before they are cold-rolled into sheets from which durable Mirro Aluminum utensils are made

How Durability is rolled into Mirro Ware

The durability for which Mirro Aluminum cooking utensils are famous is due not alone to the favorable wearing qualities of pure aluminum, but to the Mirro method of rolling long wear into the unfinished sheets of aluminum.

Every process of making Mirro utensils is accomplished in Mirro plants, from the melting of the raw ingots of pure aluminum through to the finished utensil. Not for a moment do any of the operations pass out of the control of skilled Mirro workmen. This assures uniformity of construction in every one of the millions of Mirro utensils made annually.

The photograph above shows one of the giant rolls which break down the fifty-pound slabs into plates of $\frac{1}{8}$ -inch thickness. This machine has a pressure of eight tons and the slabs are rolled and re-rolled, with the grain and against

it, until the Mirro plate is as hard as it is possible to make it.

This hardness of finish is one of the dominant reasons why Mirro ware resists wear and lasts longer. It is one of the reasons why Mirro utensils are heavier than others, although the thickness of the metal is sometimes apparently the same. In general, however, Mirro utensils are thicker than any other aluminum ware.

Besides being more durable, Mirro utensils possess advantages of beauty and convenience which belong exclusively to Mirro. They represent the greatest value to the buyer. And, backed by the big Mirro national advertising campaign, they provide the dealer with a fast-selling line of profitable and satisfactory utensils.

If you are not yet handling the Mirro line, write for the Mirro general catalog.



*Every Mirro Utensil
Bears This Imprint*

Aluminum Goods Manufacturing Company

General Offices: Manitowoc, Wis., U. S. A.

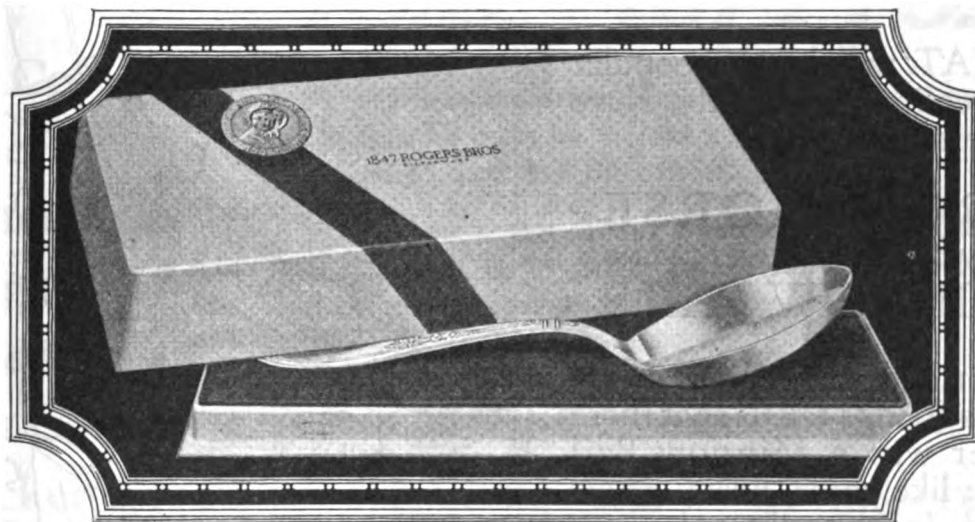
Makers of Everything in Aluminum

MIRRO ALUMINUM

*Reflects
Good Housekeeping*

1847 ROGERS BROS.

SILVERPLATE



Our Anniversary Gift Box

The Seventy-fifth Anniversary of 1847 Rogers Bros. Silverplate will be celebrated in various ways, all of which we confidently expect will bring results desired by the dealer who handles the line.

Our Anniversary Gift Box will be a feature of the Anniversary campaign. For this year it will take the place of our regular velvet-lined gift box. The blue silk ribbon and seal will add distinction.

The Seventy-fifth Anniversary year of 1847 Rogers Bros. Silverplate is going to be a notable year in the history of the Silverware trade. Write to Sales Promotion Department, International Silver Company, Meriden, Conn., for advertising and display helps that will help to bring to you your share of the prosperity.

Pacific Coast Warerooms, 150 Post St., San Francisco, Cal.

INTERNATIONAL SILVER CO.

GOIN' FISHING?

THAT will be the popular greeting very shortly. Have you a stock of

IRON HORSE FLOATING & NON-FLOATING MINNOW PAILS

¶ Our hardware and sporting goods friends tell us that there never was a Minnow Pail made like these, heavy gauge metal, inner pail made with one-piece sides and perforated, with large opening and neatly arranged air chamber.

¶ And we build them both floating and non-floating in 8, 10, and 12 quart sizes. You will want a supply.

Send for our illustrated booklet, and let us quote you prices.



ROCHESTER CAN CO.

109 HAGUE ST. ROCHESTER, N. Y.



*Round or Oval, Floating
or Non-floating*

Sell them by Accurate Weight!

— and *Secure* *Your Full Profits*

Nails

Putty

Dry Colors

Solder

Plaster Paris

Twine

Wire Cloth

Sash Cord

Chicken Feed

Screen

Babbitt

Shot

Brass

Seeds

Copper

Wire

And More Than

Twenty Other

Articles

Dayton Moneyweight
No. 74 Hardware Scale

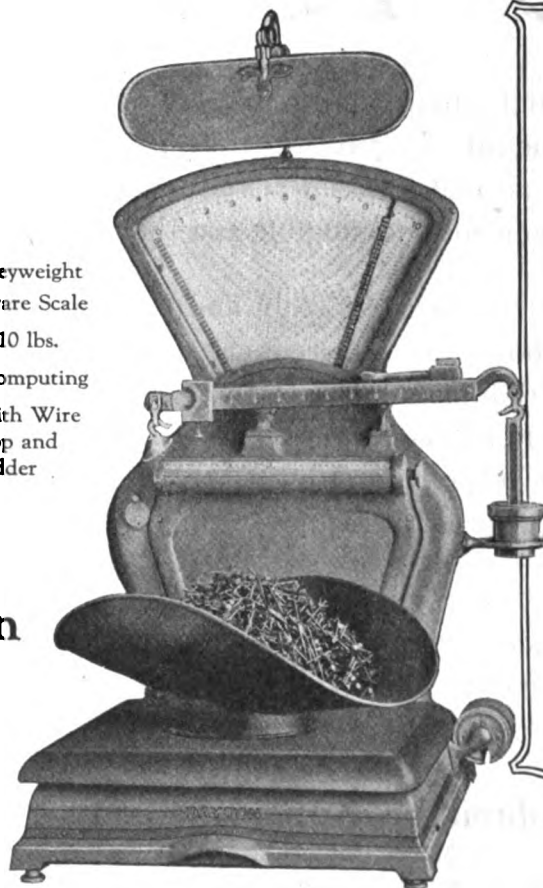
Capacity 110 lbs.

Automatic-Computing

Equipped With Wire
Rack, Scoop and
Total Adder

THE hardware merchant who sells articles by "measure" that he buys by weight usually gives away in "good measure" a part of his profits.

This is just as dangerous a practice as giving away profits in "overweight". Such losses cannot be recovered, but they can be prevented—sell by weight with a Dayton Moneyweight Hardware Scale.



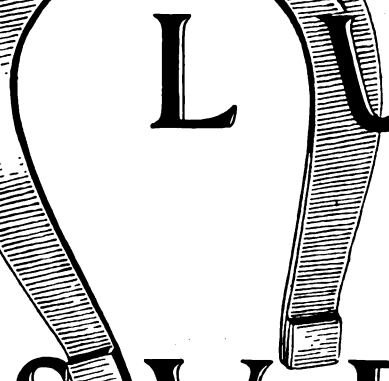
**"Every Dayton User
Is a Booster"**

More than ten thousand retail hardware merchants are enthusiastic boosters of this Dayton Moneyweight (formerly Detroit Automatic) Hardware Scale.

This is the scale that pays for itself out of a part of the savings it effects.

Dayton Moneyweight Hardware Scale
Formerly Detroit Automatic

DAYTON MONEYWEIGHT SCALE CO.
DAYTON, OHIO, U.S.A.
Branches in all Principal Cities



LUCK VS SURETY

Sorcery and witchcraft—reliance on the magic charm of the horse-shoe, the rabbit's-paw, the four-leaf-clover and other tokens of luck have succumbed to the advancement of the human intellect which now demands the tangible and the positive.

Structural workers, builders and painters, have learned that the utmost confidence and reliance can be placed in scaffolding supported by Columbian *Tape-Marked* Pure Manila Rope—as the red, white and blue *Tape-Marker* bearing the words “Guaranteed Rope, Made by Columbian Rope Co., Auburn, N. Y.,” is the tangible and positive proof of the utmost quality in Rope.

The colored tape runs in one strand throughout the entire length of every coil. Insist on its presence—it is your Rope Insurance Policy.



Columbian Rope Company

332-80 Genesee Street

Auburn, N. Y.

“The Cordage City”

Branches:
Boston

New York
Houston

Chicago
Baltimore



National Demonstration Week— Make it the biggest of your year

THOUSANDS of dealers all over the country will have actual cooking demonstrations in their stores during Florence National Demonstration Week, from April 17 to 22. They will use the Florence Oil Cook Stove and the Florence Oven.

Are you going to take part in this National Demonstration Week? The success Florence merchants had last year from cooking demonstrations you can better this year. Because of national magazine and newspaper advertising women are learning of this special display. Those in your locality will expect you to participate.

Increased sales during the entire year will result from your demonstration. We are ready to co-operate fully with you by sending announcement cards for your customers, dealer selling helps, newspaper electrotypes, lantern slides and other advertising material.

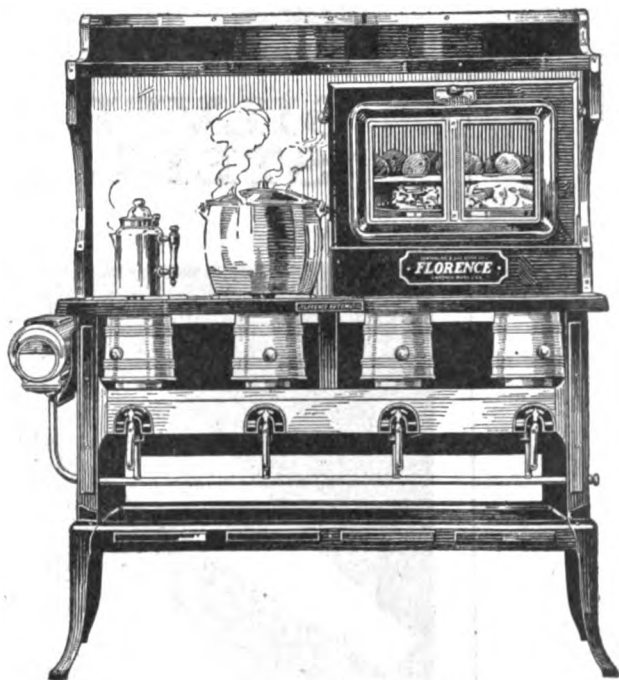
If you have not joined the Florence Family, ask for a registration blank at once. It is not too late.

Get women into your store, and the Florence Oil Cook Stove and the Florence Oven will do the rest. Besides, they will act as selling agents for your other merchandise.

Write or telegraph to

CENTRAL OIL & GAS STOVE CO.

456 School St., Gardner, Mass.



*More Heat
Less Care*

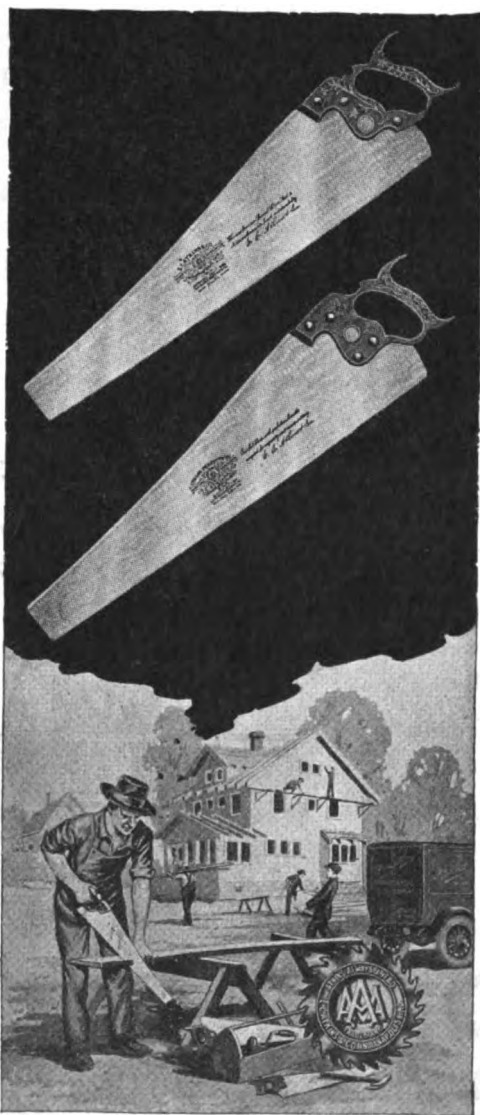


FLORENCE

OIL COOK STOVES

ATKINS

SILVER STEEL SAWS



Selling the Saw User

Business is on the MAIN TRACK again for the GO-GETTER.

America is preparing now as never before to build this year thousands and thousands of the millions of new homes needed.

The sound of the Saw and the Hammer will be welcome news to wide-awake hardware dealers and jobbers.

There is a big market right now for Atkins Silver Steel Saws.

This market will be larger with the advent of spring and summer weather.

Do you want to share in the profits of increased sales? If so, write for our plans to make 1922 your most profitable year.

Free to Dealers: "Pointers," "How To Sell A Saw," "Saw Sense."

Ask for this Literature

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton Ontario

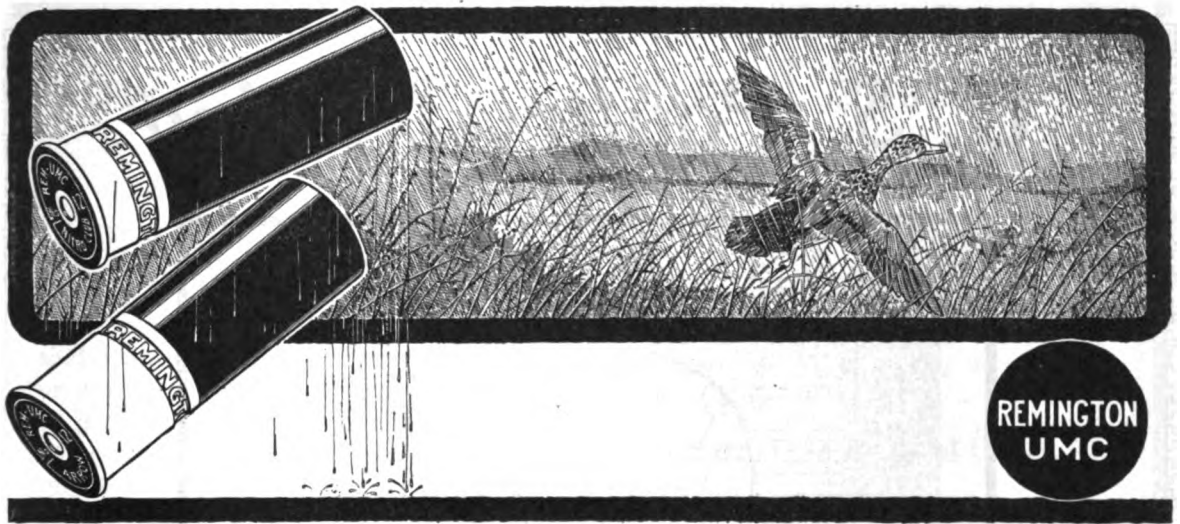
Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks in the Following Cities:

Atlanta
Memphis
Chicago
Minneapolis

New Orleans
New York City
Portland, Ore.
San Francisco

Seattle
Paris, France
Sydney, N. S. W.
Vancouver, B.C.



Wetproof

“Nitro Club”—“Arrow”—“New Club” Shot Shells

OF all the hard-to-please customers—the SHOOTER.

The youngster with his first gun or the hard boiled old trapshooter. Each one with his own ideas and difficult to please.

What “a grand and glorious feeling” when you hit on a thing that satisfies them all.

The satisfying shot shell is the Remington Wetproof Shell—“Nitro Club”, “Arrow” or “New Club”.

In addition to pattern and penetration, and killing 'em just as dead as

any other shell, the Remington Wetproof Shell is thoroughly waterproofed by the patented Remington Wetproof process.

Wetproofing the crimp, top wad and body of the shell means—

That the shell will not swell and stick in the chamber of the gun.

That the powder, wadding and shot will be kept dry.

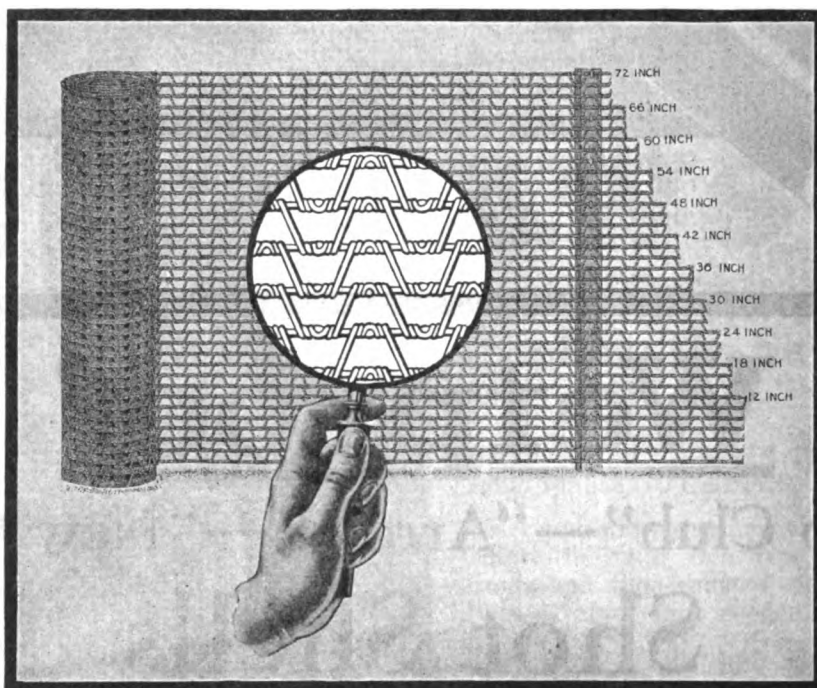
That the crimp will not get ragged and broom out.

Remington Wetproof Shells—the shot shells that satisfy the most customers.

*Remington ammunition, firearms and cutlery
are sold through the jobbing trade*

Remington

U. S. Poultry Netting



Capitalize Our Manufacturing Success Into Your Dealer's Profit

U. S. Poultry Netting fills that long felt want and need in wire netting. Fence-like in construction principle, it cannot bag or sag; requires neither base-board nor top rail; requires fewer posts and will not narrow when tightly stretched.

U. S. Poultry Netting is not a **WOVEN** but an **INTERWOVEN FENCE**. Note carefully the type of twist (a double reinforced joint at each point of intersection, which makes it very stiff and rigid.) Through this style of manufacture there is no possibility of long or short wires, irregular size or shape meshes.

Highly practical for tennis court enclosures, tree guards, trellises, flower bed guards, screen work in motion picture industry, partition screens in factory stock rooms. Especially valuable as protection against rabbits and extensively used in stucco reinforcing.

If you are not fully acquainted with this excellent netting, don't fail to investigate its merits and superiority.

U. S. Netting is handled by representative Jobbers throughout the country, and is carried in stock at Portland, Spokane, Seattle, San Francisco, Los Angeles and San Diego.

MANUFACTURED EXCLUSIVELY BY

Indiana Steel & Wire Co., Muncie, Ind.

How the **SARGENT** decimal System of pricing simplifies storekeeping

Sargent & Company have accomplished a long needed reform in the pricing and packing of hardware by adopting the decimal system of calculation. This means that instead of packing articles in dozen or gross lots and quoting prices in dozens or grosses, they are now packed in boxes containing 5, 10, 25, 50 or the most suitable quantities of which 100 is a common multiple. They are priced "each" or "per hundred," depending on the goods, careful attention having been given to the requirements of the trade.

The old system had little to recommend it except its age. For years there has been a feeling in the hardware trade that the decimal system would be very desirable and we are glad to be leaders in the practical application of the new principle. It will greatly simplify the keeping of stock, the taking of inventories and other neces-

sary work that has been needlessly complicated by the old system. There is less liability of error in sales and accounting work and the mathematical operations necessary to arrive at a price are reduced to a minimum.

Send for these useful tables

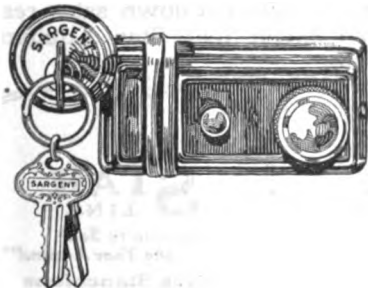
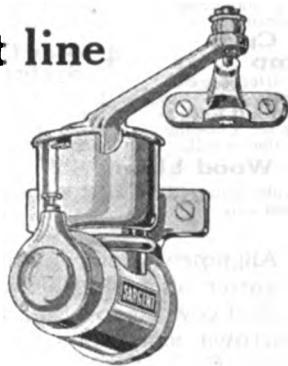
For the quick figuring of quantities and prices, until such time as the decimal system is universally adopted, we have prepared a set of very useful tables. These show comparative quantities in units, dozens and grosses. Also tables of equivalent prices "per dozen" and "per gross" reduced to "each" and "per hundred," also "each" and "per hundred" reduced to "per dozen" and "per gross."

We shall be pleased to furnish copies on request.

Two steady sellers from the Sargent line

Sargent No. 20 Door Closer

Think of the slamming screen doors that should have Sargent door closers this summer. The same closer may be used on storm doors in winter. Also for kitchen, bathroom, back stair, lavatory and other inside doors that should be closed surely and silently.



Sargent Day and Night Latches

Every house, new or old, needs this protection, not only on outside doors but on basement and attic doors, linen closets, clothes closets and other inside doors.

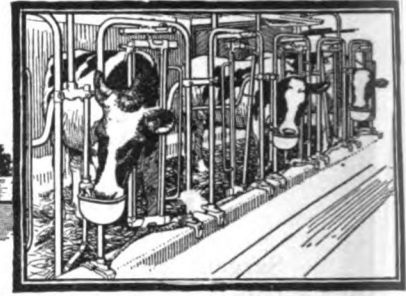
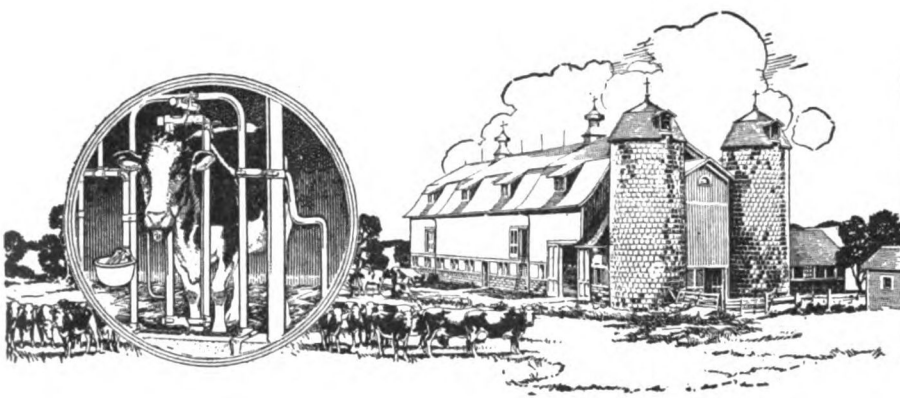
The handy push button stop is an exclusive Sargent feature and an interesting selling point.

SARGENT & COMPANY

NEW HAVEN, CONN.

NEW YORK

CHICAGO



Help Your Farmer Customers to Modernize Their Barns With Our STAR EQUIPMENT



1 Star Alignment Device

Instantly lines cow at gutter after she is in stall—keeps stall, bedding and cow clean.

3—Star Curb Clamp

"Sets a stall in 60 seconds"—permits of concrete work being finished before stalls are set. Cuts time of installation in half.

5—Star Wood Lining

Hard maple lining forced in U bar, anchored so it won't come out.

2 Star Stanchion Adjustment

Narrows or widens stanchions to exactly fit cow's neck. Safety and comfort.

4—Star Unit System Stall

Each stall assembled before shipment, ready to go in place the moment it arrives.

When you make actual cash money for a farmer he becomes more than just a customer. You have a constant advertisement—a friend and a booster. And this is exactly what you do when you sell him Star Barn Equipment.

Friendship and Profits for You

Star Equipment makes money for the man whose herd is housed in Star Stalls. Healthier cows—cows that give more milk—less work for the man and his hired hand to do—these savings pay for the equipment the first year it's in, or soon after. And this kind of service from goods from your store is the ideal way to collect profits and insure long friendships.

Point Out These Features —Make the Sale

Star Alignment Device, which instantly lines cow at gutter after she is in stall; keeps stall, bedding, and cow clean—Star Stanchion Adjustment narrows stanchions to exactly fit cow's neck—Star Curb Clamp permits of concrete work being finished before stalls are set—Star

Unit System Stall, each stall assembled before shipment—Star Wood Lining, a hard maple lining forced in U-bar and anchored so it won't come out.

Such features as these cut down sales resistance to such an extent that Star Equipment almost sells itself.

Write for Exclusive Agency Proposition

HUNT, HELM, FERRIS & CO.

Harvard, Ill. Everything for the Modern Barn Albany, N. Y.

Los Angeles, Cal.—1811 E. Seventh St. San Francisco, Cal.—283 Minna St.
Portland, Oregon—360 E. Morrison St.

STAR 
Equipment



A Hand Motor Mower for Small Estates

**CUTS FIVE ACRES PER
DAY ON A GALLON OF GAS**

Think of a lawn mower that cuts a clean swath 25 inches wide, cuts right close up to trees, shrubbery, walks and driveways and mows 5 acres per day on a gallon of gas without fatiguing the operator.

That's exactly what the COLDWELL F & J Hand Motor Lawn Mower does. That isn't all the COLDWELL accomplishes—it does a beautifully finished job at **one cutting**—no cleaning up afterwards with a hand mower.

No wonder it is the leading mower for Small Estates, Parks, Cemeteries, Public Grounds and kindred places.

No other mower of like size covers such a large area at such low operating cost and gives such complete satisfaction.

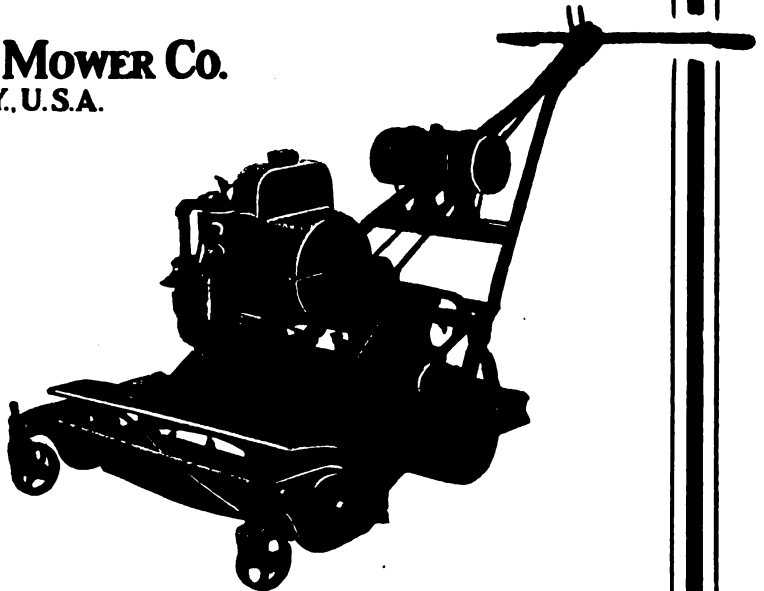
Send for full details and prices

COLDWELL LAWN MOWER CO.
NEWBURGH, N.Y., U.S.A.

MAKERS OF MOWERS
SINCE 1857

Hand—Horse—Motor

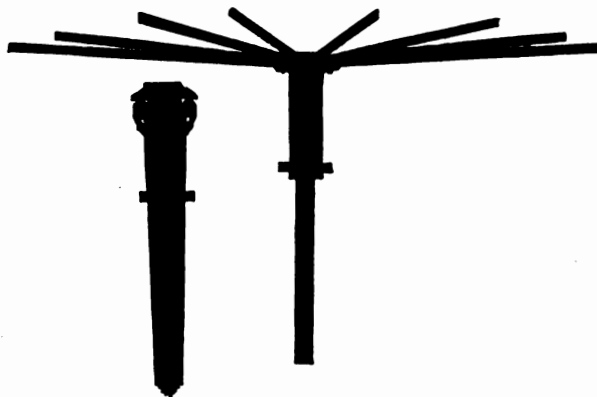
for—Homes
Estates
Golf Courses
Parks
Cemeteries



A TYPE TO FIT EVERY SIZE LAWN AND EVERY SIZE POCKETBOOK

The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a

MOST COMPLETE LINE OF

Wall Clothes Driers

And

Wood and Wire Garment Hangers

OF EXCELLENT QUALITY



REPRESENTATIVES

THAYER & BOWER,
845 Monadnock Bldg.,
San Francisco, California

H. M. GREENER SALES CO.,
56 East Randolph St.,
Chicago, Illinois.

R. A. MORRISON,
309 Board of Trade Bldg., Portland, Oregon.

American Maid Aluminum Ware

The Popular Priced Line

THE secret of many successful house-furnishing sales has been due to the enthusiasm that **AMERICAN MAID** Aluminum Ware has created. Ask the buyer who has used *American Maid* for his Special Sales.

For over 25 years we have had one main ideal in the manufacture of aluminum cooking utensils—"To produce and sell at a Moderate Cost a line to meet all demands." We attained this in the production of **AMERICAN MAID** Ware.

Experienced housewives will welcome the opportunity to secure **AMERICAN MAID** at our exceptionally low prices.

Provide NOW for your Special Sales—
Write for prices

Illinois Pure Aluminum Co.

LEMONT, ILLINOIS
U. S. A.



COES

"STEEL HANDLE"

Profits from first sales are all right.

But we say a dealer is **getting results** when he can show profits from **repeat orders**.

The "Steel-Handle" is a tough wrench for general use—built and designed to **do work—for a long time**.

And the first Steel-Handle sale is just the beginning of others sure to follow through repeat orders and **recommendations**.

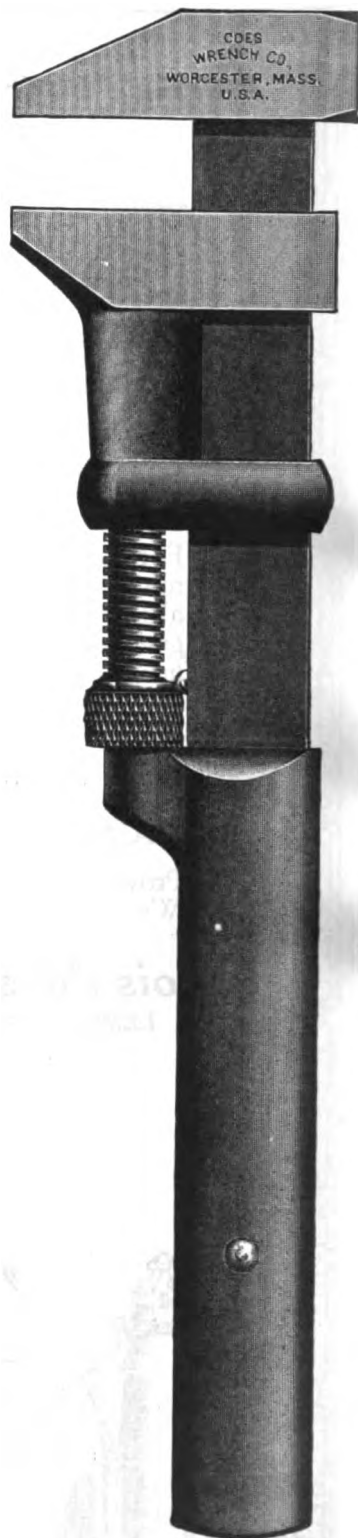
Stock the Coes Line and Get Results.

COES WRENCH CO.

Established 1841

WORCESTER, MASS.

JOHN H. GRAHAM & CO., 226 Market St., San Francisco, Cal.
J. C. McCAERTY & CO., 29 Murray St., New York
J. H. GRAHAM & CO., 113 Chambers St., New York
HUGHSON & MERTON, Inc., Portland, Ore.; Los Angeles, Cal.;
San Francisco, Cal.; Denver, Colorado.



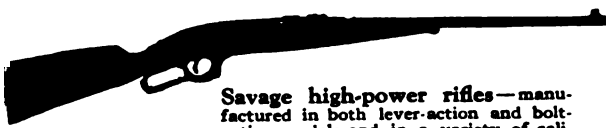
**Ask Your Jobber
to Supply You**

The most complete line of Firearms on the market

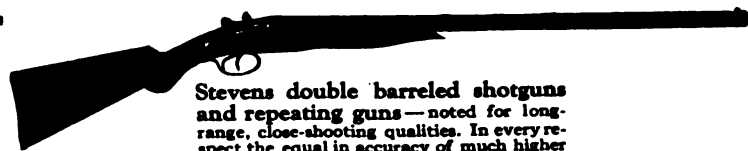
YOU have known Savage as a leader in the field of sporting rifles, repeating shotguns, and automatic pistols.

You have known Stevens as the maker of time-proved shotguns, small-bore rifles, and target pistols.

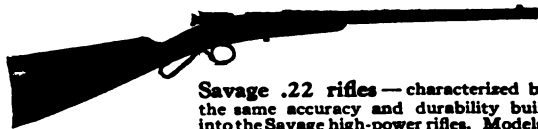
Now know the Savage-Stevens complete line—the most complete line of firearms on the market.



Savage high-power rifles—manufactured in both lever-action and bolt-action models and in a variety of calibers to meet every need of the big game hunter. Accurate and powerful.



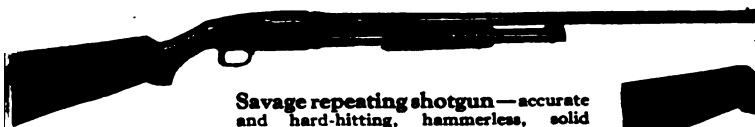
Stevens double barreled shotguns and repeating guns—noted for long-range, close-shooting qualities. In every respect the equal in accuracy of much higher priced guns.



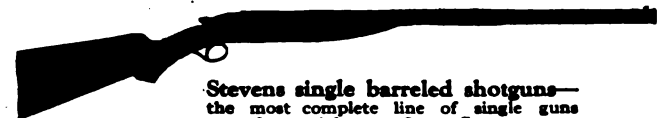
Savage .22 rifles—characterized by the same accuracy and durability built into the Savage high-power rifles. Models: single-shot, repeating and N. R. A. target.



Stevens small bore rifles—at once the most economical and accurate rifles on the market. Stevens barrels are famous for straight shooting.



Savage repeating shotgun—accurate and hard-hitting, hammerless, solid breech design; Savage high-pressure, smokeless barrel.

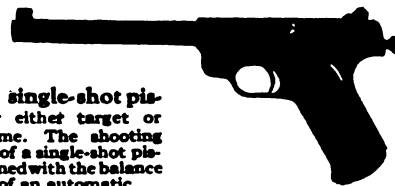


Stevens single barreled shotguns—the most complete line of single guns manufactured by one firm. Stevens accuracy and durability throughout.

Savage automatic pistols—“Aims as easy as pointing the finger.” A ten-shot, self-loading arm, made to fit the hand.



Stevens single-shot pistols—for either target or small game. The shooting qualities of a single-shot pistol combined with the balance and grip of an automatic.



A complete line of firearms means more sales, more profits for you.

The Savage and Stevens lines will continue to be handled exclusively through the regular jobbing channels.

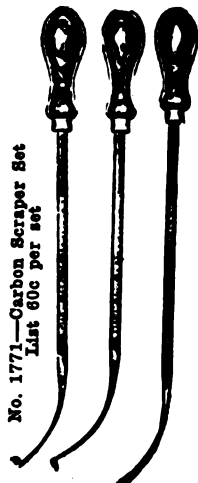
SAVAGE-STEVENS

THE BUFFUM TOOL CO.

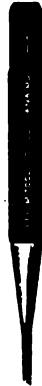
LOUISIANA, MO.

"High Grade Tools for High Grade Workmen"

"Swastika" Trade Mark Registered U. S. Patent Office



No. 1771—Carbon Scraper Set
List 60c per set



"Special" Knurled Sickle or Pin Punch
Blind

No. 285-C—Reliable Chisel Set

Warranted Chisels—Oil Finish Body,
Polished Ends, Spread Points



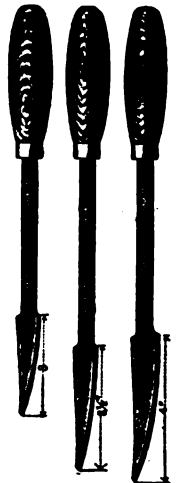
Canvas Roll

List Price \$2.50 per set



Machinist's Elmed Auto Punch

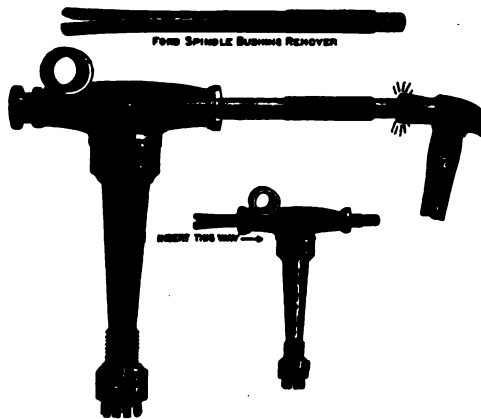
No. 1766—Curved Bearing Scraper Set
List \$1.50 per set



No. 1754—Three-Cornered Bearing Scraper
List 25c each

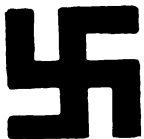
These are the
tools every auto-
mobile owner
needs.

Display them
and you will make
sales.



Ford Spindle Bushing Remover
No. 2713—14 Tempered Steel, List per doz. \$9.00

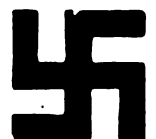
If your Jobber
cannot supply
you, write to us
or our agents.



C. W. GAUSE COMPANY

WESTERN SALES AGENTS
Room No. 605 Williams Building

693 Mission Street - - San Francisco, California



The Best Known

"PHILADELPHIA"

"Eagle" Motor Mower

When people think of steam-boats they invariably think of the Robert Fulton—the first side wheel steamboat.

When people think of lawn mowers they invariably think of the

"PHILADELPHIA"

—the first side wheel lawn mower.

And ever since 1869 the year of the first



MOTOR Mowers, 30-inch walking type
40-inch riding type
Combination lawn mower and lawn roller

**MOST SATISFACTORY MOTOR
MOWER MADE**

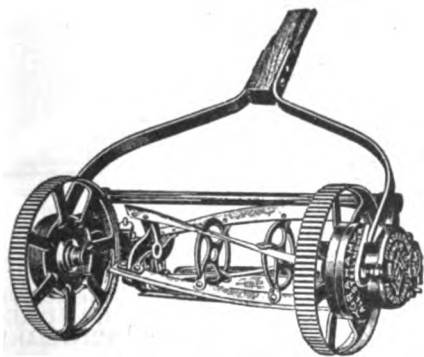
"PHILADELPHIA"

up to the present time the name **"PHILADELPHIA"** has always stood for the easiest running, longest lived and most satisfactory lawn mower ever made.

Now that the buying season has arrived consider what it means to have customers think Genuine

"PHILADELPHIA" first.

We are making 18 styles of Hand—4 styles of Horse and 2 styles of Motor Lawn Mowers to meet the demand.



Styles "Graham" and "A"—All Steel
Vanadium Crucible Steel Blades.
Practically Indestructible.

SEND FOR CATALOG AND DISCOUNTS NOW

The Philadelphia Lawn Mower Co.

31st and Chestnut Streets, Philadelphia, Pa.

HAVEN & HAVEN, 508 Mission St., San Francisco, Cal., Selling Agents

"The original people in the Lawn Mower
Business since 1869"

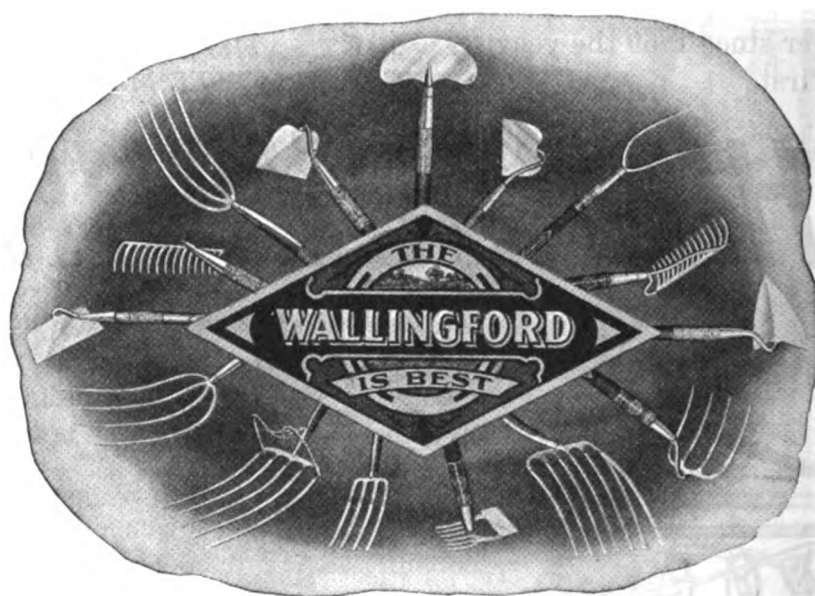
Over 55 Years Doing
One Thing Well

THE TRITCH HARDWARE COMPANY

Rocky Mountain Distributors of

WALLINGFORD FARM AND GARDEN TOOLS

A COMPLETE LINE



HIGH
QUALITY
CAST STEEL

CAREFULLY
TEMPERED AND TESTED

SELECTED
HANDLES
EXTRA FINISHED

WALLINGFORD STEEL GOODS

Are made in a Modern Factory devoted exclusively to the manufacture of Farm and Garden Tools; a large and complete line produced under ownership management, assuring the highest type of goods in Design, Quality and Finish.

Write for Prices Today

THE TRITCH HARDWARE COMPANY

FRANK A. BARE
President

J o b b e r s

O. E. BARE
Vice Pres.

Denver, Colorado



THE AUTOMOBILE ACCESSORY LINES

are rapidly becoming a most important factor in the hardware business

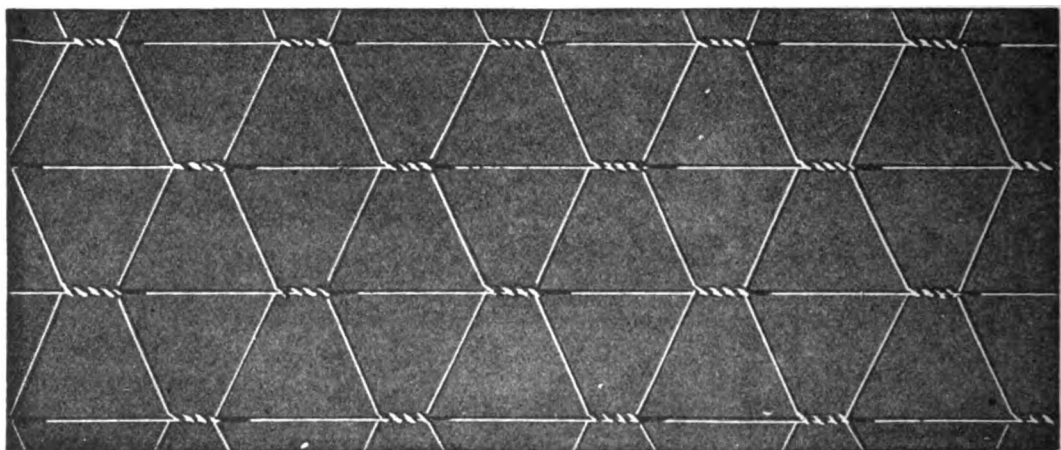
Are you getting your share of added profits from these lines?

PEXTO Tools will satisfy your most exacting customers. One sale easily leads to another, and the motorist, garageman, or repair man who is equipped with a full line of PEXTO Tools is your best advertisement.

Write for Booklet on Automobile Tools

The Peck, Stow & Wilcox Co.
Southington, Conn., U. S. A.

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a heavy selvage both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

San Francisco

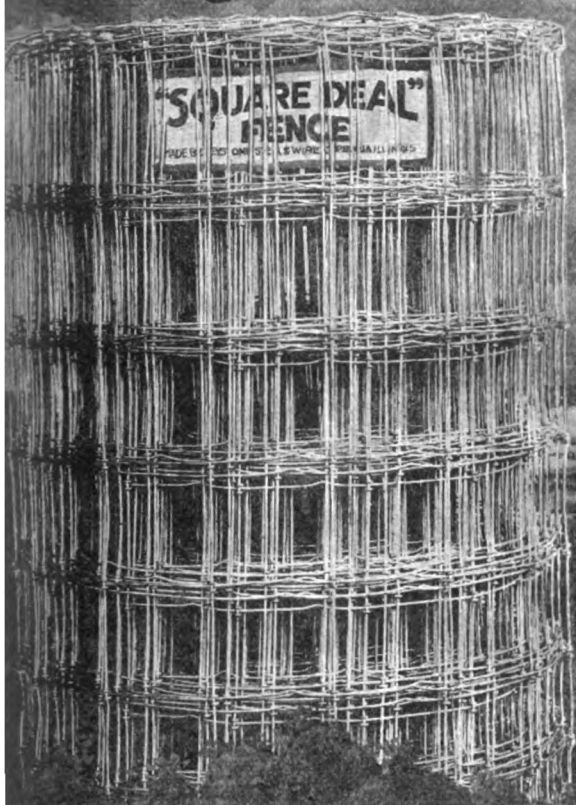
Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition

SQUARE DEAL



The "Square Deal" Knot that Absolutely Never Slips

is good fencing. Thirty years experience has developed the self-draining knot that cannot slip; the solid one-piece stay wire that serves as a post every few inches; the elastic wave or crimp that holds the fence tight and trim; the secret galvanizing process that resists rust for years and years. Open hearth wire that is smelted right, drawn right, annealed right, makes a "Square Deal" fence for you and your trade.

Selling "Square Deal" Pays

Add this profitable leader of the fencing field to your stock and build your business bigger. Learn how our advertising finds prospects for you; how our sales-aids help you close sales. Write for catalog and prices Today.

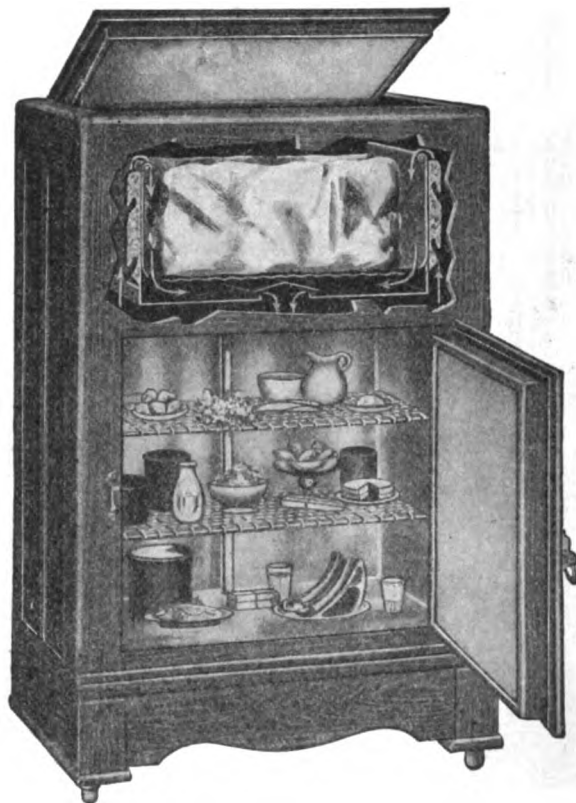
Keystone Steel & Wire Co., Peoria, Ill.

Pacific Coast Representative: E. E. Brown, 686 Mariposa Ave., Oakland, California

FENCE

THE MONARCH

(Trade Mark Reg. U. S. Pat. Office)



REFRIGERATORS

Made in Metal, White Enamel, and Seamless Porcelain Lined.
Handsome, Strongly-made, Up-to-date Refrigerators
at prices which net you a good profit.

"It's the Frigid 'Frigerator'—the 'Box that's on the Boom'"

Ash and Oak Cases. Strong, Removable Air Flues. Removable Waste Pipe and Trap. Retinned Wire Shelves, Bright as Silver. Strong Hardware in Roman Gold and Nickel Plate. Good Casters.

Union Hardware & Metal Co.

LOS ANGELES, CALIFORNIA

THE MONARCH REFRIGERATOR WORKS

BURLINGTON, VERMONT

Special Trial Offer—Write Today!

To familiarize the trade with the thoroughly standard quality of Many-Use Oil and the **added profit** to the dealer handling it, we make the following offer for this month only:

- 2 Doz. 3-oz. Standard Flat Cans** \$5.60
 (The kind the soldier has and your regular price)
- 1 Doz. 1-oz. Bottles** **0.00 FREE**
 (Sell them for 10 or 15 cents each)
- Parcels Post to your store** **0.00 FREE**

**Two Dozen Cans and a Dozen Bottles at your regular price
 for the cans only — Parcels Post Paid**

You get a quantity price
 on a small lot.

2 MILLION SOLDIERS TESTED
 and will recommend "MANY-USE" Oil for Firearms

We Pay Delivery Charges



You get a big premium for
 pushing the line.

The oil is absolutely as
 good as, if not better than,
 any on the market.

Chosen, after strict test,
 for huge Government or-
 ders, during the war.



Make the Sales and You'll Get the Profits



We'll send you illustrated
 pamphlet showing 100
 uses.



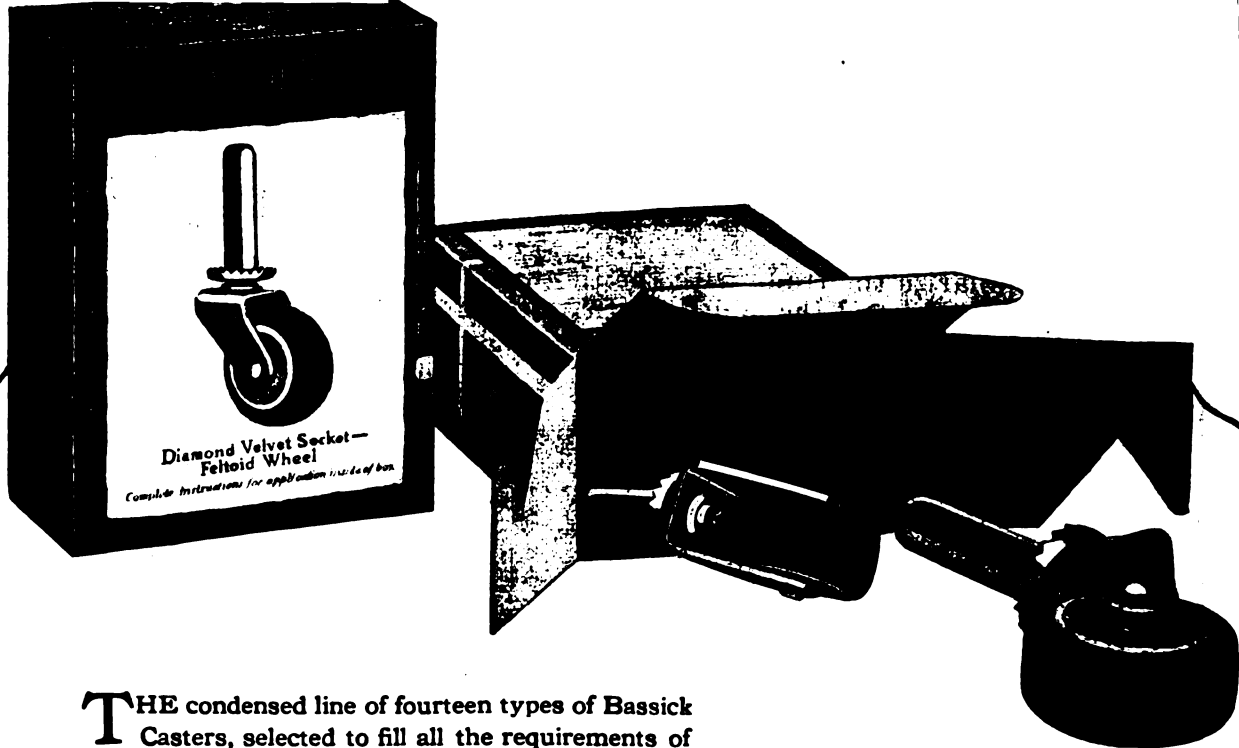
THE MANY USE OIL CO.

John H. Graham & Co., Sole Agents

268 Market Street
 San Francisco, Calif.

1220 Boatmen's Bank Bldg.
 St. Louis, Mo.

388 Taylor Street
 Portland, Ore.



THE condensed line of fourteen types of Bassick Casters, selected to fill all the requirements of the average home, are marketed in a new and distinctive *yellow and blue* package.

Each box contains one set of four casters, and is marked with the kind of furniture and the kind of floor or floor coverings for which the casters inside have been especially designed.

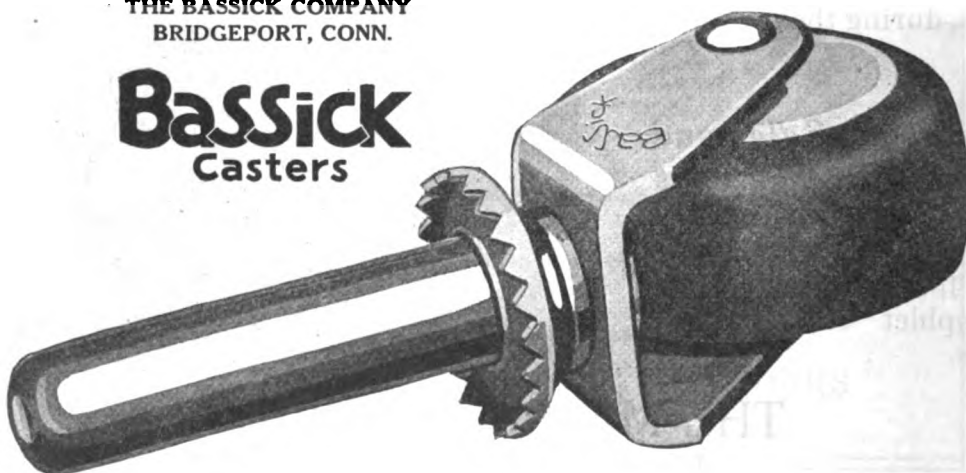
Instructions and a tool for removing old sockets are enclosed in every package. They make it easy to put the right Bassick Casters on the right furniture.

Properly packaged, properly priced, and easily applied, Bassick Casters make quick selling and profitable stock.

Bassick Casters are nationally advertised.

THE BASSICK COMPANY
BRIDGEPORT, CONN.

Bassick
Casters



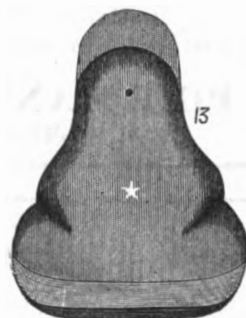
Stop! Look! Think!

OF THE GREAT PROFIT IN OUR
SPECIAL ASSORTMENT OF

"Elastic" Chair Tips

consisting of the most salable and profitable sizes,
viz:

- 8 Gross Rubber Head Nails.
- 5 Gross Bumpers.
- 17 Doz. Slotted Screw Tips.
- 3 Doz. Patent Rocking Chair Tips.
- 4 Doz. Stetson's Combination Cushion
Chair Tips.



"Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers — if pushed.

"ELASTIC" CHAIR TIPS
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!

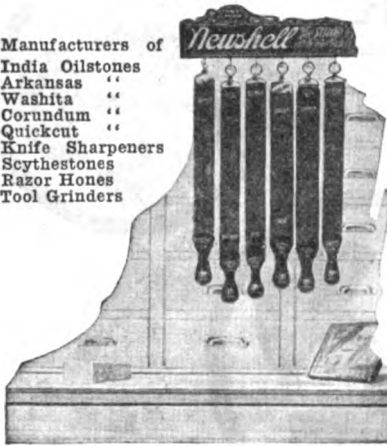
ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.



NEWSHELL RAZOR-STROPS

Manufacturers of
India Oilstones
Arkansas "
Washita "
Corundum "
Quickcut "
Knife Sharpeners
Scythstones
Razor Hones
Tool Grinders



Contents and Description of Special Assortment

One dozen strops as listed below, packed with Newsell razor strop hanger.

No. 49—(2 only)—19 x 2". A big value at a small price. Genuine Newsell finish strop. Sharpen strop is selected razor strop web specially treated. Has plate swivel with arrow loop. Retail for 50c each.

No. 75—(2 only)—21½ x 1½". A dandy double leather strop which retails at a very reasonable price. Open end handles neatly embossed. Nickel plated wire swivel. Retail for 75c each.

No. 100—(2 only)—22½ x 2½". A particularly bright and attractive strop. Finish strop is red and sharpen strop black. Malleable iron swivel, hard rubber finish. Retail for \$1.00 each.

No. 101—(2 only)—22½ x 2½". Very similar to No. 100 except both finish and sharpen strops are black and swivel is nickel plated. Retail for \$1.00 each.

No. 126—(2 only)—23 x 2½". A dandy strop for the practical man. Both front and back finished in black. Stitched handles are padded and nicely embossed in silver. Nickel plated English pattern swivel. Retail for \$1.25 each.

No. 250—(2 only)—25 x 2½". A big, rugged strop that will delight the man who knows a good razor strop. Handles are open end, neatly stitched and beautifully embossed in gold. Bevel edge swivel has adjustable clamp and Penny-in-the-Slot feature permitting removal of either strop. Retail for \$2.00 each.

Every strop in the above assortment is made from Newsell—the proven leather for razors. It will pay you to ask for our Special Introductory Offer

PIKE MANUFACTURING CO. - Pike, New Hampshire

A. W. PIKE & CO., Pacific Coast Agents, 715 Mission Street, San Francisco, California

BUTTERFIELD'S Combined Auto Screw Plates

CUTS BOTH U. S. S. AND S. A. E. PITCHES

Unequalled for universal repair work.

Contains all needed tools for the general run of tapping and threading all parts on most any car.



No Garage is properly equipped without one of these sets in the tool crib.

Send for Catalog No. 18. It contains our complete line and will assist you in ordering.

No. 202 Combination Screw Plate

BUTTERFIELD & CO., Division

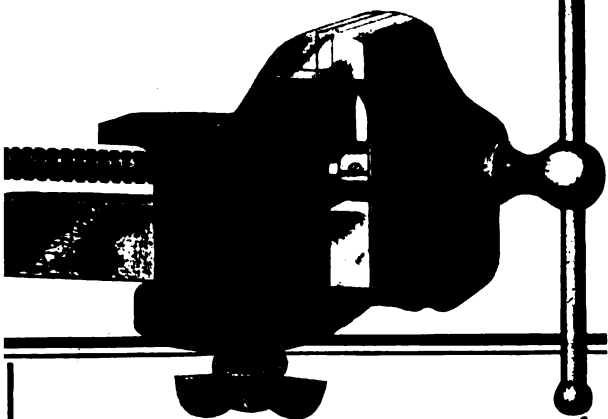
Union Twist Drill Co.

DERBY LINE . . . VERMONT

Chicago Store:
11 South Clinton Street

Pacific Coast Representatives:
John F. Kegley, Lankershim, Cal.

PRENTISS



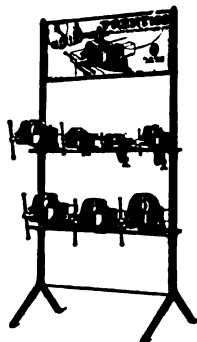
54 YEARS of PRENTISS Quality —and Success

When an article sold over your counter has grown in volume of sales as have PRENTISS VISES for more than half of a century, that fact speaks more eloquently of PRENTISS quality than anything we might say.

The steady increase in the sale of Prentiss Vises is all the more remarkable when you consider that until recently dealers hid their vises under their counters and looked upon them as slow moving stock.

Now, however, wide-awake dealers are displaying their Prentiss Vises on the handsome Prentiss Sales Board and discovering a new source for quick and generous profits. The Sales Board is loaned you with each order for \$62.50 worth of vises—less the usual discount.

Feature Prentiss Vises—"The Third Hand With the Mighty Grip"—the vise with the patent adjustable jaw and interchangeable jaw faces.



Ask Your Jobber
or Write



PRENTISS VISE COMPANY

106-110 Lafayette Street
NEW YORK

"On the Bench Since 1868"



It's like a third hand that applies the right amount of the right kind of flux at the right time.

Why

*a Kester Solder Sale Means
a Succession of Repeat Orders*
Solder business grows fast when you sell a solder of which you can truthfully say, "all you need is this solder and heat—no flux." There is just one such solder—



The drawing above tells the simple story of soldering without separate fluxing. The scientifically prepared acid flux is contained in small pockets located at the center of the genuine tin-and-lead wire. Just before the solder is melted the flux is released—result: exactly the right amount of flux at the right time, producing a hold-fast bond every time.

You'll know why every Kester sale brings repeat orders when you try a free sample of this solder. Just send the coupon. When you see how "self-fluxing" cuts soldering time in half, you'll decide to let this better solder build a profitable solder business for you.

Sold in one lb. cartons, and on one, five and ten lb. spools.

CHICAGO SOLDER COMPANY

4229 Wrightwood Ave., Chicago

Direct Factory Representatives:

The Faucette-Huston Co., Chattanooga, Tenn.
Louis J. Ziesel Co., 216 Market St., San Francisco

Free Trial Coupon

CHICAGO SOLDER COMPANY HW 3-22
4229 Wrightwood Avenue, Chicago, Illinois.

Gentlemen: Please send me a free sample of Kester

Acid-Core Wire Solder.

Name

Company

Address

City..... State.....

Our Supply House is.....

CANNED FOODS WEEK—March 1-8, 1922
Don't Forget

"KING" COLE'S BIG 1922 BRUSH REDUCTIONS

ELASTICO Varnish and KORAN Wall BRUSHES

Old, Well-Known Lines—"Established 1869"
"Vulcanized in Rubber" Quality



SPECIAL VALUES		RETAILING AT			
"KING" COLE	DANDY VARNISH				
	Especially recommended for household use. Greatest value ever offered.....	1"	1½"	2"	2½"
"KING" COLE	"SPECIAL" VARNISH				
	Absolutely the best that can be made, regardless of price	1½"	2"	2½"	3"
"KING" COLE	"LEADER" WALL	2½"	3"	3½"	4"
	Best value ever offered....	.50	.65	.85	1.00
"KING" COLE	"PRACTICAL" WALL				
	Best wall brush that it is possible to make	2½"	3"	3½"	4"
"KING" COLE	EXTRA EXTRA	No. 25	No. 30	No. 35	No. 40
	KORAN STUCCO	2.50	3.50	4.50	5.50

Discount 33 1-3 %. We Pay Parcel Post

All orders subject to your inspection. Return at our expense if not satisfactory and as represented.
All brushes vulcanized in rubber and fully guaranteed.
Special terms and discounts for January and February on spring orders.



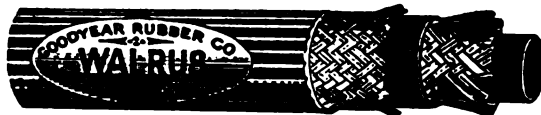
DISTRIBUTORS FOR THE WEST

"KING" COLE BRUSH CO.

63 FIRST STREET, SAN FRANCISCO

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.
539 Mission Street

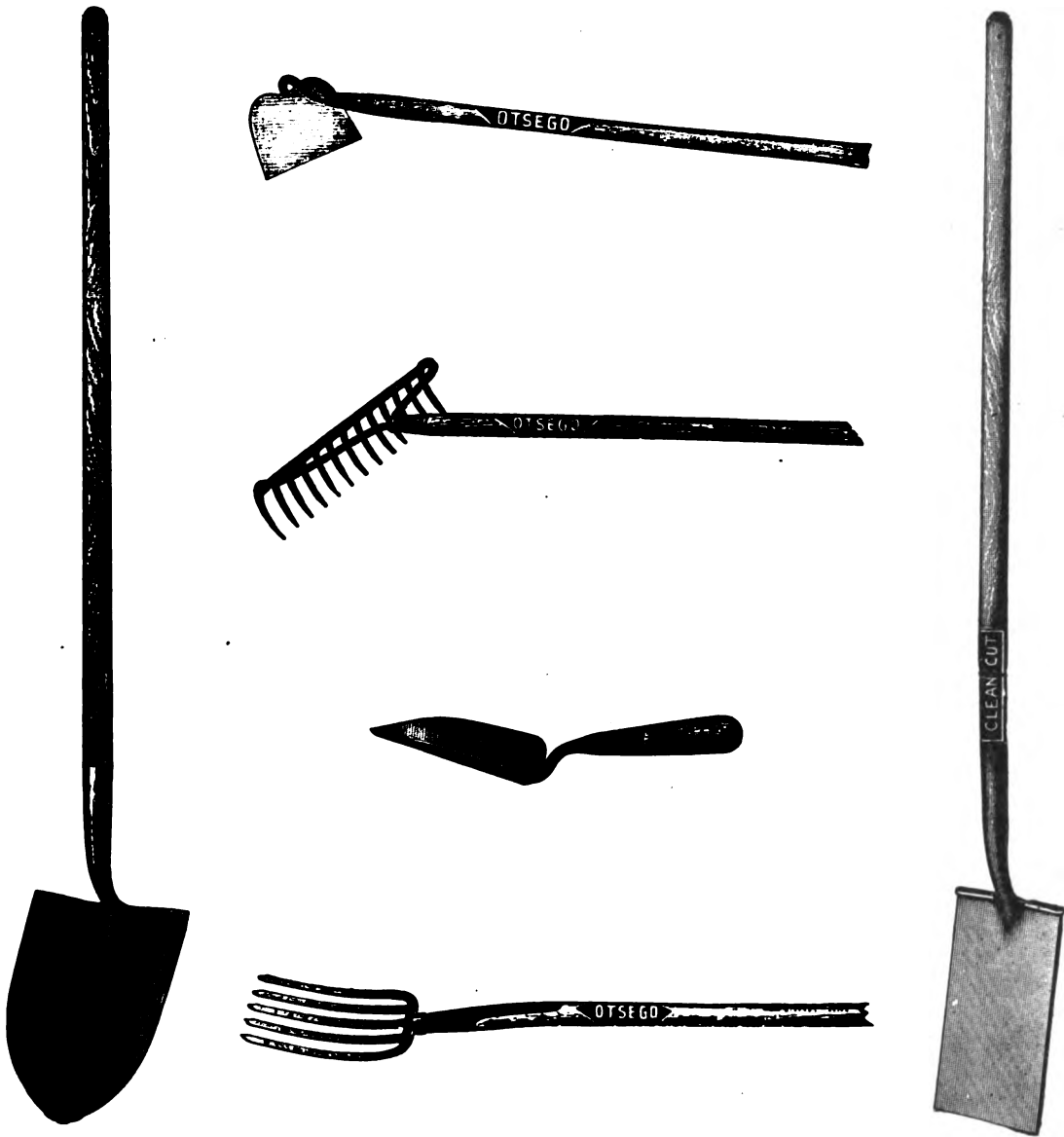
SAN FRANCISCO, CAL.

No. 61, 63, 65, 67 Fourth St., & Pine St.

PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

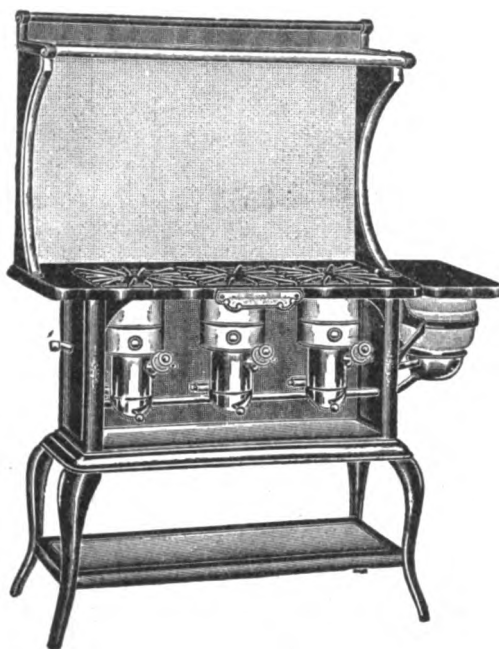
FARMING AND GARDEN TOOLS



The H. C. of L. has caused many people to turn every available spot into gardens, which naturally increases the sales of Gardening and Farming Tools.

We carry an attractive and large stock from which you can draw and keep your stock complete and well assorted.

DUNHAM, CARRIGAN & HAYDEN COMPANY
SAN FRANCISCO, CALIF.



MANDO

Oil Stoves and Ovens

**Mean More Sales
and Greater Profits**

Housewives demand good reliable and service-giving stoves. The MANDO stoves do give uninterrupted satisfaction year-in and year-out.

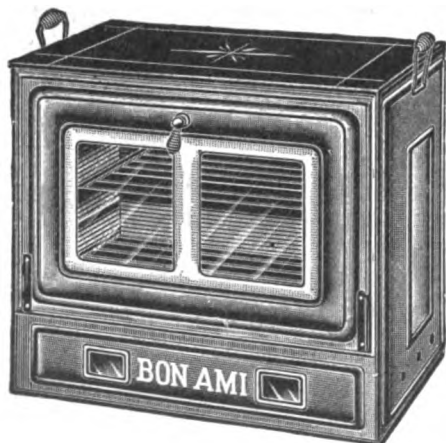
**With Patented
KEROGAS Burner**



The patented Kerogas Burner is made of genuine brass, drawn out of one solid piece. It cannot rust. There are no seams to cause trouble to the user. The burner is built positively leak proof. The burner drums are porcelain enamel.

This is how the Kerogas Burner conserves fuel: Burns 400 gallons of air to every gallon of kerosene oil consumed. This is a real saving, reducing the cost of operation.

The Kerogas Burner generates gas from the kerosene oil—it does not burn the oil. It mixes the proper amount of air with that gas, causing the stove to burn like a gas range. It is just as easy to operate. The heat from this burner is intense and clean.

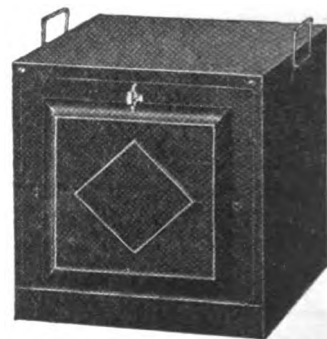


**Bon Ami Oven
No. 27**

Glass Drop Door with Triple Catch, Polished Steel Body, Full Asbestos and Tin Lined. Porcelain Enamel Door Panel.

Size, 21 x 13 $\frac{3}{4}$ x 18 $\frac{1}{2}$ inches. Shipping weight, 30 lbs.

Its supremacy in baking, puts this oven in a class by itself.



**RELIABLE AS A RANGE
OVEN**

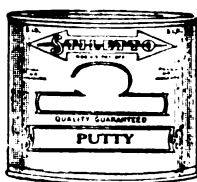
MANGRUM & OTTER, Inc.

827-831 MISSION STREET

SAN FRANCISCO, CALIFORNIA



Has Grown to Be Quality Known



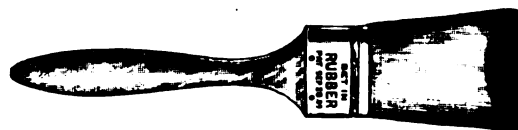
AND
WINDOW GLASS



Paints, Oils and Varnishes



Brush for Every Purpose

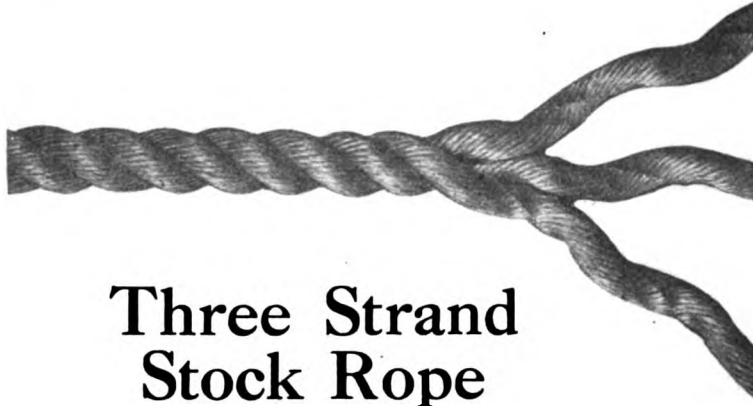


"PRICE LIST ON REQUEST"

BAKER, HAMILTON & PACIFIC CO.
San Francisco, California



CORDAGE



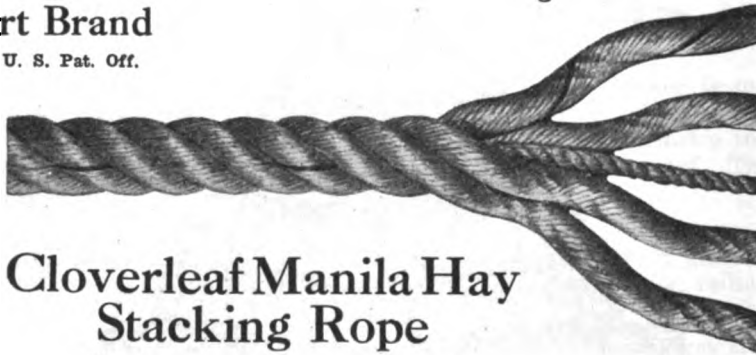
Three Strand Stock Rope

PURE MANILAS—
Cloverleaf Brand
Seaport Brand

Reg. U. S. Pat. Off.

*Unexcelled for
General Usage*

White Sisal
Sisal



Cloverleaf Manila Hay Stacking Rope

"Red Thread" 4 Strand

Reg. U. S. Pat. Off.

*Specially constructed to give the longest
life on the hay fork*



"Broncho Brand" Red Thread

Reg. U. S. Pat. Off.

4 Strand Lariat Pure Manila

KNOWS NO COMPETITION

MANUFACTURED BY

THE PORTLAND CORDAGE CO.

Portland, Oregon

Seattle, Washington

Push VERIBEST Lines For VERIBEST Results

Hardware of Guaranteed Merit, from a
House Famous for Its Service.

Tools
General Hardware
Automobile Accessories
House Furnishings
Sporting Goods
Cutlery
Phonographs
Phonograph Records



Wholesalers—Jobbers

Strevell-Paterson Hardware Co.
SALT LAKE CITY

HONEYMAN Hardware Company

Park and Glisan Streets
PORTLAND, OREGON



GARDEN TOOLS
POULTRY NETTING
PRUNING SHEARS AND SAWS
TREE PRUNERS
SPRAYERS



We are adjacent to Postoffice, Freight
Depots and Express Offices
and can assure

PROMPT SHIPMENTS

A. M. HOLTER Hardware Company

Helena, Montana

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Established 1867
—

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Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company

SPOKANE, WASH.

WHOLESALE ONLY

Auto Accessories

Plymouth Rope	Ideal Furnaces
Automatic Washers	Ideal Heaters
Sargent Hardware	South Bend
Acme Paints	Malleable Ranges
Rawlings Sporting Goods	Mill, Mining and Logging Supplies

—
Prompt, Courteous Service

"WHITE FROST"

**THE MOST
DESIRABLE
REFRIGERATOR
ACCOUNT
IN
AMERICA**



Break away from the old style, square wood box—feature this new, sanitary, attractive all-steel White Frost and your Refrigerator sales will double in volume. At the same time, you will be free from the annoyance you feel when you sell a refrigerator no different from the scores of others on the market.

ONLY ONE DEALER IN EACH TOWN

To make the White Frost Agency worth while, we are arranging to give one Dealer in each town the Exclusive Agency. This gives the Dealer who is aggressive a line on which there is no competition and which can be made a strong factor in the yearly profit statement.

Literature, prices, Agency proposition on request.

WHITE FROST AGENCY

Distributors

917 SIXTH STREET - - SACRAMENTO



To Open
U-Press-It

UPRESSIT

Hear the Snap!

Jelly Tumbler & Jar
Makes Preserving a Pleasure
Paraffining Unnecessary

Eliminates all uncertainty and worry by providing an air tight, rust proof, sanitary seal that can be removed or replaced by merely pressing the cover. The Upressit Jelly Tumbler or Jar is sealed by simply pressing the sides of the cover and press the center to remove. Does away with unsanitary paper covers and rusty tops. Upressit caps are rust proof and may be used year after year.

Size of Tumbler, 8-oz. Retail Price...\$1.50 Doz.

Size of Jar, 12-oz. Retail Price.....\$2.00 Doz.

Write for Net Prices

STATE DISTRIBUTORS

H. ROTH & SONS CO.

SAN FRANCISCO, CAL.

WASHINGTON Hardware and Implement Underwriters OF

SPOKANE, WASHINGTON

IS CONDUCTED BY HARDWARE AND IMPLEMENT
DEALERS FOR THEIR SOLE BENEFIT
AND PROTECTION

INSURES Stocks of Merchandise, Store and Warehouse Buildings, Dwellings and Household Goods for Hardware and Implement Dealers.

SAVINGS FOR 1921

60% OF PREMIUMS

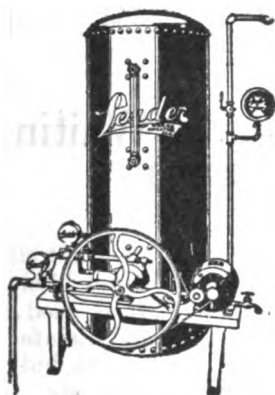
This is for you if a member of your State Hardware or Implement Association.

An inquiry addressed to

E. E. LUCAS, Secretary

will bring full particulars by return mail.

WATER SYSTEMS



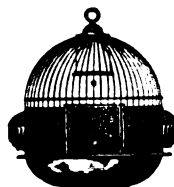
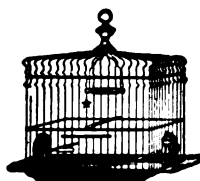
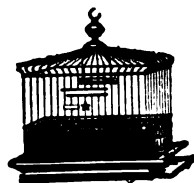
FULLER
AND
JOHNSON
ENGINES
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HOOSIER
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PACIFIC PUMP & SUPPLY CO.

853 Folsom Street
San Francisco, California
Sole Distributors

O. LINDEMANN & CO.

35-37 Wooster St., New York Established 1863



Manufacturers of JAPANNED, BRASS and
TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger, 703 Market Street, San Francisco, Cal.
Representative for California
T. D. McLean, L. O. Smith Building, Seattle, Wash.
Representative for Washington, Oregon, Idaho,
Utah, Montana and British Columbia

Complete Stove Repair Service

REPAIRS: Nearly 20 years experience
in handling stove and furnace repairs for
Northwest Merchants.

COMPLETE STOCK of repair parts.

PLATING: Nickel, gold, silver and
copper plating—All finishes.

Galvanizing—Oxidizing

Let us handle this department of your
business to show you a profit.

Mail orders filled promptly.

MYER S. RUBENS

JOBBERS — WHOLESALERS

1009 W. First Avenue - Spokane, Washington

The Schaw - Batcher Co.

SACRAMENTO, CAL.




WE OFFER YOU

Hardware
Tinware
Enamelware
Ammunition
Builders'
Hardware

**OF
DEPENDABLE
QUALITY**

PROMPT AND EFFICIENT SERVICE



CARBOLA

Saves Time and Labor
Gives Better Results

Your Market is Waiting
DISPLAY IT—SELLS ITSELF

THE DEMAND ALREADY EXISTS FOR

It is a white paint in powder form combined with a disinfectant many times stronger than pure carbolic acid. It is turned into a smooth spreading, liquid paint simply by mixing with water. It dries a snow white, and can be applied with a spray pump or brush to wood, brick, stone, cement or

CARBOLA

over whitewash. It does not clog the sprayer, and will not blister, flake or peel off. It is used in place of whitewash and disinfectants in poultry houses, stables, work buildings, cellars, garages, outbuildings, etc. It sells to the farmer and it sells to the man in town—to all classes of trade.

WRITE FOR DETAILS OR SEND YOUR ORDER DIRECT TO

ANSEL W. ROBISON

1196 MARKET STREET

Western Distributor

SAN FRANCISCO, CALIF.

WHEN YOUR CUSTOMERS NEED

Stove Repairs or Waterfronts

THEY WANT THEM IN A HURRY

Our business is to supply these parts—and do so on short notice.

Complete standard parts stocks, our own foundry for special castings, prompt personal service—all these are at your disposal.

**SPOKANE
STOVE AND
FURNACE
REPAIR
WORKS**



STOVE REPAIR SERVICE

Write or Wire to
914 FIRST AVE.,
SPOKANE,
WASH.

“THE LARGEST STOVE REPAIR HOUSE IN THE NORTHWEST”

Minutes Mean Dollars Now!

OUR UNEXCELLED SERVICE SAVES
YOU TIME ON YOUR SHIPMENTS—

OUR HIGH QUALITY MERCHANDISE
ATTRACTS YOUR CUSTOMERS AND
INSURES PROFITABLE TURNOVER.

Salt Lake City
Utah

The Salt Lake Hardware Co.

Pocatello
Idaho

"EVERYTHING IN HARDWARE"

Did Your

1921 Records Show a
Saving of 50%

On Fire Insurance Premiums?

*** 1922 ***

Why Not Start Right by Insuring With:

Retail Hardware Mutual Fire Insurance Co. of Minnesota
Minnesota Implement Mutual Fire Insurance Co.
Hardware Dealers Mutual Fire Insurance Co. of Wisconsin

CHAS. A. McKENZIE, Manager

Pacific Coast Department

Insurance Exchange

SAN FRANCISCO, CAL.



NEW IMPROVED CARPENTER'S TOOLS

NO. 65 L WITH LEVEL

NO. 65 WITHOUT LEVEL



LUFKIN
"Universal"
Try and Mitre Squares

Popular Priced, Accurate, Durable, Well Designed Tools

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Moveable head securely clamped at any point.

Combine in One Tool the Try and Mitre Squares with Blade Adjustable in Length, the Level and Plumb, the Marking Gage, Height and Depth Gage and Separate Rule.

ASK YOUR JOBBER'S SALESMAN

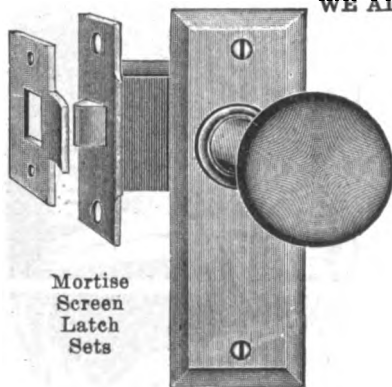
TAPES—RULES—MECHANICS' TOOLS

New York
Windsor, Ont.

THE LUFKIN RULE CO. Saginaw, Mich.

Shelby Screen Door Hardware

WE ALSO MAKE



Mortise
Screen
Latch
Sets

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet

Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. Ask for catalog today.

The SHELBY SPRING HINGE CO.

SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

POND HARDWARE CO.,
Los Angeles, Cal.

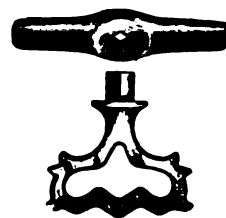
D. L. HERMAN,
Seattle, Wash.

Ears, Handles, Etc.

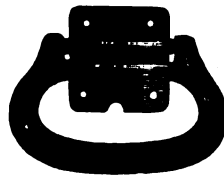
FOR TINWARE MAKERS



Berger's Ear



B. E. Turnbuckle



Guard Handle

Highest quality, finest finish, largest stock of all sizes and kinds to be found anywhere. Send for our No. 9 Catalog showing a complete line of Handles, Ears, etc., Pipe Gutter Hangers, Hooks and a complete line of TINNERS' and ROOFERS' SUPPLIES.

BERGER BROS. CO.

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Store, 237 Arch Street

Warerooms and Factory, 110-114 Broad Street

PHILADELPHIA

"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED AFTER WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

That quality in screen cloth is being recognized more than ever is further shown by our greatly increased sales of AMERICAN BRONZE. Are you overlooking opportunities for Bronze sales?

ORDER THROUGH YOUR JOBBER

We also manufacture "AMERICAN BRAND" Monel, Copper—
Painted and Galvanized and special grades to order.

AMERICAN WIRE FABRICS CO.

208 So. La Salle Street, Chicago, Illinois

FACTORIES: Chicago, Illinois. Mt. Wolf, Pa.

Representatives:

EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

"YANKEE" VISES

With Detachable Swivel Base

FOUR SIZES

No.—	1991	1992	1993	1994
Jaws open, inches.	1½	1 15-16	3⅛	4
Height, inches ...	3⅛	4⅛	5¾	7⅝
Length, inches ...	4⅝	6	8¾	12¼
Net weight, lbs....	3	6	14	41



Your Jobber Can Supply You

The vise is accurately machined on the bottom, sides and end, for use in holding work in several positions on drill press, shaper, etc., allowing it to pass through several operations before necessary to change it in the vise. An entirely distinct feature in vises and one that is quickly appreciated by Tool Makers, Pattern Makers and Machinists.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U. S. A.

THE JAMES SWAN COMPANY

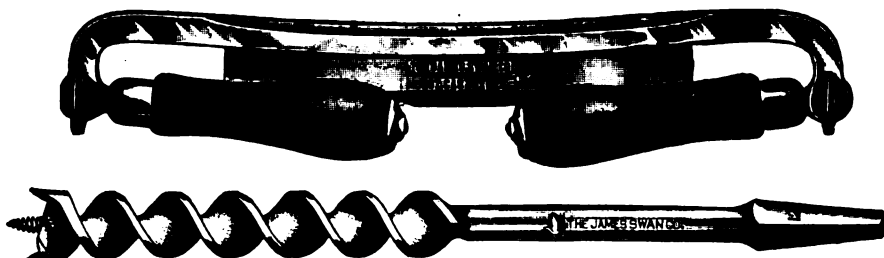
SEYMOUR

CONNECTICUT

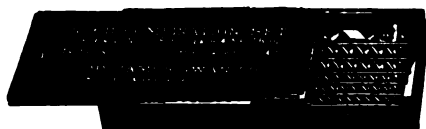
**BITS
AUGERS**



**CHISELS
DRAW KNIVES**



**NAIL SETS
GIMLETS**



**SCREW DRIVERS
GOUGES**

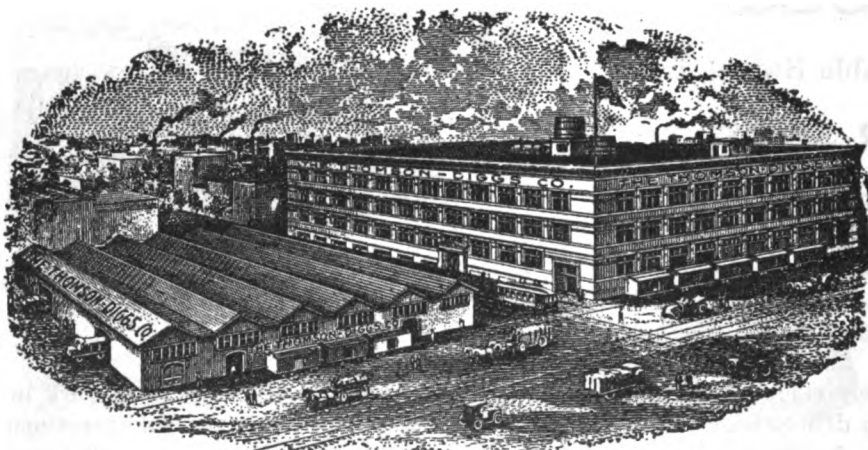
New York Office: 28 Warren Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

If you are not one we want the opportunity of showing you why it will be to your interest to send us your orders

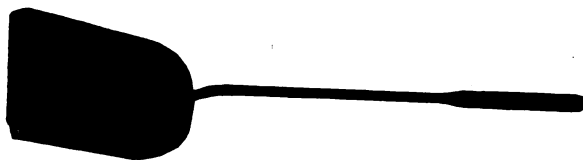
The House of Fair and Square Dealing—Ask Our Customers

EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-HOLD UTENSILS, SPORTING GOODS AND CUTLERY

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

"It Was New Last Year But It Is the Standard Fire Shovel Now"

The "NEVERBREAK"



The extraordinary merit of the "NEVERBREAK" Fire Shovel made it in one year the recognized leader of all Fire Shovels.

This Solid Forged Steel Shovel quickly convinced the Public that it was a money-saver, and its steadily increasing sale proves that there is always a market for an article that gives complete satisfaction.

Made with Handles 10, 16 and 20 inches long. Blade on all sizes $5\frac{1}{2} \times 8$ inches.

Every purchaser of a "NEVERBREAK" is a salesman for your Store.

Can be secured at all leading Jobbers, or write us direct for prices.

MADE ONLY BY

THE UNION FORK & HOE CO.

Columbus, Ohio

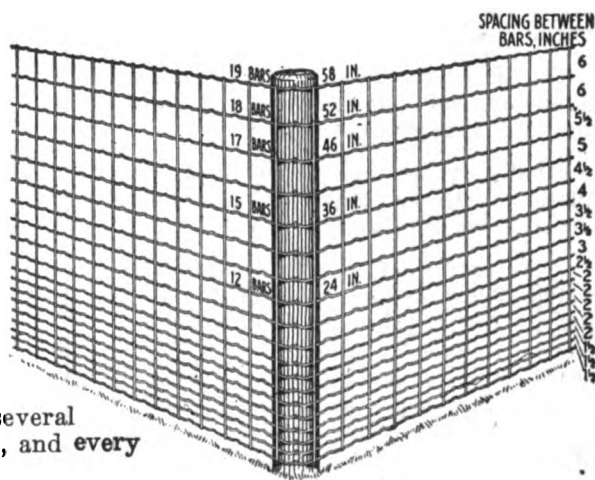
"Pittsburgh Perfect"

Electrically Welded

Poultry and Garden Fencing

A popular fencing among poultry raisers. Neat appearance and light weight are combined with strength and durability. No top rails or bottom boards are necessary.

This fencing will win friends among your customers, and develop profitable sales for you. Made in several styles from our own Open Hearth Steel, and every rod guaranteed.



Write for Catalog

Pittsburgh Steel Company

GENERAL OFFICES: PITTSBURGH, PA.

Pacific Coast Office

359-363 Monadnock Bldg., San Francisco, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

Dunham, Carrigan & Hayden Co.
San Francisco, Cal.
Northern California and Nevada

Whiton Hardware Company
Seattle, Wash.
Washington and Oregon





Dealers Display Assortment

No. DB 5

Size 25" by 25"

This display board is made of quartered oak, hand rubbed and is in the natural oak finish.

On it is mounted a Decalcomania Transfer, showing the wrenches in actual size and natural color.

Hooks on the board permit a complete assortment to be carried and sold direct from the board.

It is furnished with the assortment listed below at the price of the tools only, at the regular list and discount.

6 only, 4-inch wrenches, list.....	\$3.90
12 only, 6-inch wrenches, list.....	7.80
12 only, 8-inch wrenches, list.....	9.60
6 only, 10-inch wrenches, list.....	6.00
3 only, 12-inch wrenches, list.....	4.50
1 only, 15-inch wrench, list.....	2.25
1 only, 18-inch wrench, list.....	3.25
6 only, 6-8-inch wrenches, list.....	7.50
3 only, 8-10-inch wrenches, list.....	4.50

Order from your jobber.

CRESCENT TOOL CO.

JAMESTOWN, N. Y.

**DIETZ
LANTERNS**

Reach Out And Take It

A FINE retail business on Dietz Lanterns is certain this year for several reasons.

First: Eight out of every ten people who use lanterns will buy Dietz Lanterns.

Second: Generally restricted buying caused fewer lanterns than usual to be sold last year. There is consequently an abnormal accumulation of worn-out lanterns in the land which soon must be replaced.

Third: Dietz prices have arbitrarily been cut to make inevitable a heavy, quick replacement business.

Dealers should put more push into selling Dietz Lanterns and other staple commodities. Many of these lines have come into the new year with accumulated replacement possibilities. On these, retailers will make more money this year than in expending their efforts in pushing new, unknown goods on which demand must be created.



R. E. DIETZ COMPANY
NEW YORK

Largest Makers of Lanterns in the World

FOUNDED 1840

Your Jobber Stocks DIETZ Lanterns

FACTS

Worth Remembering



In ordering Window or Fly Screen Cloth from your Jobber don't forget these vital facts:

The amount of service and satisfaction your customers get out of Screen Cloth depends almost entirely upon the materials used and the methods employed in the making. The label which identifies every roll of the "Perfect" Screen Cloth is your guarantee of the best materials, accurate mesh, the proper width and a full 100 lineal feet to every roll.

That's why dealers buy all of our wire products, Screen Cloth, Hardware Cloth, Poultry Netting, Fly Traps, etc.

Please Order Through Your Regular Jobber

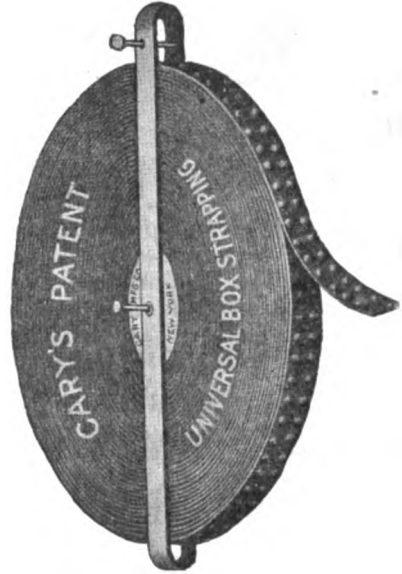
Manufactured by

The LUDLOW SAYLOR WIRE CO.

ST. LOUIS, MO.

"UNIVERSAL"

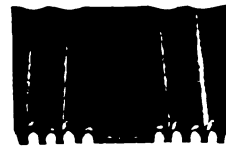
Box Strapping



"Known the World Over"

Cary's "Divergent"

Saw Edge Joint Fasteners



Our new Saw Edge DIVERGENT Fastener with the flat web, is far superior to any fastener manufactured. It has a CONTINUOUS CUTTING EDGE as found on our other fasteners; the flat web is an added feature, which enables the user to center the fastener without loss of time or other annoyances experienced with other fasteners. All of our fasteners are being packed in tin containers of uniform height, which shows up well on stock shelves.

CARY MFG. CO.

BROOKLYN

NEW YORK

"Sterling"

**Hard****TUNGSTEN STEEL****Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestionable merit.

We claim Endurance—Dependability—Fast cutting—Long Life—Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"—tells the story.
SOLD THROUGH JOBBERS ONLY

CORRESPONDENCE RESPECTFULLY SOLICITED

DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY

Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.

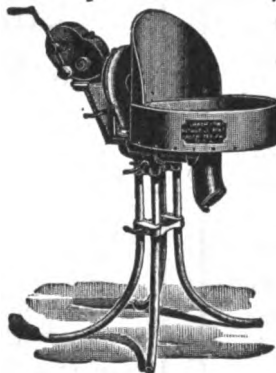
Exclusive Pacific States Representatives

No. 400
Blower

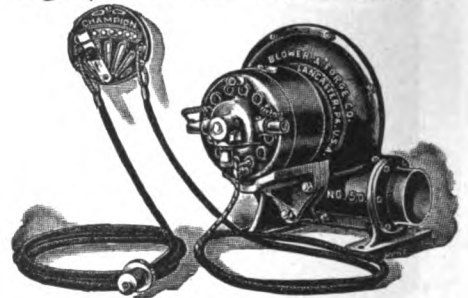


No. 203.
Self-Feed
and Double
Compound
Lever Feed
Drill.

Champion Blowers, Forges, Drills and Screw Plates



No. 401. Rivet Forge



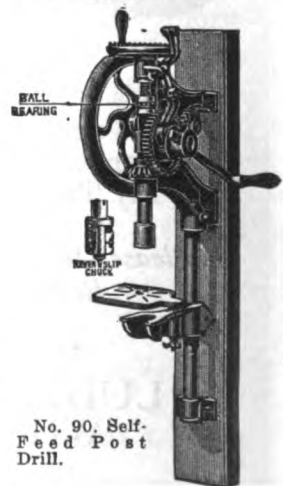
No. 50. Cham-
pion One-Fire
Variable Speed
Electric Black-
smith Blower.



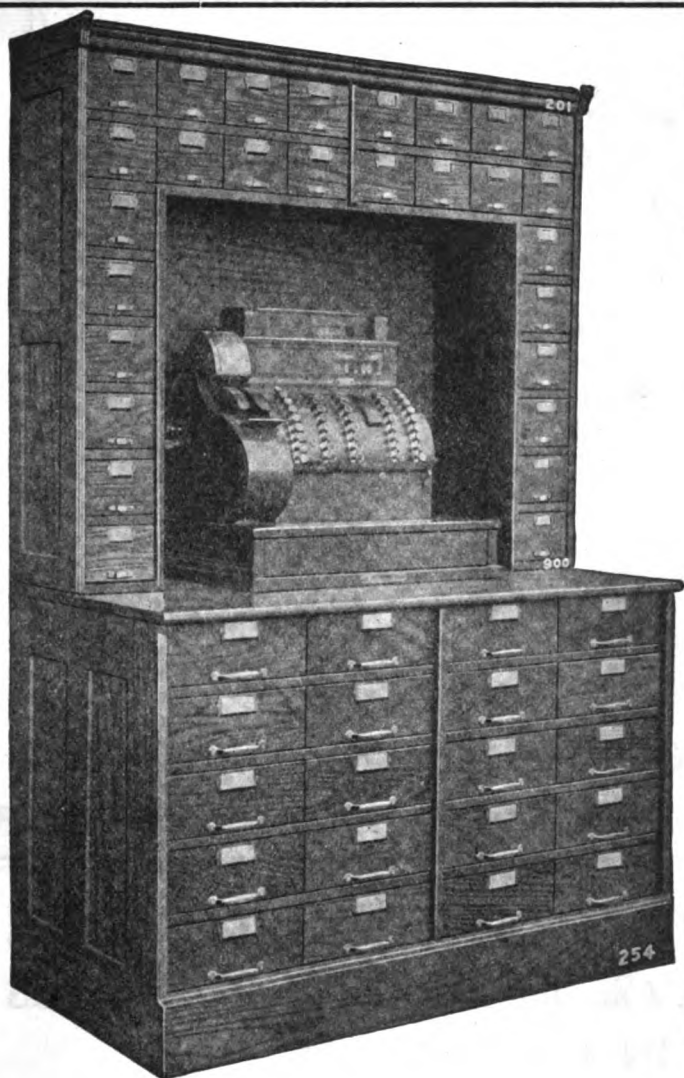
Screw Plates in Four Styles, Cutting up to 1½"

CHAMPION TOOLS, Built for Service
CARRIED IN STOCK AND DISTRIBUTED
BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog
CHAMPION BLOWER & FORGE CO.
Lancaster, Pa., U. S. A.



No. 90. Self-
Feed Post
Drill.



GET NEXT

TO

"HELLERS"

*Famous Sectional
Cabinets*

FOR

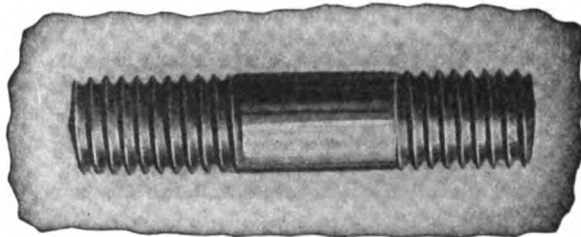
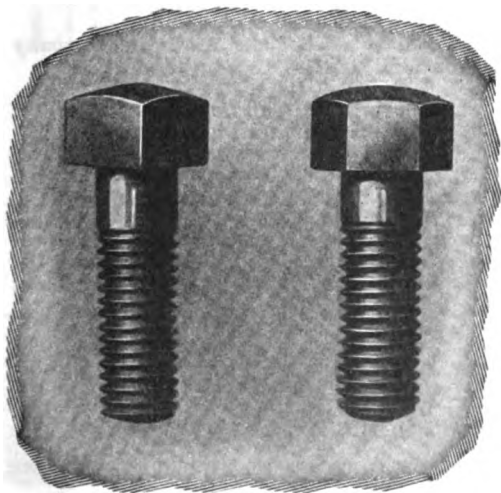
Hardware
Auto Accessories
Screws
Bolts, Etc.

PROMPT SHIPMENTS

Ask for Catalog 37-H

W. C. Heller & Co.

Montpelier, Ohio



WM. H. OTTEMILLER CO., York, Pa.
Manufacturers of Cap and Set Screws, Screw Machine Work
REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, California.
Strimple & Cox, L. C. Smith Building, Seattle, Washington.
Taylor, Youngs & Cox, 558 Hollywood Ave., Salt Lake City
Taylor, Youngs & Cox, Temple Court Building, Denver, Colorado
Strimple & Cox, Corbett Building, Portland, Oregon



**Buffalo Garage and Repair Forge
No. 240H**

A heavy cast iron hearth
23 in. by 30 in. and sheet steel
welded water tank.

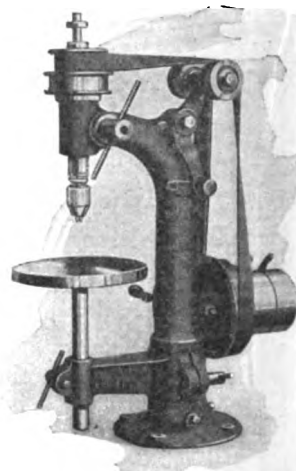
The blower is the famous
Silent 200.

"Buffalo"

Forges
Drills
Punches
Shears
Bending Machines
Tire Setters
Woodworkers
Blowers
Exhaust Fans

Disc Fans
and Ventilating
Apparatus

—
Write Dept. 37 for
catalog



Buffalo 10-inch Junior Drill

For pattern shops, garages
and machine shops. Substan-
tial one piece frame. Two
speeds, will drill up to $\frac{3}{8}$ in.

A sturdy drill at a moder-
ate price.

BUFFALO FORGE CO.

Buffalo, N. Y.

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Albuquerque, New Mexico.....J. Korber & Co.
Boise, Idaho.....Northrop Hardware Co.
Butte, Montana.....Montana Hardware Co.
Denver, Colorado....Moore Hardware & Iron Co.
El Paso, Texas.....Momsen-Dunnegan-Ryan Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
Los Angeles, Calif.—

W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Ogden, Utah.....Geo. A. Lowe Company
Phoenix, Arizona—
Palace Hardware & Arms Co.
Arizona Hardware & Supply Co.

Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho..Salt Lake Hardware Company
San Francisco, Calif.—
Holt Bros.
Scovel Iron Store Company
Spotswood-Helfer Company
Tayler & Spotswood Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Stockton, Calif.....Hickenbotham Brothers
Tacoma, Washington.....West Coast Steel Co.
Tucson, Ariz.....Albert Steinfeld & Co.

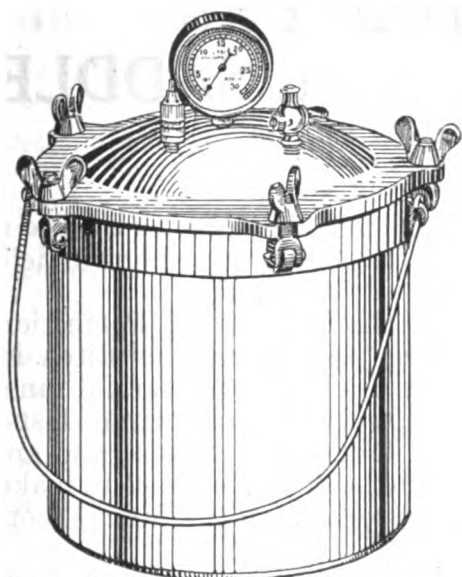
MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOILET, ILL., POUGHKEEPSIE, NEW YORK



The WARNER has straight sides and flat bottom. Made of high grade cast Aluminum all in one piece, with separate cover.

Cooks a meal in 30 minutes. Insures better canning. Sanitary, convenient and durable.

Quickly Pays for Itself!

DEALERS MAKE MORE MONEY ON

The **WARNER** Pressure Cooker

The Fastest Seller on the Market

Every woman in your community needs a dependable pressure cooker. Many want pressure cookers and will buy if you have the goods displayed. The **WARNER** is a **better** pressure cooker that allows you **bigger** profit and satisfies your trade to the utmost.

Write for Lowest Prices and Descriptive Circulars. Address

THE WARNER MANUFACTURING COMPANY

Dept. H. W., Ottawa, Kansas



Every Warner Pressure Cooker is backed by this immense factory and all its resources. Quick shipments guaranteed.

SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

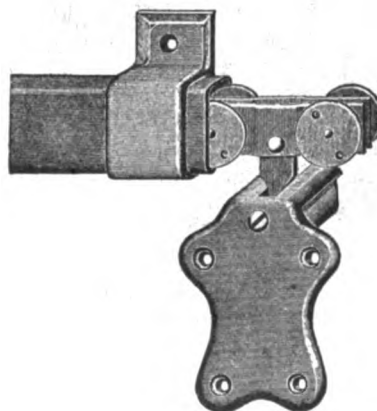
Recognized all over the
United States as the
BEST money and skill
can produce

WRITE FOR CATALOGUE



WARREN AXE & TOOL CO. WARREN, PA. U. S. A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

Lane's Superior Quality Ball Bearing Trolley Barn Door Hangers



are rapidly displacing those of inferior quality. Send for latest prices and complete catalogue, showing all styles of house and barn door hangers.

LANE BROS. CO.

RIVER STREET - POUGHKEEPSIE, N. Y.



THRIFT is in THE SADDLE

The day of the easy dollar is gone. Thrift is uppermost and —

Our Guaranteed Perfection Economy Cobbler is the one article to put into the home.

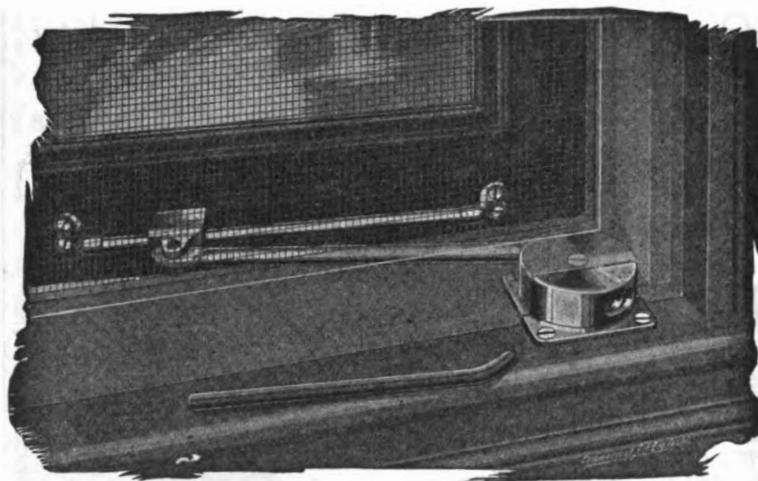
It is the Guaranteed Perfection Economy that takes the stitch in time and saves the proverbial nine.

Holds a full complement of lasts, stands, tools and findings, and enables the head of the house to make his own repairs on the family footwear.

Mr. Merchant, you should stock this Cobbler Set. It sells readily and at a good profit to you.

THE FATE-ROOT-HEATH COMPANY, Plymouth, Ohio

Western Sales Representatives, H. D. TYLER & CO., 4th Floor Higgins Bldg., Los Angeles, Cal.
512 Pacific Bldg., San Francisco, Cal. 874 Holladay Ave., Portland, Ore.



Handle Detached. Out shows Right Hand Casement Adjuster

Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.

550 W. Lake Street, Chicago



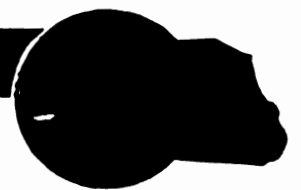
WAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and drawbacks of cheaply built hangers and tracks that are made merely to sell at a low price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.



Roller Bearings

Show This — Sure to Sell It

The efficiency and sterling qualities of SUPERIOR Garden Plows make pleased customers.

Draft quickly changed to suit different kinds of soil. Easy to operate.

Be the SUPERIOR dealer in your town. Stock carried on Pacific Coast. A good profit for the Dealer. Write at once to the

SPRAKE SALES CO.
Higgins Building, Los Angeles
Prestiss N. Rice
506 Charles Bldg., Denver
F. H. Chown
1121 Gasco Bldg., Portland
J. C. Hooper
302 Postal Tel., San Francisco
G. T. Sprake
216 Higgins Bldg., Los Angeles
or our
Middle West Representative
CHAS. O. JANSSEN
816 Chemical Bldg., St. Louis

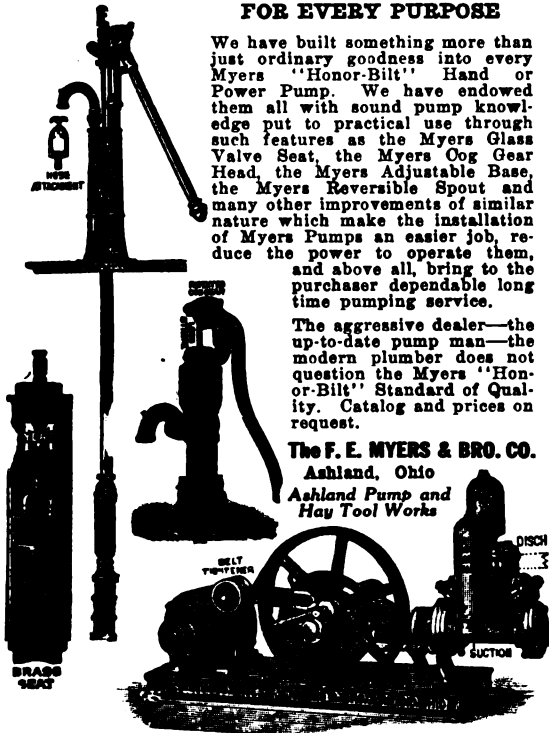


The SUPERIOR No. 3 Plow has the 5-tooth Cultivator attachment in addition to the others. This plow is in a class of its own. The demand for a plow with a real Cultivator has been so strong that we have placed this tool on the market.

Give it a trial and be convinced of its superior qualities.

Bridgewater Plow Corporation
BRIDGEWATER, VIRGINIA

MYERS "HONOR-BILT" PUMPS FOR EVERY PURPOSE



We have built something more than just ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through such features as the Myers Glass Valve Seat, the Myers Cog Gear Head, the Myers Adjustable Base, the Myers Reversible Spout and many other improvements of similar nature which make the installation of Myers Pumps an easier job, reduce the power to operate them, and above all, bring to the purchaser dependable long time pumping service.

The aggressive dealer—the up-to-date pump man—the modern plumber does not question the Myers "Honor-Bilt" Standard of Quality. Catalog and prices on request.

The F. E. MYERS & BRO. CO.
Ashland, Ohio
Ashland Pump and
Hay Tool Works

MR. JOBBER GUARANTEED

EMPIRE COBBLER

is packed with lasts and stands made from a special metal of highest quality and superior quality tools, enabling us to GUARANTEE and place on the market a set better than has ever before been sold.

Write for latest catalog, No. 15, illustrating and describing this set more fully and let us tell you why it will pay you to stock our line.



STAR HEEL PLATE COMPANY
LOUIS SACKS, INC.
357-391 Wilson Ave. - Newark, N. J., U. S. A.

A Powerful Drain Pipe Cleaner

Every month in the year is a good selling season for DESOLVO. Drain pipes have a habit of getting clogged without regard to season. DESOLVO is a profitable seller because it is a steady all year-round seller.

DESOLVO cleans out clogged drain pipes. It is the only drain pipe cleaner that will work successfully with COLD water.

A powerful, PATENTED combination of chemicals that quickly removes all obstructions from clogged drain pipes. Can be used for thawing frozen pipes. Sells every month in the year if you put it out where people will see it.

ORDER THROUGH YOUR JOBBER

THE CHAMBERLAIN COMPANY - - Pittsburgh, Pa.

Canadian Distributors

Chamberlain Desolvo Co., 109 Church St., Toronto, Ontario

Pacific Coast Agents

SPRAKE SALES CO., Inc.

G. T. Sprake
216 Higgins Bldg.
Los Angeles

F. H. Chown
1121 Gasco Bldg.
Portland

J. C. Hooper
202 Postal Telegraph
San Francisco

Prentiss N. Rice
506 Charles Bldg.
Denver



K-K, a product that does one thing only but does it well. K-K cleans closet bowls. Appeals to every housewife because it lightens a disagreeable task.

NORCROSS GARDEN CULTIVATORS



Growing in Demand Every Day

Sell one to a customer—and you get his next door neighbor.

Comes in (3) sizes, 5-PRONG, 3-PRONG and MID-GET, suited to both Men and Women.

The "NORCROSS" is Distinctively a "Quality" Line. Handsome in appearance and built to give long Service and Satisfaction.

You'll enjoy selling them because of their wonderful efficiency—and because you can confidently recommend them.

More than 300 Jobbers carry the "NORCROSS" Line



Manufactured by
C. S. NORCROSS & SONS
Bushnell, Ill.

Distributed by
**LEADING HARDWARE
JOBBER
EVERYWHERE**

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

**Re - Inforced
Non - Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it



SOME OF OUR PACIFIC COAST JOBBER

California Hdwe. Co.	Baker, Hamilton & Pacific Co.
Union Hardware & Metal Co.	Honeyman Hdwe. Co.
Hoffman Hdwe. Co.	Jensen, King, Bird & Co.
Harper & Reynolds Co.	The Shaw-Batcher Co.
Failing-McCalman Co.	Schwabacher Hdwe. Co.
Marshall-Wells Hdwe. Co.	Seattle Hardware Co.
Holley-Mason Hdwe. Co.	The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.	

THE SPECIALTY MFG. CO., St. Paul, Minn., U. S. A.



No. 108



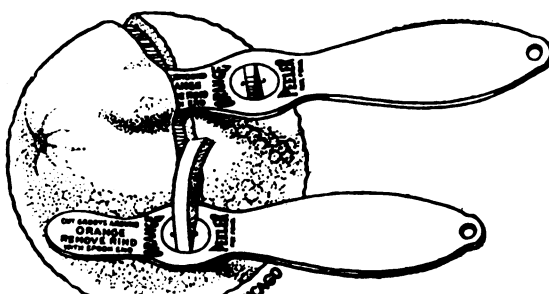
No. 117—VAUGHAN'S "SPATULA." Needed in every home for Pies, Cakes, etc.

The FINISH of our merchandise is "in a class by itself"



No. 104—SPECIAL

Key Chain Rings
Kettle Scrapers
Cork Screws
Milk Bottle Cover and Carriers
Condensed Milk Can Openers
Etc., Etc., Etc.

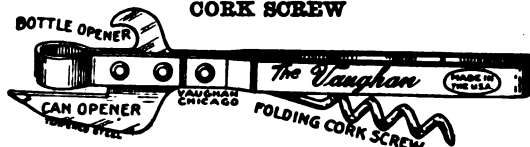


No. 116—ORANGE PEELER



A Good One

No. 63A—BOTTLE OPENER AND FOLDING CORK SCREW



No. 100B—THE BEST BUY IN CAN OPENERS

"It Would be a Pleasure to Send Samples and Prices." Ask for Our Catalog No. 20

VAUGHAN NOVELTY MFG. CO., 3211 Carroll Avenue, Chicago, Ill.

THE BRIDGEPORT HDWE. MFG. CORP.
BRIDGEPORT, CONN.

THE LITTLE WONDER Midget Screwdriver



A practical high-grade little tool. Made just as carefully as the large Drivers. Packed on a very attractive red and gold card.

The "Fastest Seller" of the Year No. 42 Assortment

Four 1¼-inch, four 2-inch, four 3-inch

O. W. GAUSE CO.
Western Sales Agents
693 Mission St.
San Francisco, Cal.

J. C. McCARTY & CO.
Eastern Sales Agents
New York City

TRADE **MARCY** MARK



Pocket Screw Driver No. 291

MR. DEALER:

Full polished Vanadium steel blade, 1½" long, 3-16" diameter, nickel plated ferrule, ebony finish handle, total length 4 inches.

One dozen on the most "classy" display easel you ever saw.

A high grade quick selling Pocket Screw Driver, popular with all trades. You need them.

Ask Your Jobber

MARCY TOOL WORKS, INC. - Putnam, Conn.

Pacific Coast Agents
SPRAKE SALES CO., INC.

G. T. Sprake
216 Higgins Bldg.
Los Angeles
F. H. Chown
1121 Gasco Bldg.
Portland

J. C. Hooper
202 Postal Telegraph Bldg.
San Francisco
Prentiss N. Rice
506 Charles Bldg.
Denver



GIANT Non-Freezing has the same stability, the same uniformity and it also gives the same **ECONOMICAL** results that always have characterized the use of other Giant Explosives. Furthermore, the handling of Giant Non-Freezing eliminates the "powder headaches" that invariably must be endured when other forms of high explosives are used. Tell us what explosive you now are using and we will tell you what grade of Giant Non-Freezing to use for **YOUR** work. Giant explosives are made in the West for the West.

THE GIANT POWDER CO., Con.

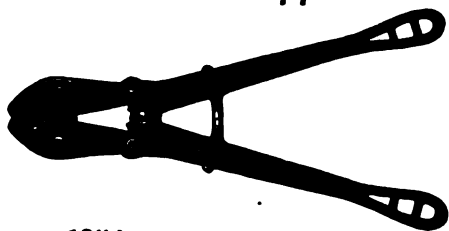
First National Bank Building, San Francisco

Branches: Butte, Mont.; Portland, Ore.; Spokane, Wash.; Salt Lake City, Utah; Seattle, Wash.; Los Angeles, Cal.



PORTER'S New Easy Bolt Clippers

*Look!
A New Clipper*



12" long; cuts up to 3/16".

The low price will sell it over the counter.
No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

SALES OFFICES:.

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, 553 Hollywood Av., Salt Lake City
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

H. K. PORTER - Everett, Mass.

What
We Do

UNION
TOOL CHESTS

To Help Sales...

Send in the names of 100 Carpenters, Electricians, Machinists, Tool Makers and Garage Mechanics in your town. We will mail to them a booklet describing Union Tool Chests together with a letter directing them to you.

Write for details now

Union Tool Chest Co.

105 Mill St.,

Rochester, N. Y.

Every month we tell 1,000,000 mechanics about Union Tool Chests by National Advertising.



Shoulder and Household Chest



General Service Chest



Standard Carpenter Chest

ARM AND HAMMER anvil anatomy!

BODY: Wrought iron makes them the toughest and last the longest.

FACE: Highest grade crucible tool steel plate, welded on solid.

FOOT: Good liberal spread of base gives solid rest, stability.

PROPORTIONS: Design of horn, heel, face and body, give balance.

COLUMBUS ANVIL & FORGING CO.

COLUMBUS, OHIO, U. S. A.

Write today for your free package of

"PENNSYLVANIA"

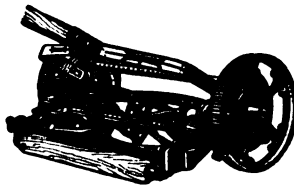
Quality Lawn

Mower

New

SALES - HELPS

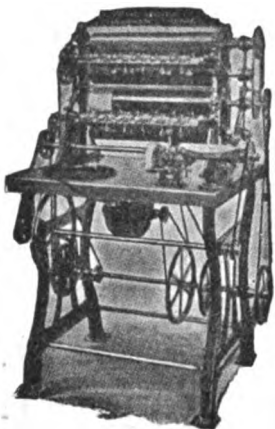
for 1922



PENNSYLVANIA LAWN MOWER WORKS
INCORPORATED
FOUNDED 1877 PHILADELPHIA

Why Complain About Business

There is plenty of business in your town — every house has some waiting for you — safety razor blades, jack razors, knives, scissors, shears, planes, chisels, barber's clips, horse clippers clips, surgical knives, etc.



The Hatfield Sharpening Machine

is complete—a machine that makes money for you all the time.

*Eleven Years of Success
7 Sizes*

HYFIELD MFG. CO.

292 CHURCH STREET - NEW YORK CITY

Toy Lawn Mowers

The "Clipper" is one of the most captivating toys on the market. It is a miniature lawn mower, decorated with colors that appeal strongly to the youngster, and an excellent playmate for the balmy spring days that soon will be with us.

These mowers come 6 in a case and you will find them ready sellers the year around.

ARCADE MFG. CO.
Freeport, Ill.

Get your
order in
early.

||

Ask for
Catalog
No. 28



Hay - Budden Solid Forged Anvils

SOLD THROUGH THE TRADE



First
Solid Forged
Anvil
Made in America
Over 300,000
in Use
Fully Guaranteed

WESTERN SALES REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimble & Cox, L. C. Smith Building, Seattle, Wash.
Strimble & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, 553 Hollywood Av., Salt Lake City
Taylor, Youngs & Cox, Temple Court Bldg., Denver, Colo.

Ask Your Jobber for Caldwell Sash Balances

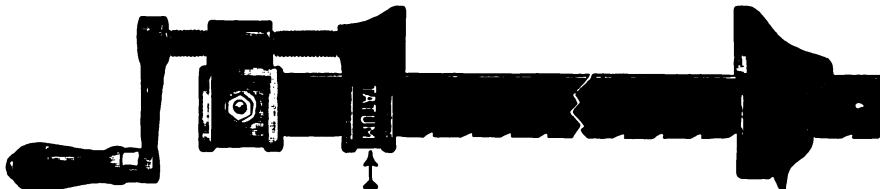


33 years of service
PROVES their superiority. They counterbalance sashes perfectly. Cheapest method for modernizing old windows.

CALDWELL MFG. CO., Rochester, N. Y.

Genuine Tatum "Neverbreak" Clamp

Your Jobber can supply you. Do not accept an imitation. The original TATUM and PERFECTION CLAMPS are MANUFACTURED ONLY BY



Look for the trade mark "TATUM" on tip

THE CINCINNATI TOOL CO. - - Cincinnati, Ohio

Represented by CARLSON & FRAHM, 268 Market St., San Francisco; 1242 W. 36th St., Los Angeles

MAYDOLE HAMMERS

THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.



Milbradt Ladders



Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.



Write for catalogue showing a large number of styles suitable for all kinds of shelving.

MILBRADT MFG. CO.

2415 No. Tenth St. . . . St. Louis, Mo.

SAND'S CERTIFIED LEVELS

At New and Lower Prices



The lowered prices include SAND'S aluminum, the lightest and strongest level made—together with the various models of SAND'S Levels in Pine and Walnut.

You may as well sell just the level your customer wants. Even the dollar level bears the mark "SAND'S," so long known by expert workmen as the mark of better levels.

Write for descriptive price list. You can get a level for every purpose with SAND'S built-in accuracy.

Remember, lower prices now on the finest levels shown.

J. SAND & SON

1859 Rivard Street . . . Detroit, Michigan

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



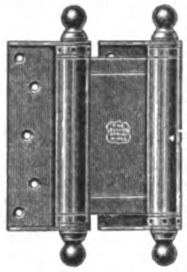
The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Enquire of Your Hardware Jobbers, or Write Us Direct.

Supplied in Sets

Write for Catalogue

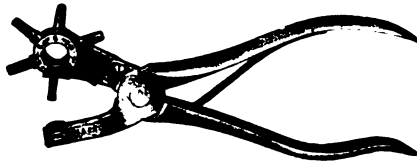


BOMMER

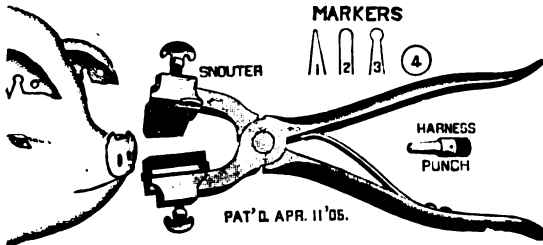
SPRING HINGES

STANDARD FOR OVER 45 YEARS, and steadily improved, retaining superiority over all others. In universal demand. QUICKEST TO SELL. Easiest to apply. **BOMMER SPRING HINGE COMPANY, Manufacturers, Brooklyn, N. Y.**

PUNCHES



SIX TUBE REVOLVING PUNCH



STOCK MARKER

THE SMITH & EGGE MFG. CO.

"Originators of Sash Chain"
Bridgeport, Conn., U. S. A.



SASH CHAIN



ANDREW CARRIGAN CO.

Pacific Coast Representative

San Francisco

Los Angeles

Seattle



The "Pony" Riveter

Every "PONY" Machine will set both tubular and split rivets and is the best riveter made for repairing harness.

This machine is made of malleable iron and steel and will not break if abused.

MADE BY

F. H. SMITH MANUFACTURING CO.

3047 Carroll Avenue, Chicago, Illinois

Manufacturers of

Rivet and Fastner Setting Machines



THE "PONY"

TRADE MARK Red Devil Tools



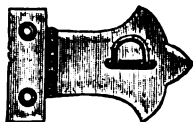
"Red Devil" Tools at the Reduced Schedule of Prices are Greater Sellers

"Red Devil" Tools at the new reduced prices give greater value than ever before. They appeal to everyone who is trying to economize and save money.

The reduction is big enough to take care of the expected drop in the cost of raw materials for the next six months—to protect the trade. Send for new trade price list.

SMITH & HEMENWAY CO., INC.
Manufacturers of "Red Devil" Tools
272 Broadway, New York, N. Y.

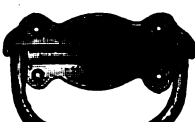
Western Representative—N. L. Zeagler
715 Colorado Building, Denver, Colo.



No. 811



No. 480



No. 284



No. 578

THE BRAINERD LINE

BOX, CHEST, REFRIGERATOR, CABINET,
FURNITURE TRIMMINGS

IN STOCK FOR PROMPT SHIPMENT

THE BRAINERD MFG. CO.

East Rochester, N. Y., U. S. A.



No. 6



No. 99



No. 545



No. 840

HERCULES COLD SODER THE METAL MENDER



Mends any leak in any metal quickly and permanently, without heat or acid. Just apply Hercules Cold Soder, a semi-liquid, from tube, covering hole or crack. Fixes household utensils, brass, granite, aluminum-ware, pipes, gasoline tanks, auto radiators or cylinders. Finds popular sale. National advertising is intensifying demand. Ask your jobber. Write for booklet.

HERCULES PRODUCTS CO.

Dept. A COUNCIL BLUFFS, IA.
AMERICAN MERCANTILE CO., 510 Battery Street,
San Francisco, Calif., Export Representatives

ACME PATTERN WORKS, Inc.

MANUFACTURERS OF
**Mason, Carpenters and Plasterers
Quality Tools**

487 to 495 56th Avenue, W. Allis, Milwaukee, Wis.

Plain and Brass Sound
Brick Layers Levels,
Pine Wood

Plasterers Levels

Carpenters Black Walnut
and Pine Levels

Carpenters Aluminum
Levels

Plasterers Paddles

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Plasterers Floats, Velvet
Cross Grain and Stan-
dard Straight Grain,
Pine

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Plasterers Warplless
Hawks

Torpedo Levels



Drifting Pick for Mines

NORTHERN HANDLE CO.

Manufacturers of
"POINTER BRAND"
Guaranteed Best Quality
HANDLES

Axe, pick, hammer, hatchet, Cant Hooks, Peavey and
Pickaxe Handles

Price List upon Request

Northern's
Hammer

NORTHERN HANDLE CO.
Bowling Green, Mo., U. S. A.

Northern's
Hammer

Regular Single Bit Axe

AMERICAN SEAL PAINTS and CEMENTS

"MAKE GOOD"

WITH YOU AND YOUR CUSTOMERS

STAND FOR

QUALITY and DURABILITY



WRITE US FOR DEALER'S PROPOSITION

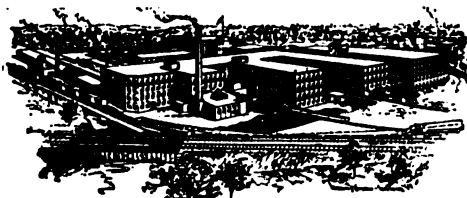
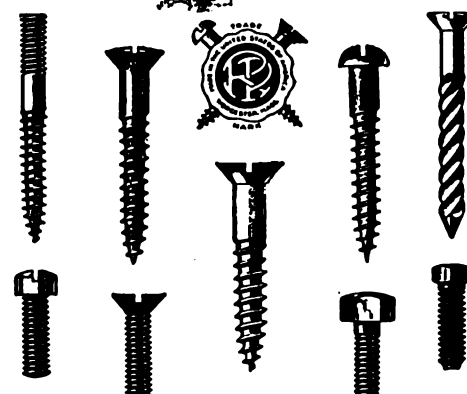
MANUFACTURED BY

The Wm. Connors Paint Mfg. Co.

1852

TROY, N. Y.


1921

WOOD SCREWS
MACHINE SCREWS
SET SCREWS
RIVETS

STOVE BOLTS
CAP SCREWS
BOLTS
NUTS

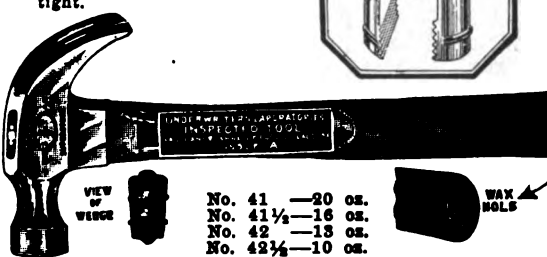
REED & PRINCE MFG. CO.
MAIN OFFICE AND PLANT, WORCESTER, MASS., U. S. A.
BRANCH, 121 NORTH JEFFERSON STREET, CHICAGO, ILL.



No More Loose Handles

The VAUGHAN'S Expansion Wedge

is a notable improvement in Hammer construction. You can always keep the Handle tight.




VIEW OF WEDGE

No. 41	—20 oz.
No. 41½	—16 oz.
No. 42	—13 oz.
No. 42½	—10 oz.

WAX BOLTS

All hammers with the VAUGHAN'S EXPANSION WEDGE are sold under our **UNCLE SAM BRAND**. Uncle Sam Hammers are the only Hammers that have the Underwriters' Laboratories Label as an Inspected Tool. Write for Booklet No. 10 which describes in detail how the Underwriters tested and approved Uncle Sam Hammers.

VAUGHAN & BUSHNELL MFG. CO.
2114 Carroll Avenue
Chicago, U. S. A.




YOU ARE RIGHT IN RECOMMENDING
"WORLD'S BEST"
IN NAME AND FACT

World's Best Tubular Track

Barn, Factory and Warehouse Door Hanger

EXCLUSIVE FEATURES
Frame is best grade malleable iron.
Wheel underneath track prevents derailment.
Wide bearing of the wheel distributes weight and makes it the Easiest Running Hanger on the market.
Packed one pair in box complete with bolts; one-half dozen pairs in a case.
Track has Slidable Bracket, which has made the World's Best Hangers so popular with the building trade.
If your jobber can't supply you, we will.

THE TOPPING MFG. CO.
For 18 Years Safety Door Hanger Co.
ASHLAND, OHIO, U. S. A.

Represented by
W. E. Voorhees, The Call Building, San Francisco, Cal.

There Is a Difference in Washers



Just as in an other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make
Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers
of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs **Fellow Plates**
Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Coast Representatives,
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.;
Seattle, Wash.; Denver, Colo.

Pin Tumbler Padlock



**Highest Grade
Greatest Security**

No. 159—1½ inches
No. 160—2 inches

Black, rust-proofed iron case, bronze metal shackle, cylinder and trimmings. 144 key changes. 4 pin tumblers. 2 keys with each lock. Each in an individual box. ½ doz. in a container.

A TYPE SELECTED FROM ONE OF
THE LARGEST LINES OF PADLOCKS
IN THE WORLD

MADE ONLY BY

FRAIM-SLAYMAKER HARDWARE CO.

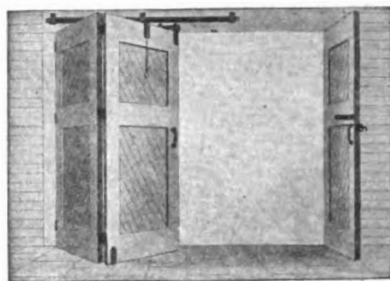
LANCASTER, PA., U. S. A.

Western Sales Representatives

H. D. TYLER & CO.

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512 Pacific Bldg., San Francisco, Cal.
1023 Alaska Bldg., Seattle, Wash.

Sharon No. 9 Garage Set



PATENTED

The only hanger that can be used inside or outside, and allows the doors to fold back against the building without having costly adjusting brackets or built out arrangements.

The box track and brackets for the No. 9 are hung flat against the wall and cost very little to erect.

Stuart & Otto, Pacific Coast Agents
220 Wilcox Bldg., Los Angeles, Calif.

Sharon Hardware Mfg. Co.
Sharon, Pennsylvania

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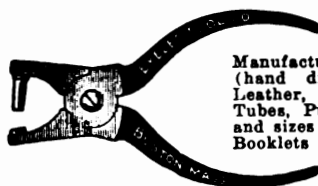
Gilson Garden Tools



Have proven Live Sellers wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.

J. E. GILSON CO., PORT WASHINGTON, WIS.

EYELET TOOL CO.



Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

190 Dorchester Ave.
BOSTON, MASS.

TATTOO EAR MARKERS FOR LIVE STOCK



Three-Letter Marker

The Only Permanent and Reliable Means for Live Stock Identification. For Hogs, Sheep, Cattle and Horses

GOOD DISCOUNTS—GOOD SELLER—REPEATS

SEND FOR OUR DEALER PROPOSITION

F. S. BURCH & CO., 152-154 W. Huron Street, CHICAGO, ILL.

SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

Sash Cord

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Clothes Lines

Masons' Lines

Solid Braided Rope

Chalk Lines

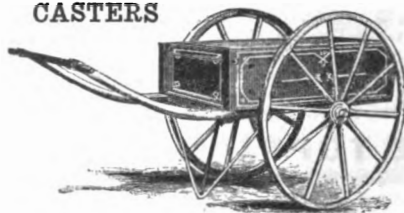
Send for catalogue and samples

SAMSON CORDAGE WORKS - Boston, Mass.

JOHN T. ROWNTREE, INC., Rep.

San Francisco, Los Angeles, Seattle,
Denver, Salt Lake City

CONCRETE MIXERS WHEELBARROWS, SCRAPERS STORE AND FACTORY TRUCKS CASTERS



LANSING COMPANY

338-348 Brannan Street - San Francisco



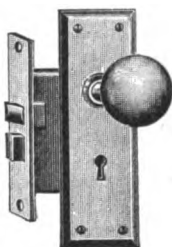
McCAFFREY
FILE CO.
PHILADELPHIA

*Good Teeth and
Good Tampers*

"Highest Award (Medal of Honor) for FILES and R.A.S.P.S. Panama-Pacific International Exposition, San Francisco."

Established 1863

Lockwood Hardware.



Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

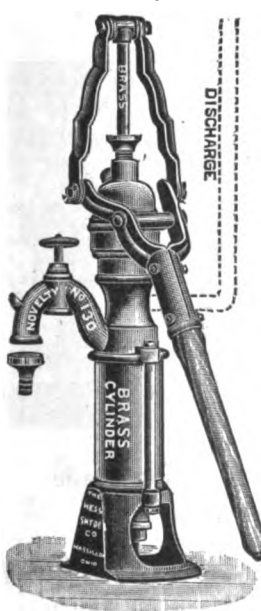
Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

LOCKWOOD MANUFACTURING CO.

Manufacturers of
BUILDERS' HARDWARE
SOUTH NORWALK, CONN., U. S. A.

GET IN A SUPPLY OF NOVELTY FORCE PUMPS

And treat your customers to the best.



We are the manufacturers of the original 'Novelty' Pump for **WELLS and CISTERNS**. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

(No. 130)

THE HESS-SNYDER CO., Massillon, Ohio

ALL GOOD SELLERS

PRICED TO SUIT THE TIMES

Write today for catalogue. Many other useful things



AMERICAN SCALE CO., Sta. B, Kansas City, Mo.



Cut Your Gauge Glasses

The Sure and Easy Way

A slight thumb pressure does the trick—with
Wilkins Gauge Glass Cutter

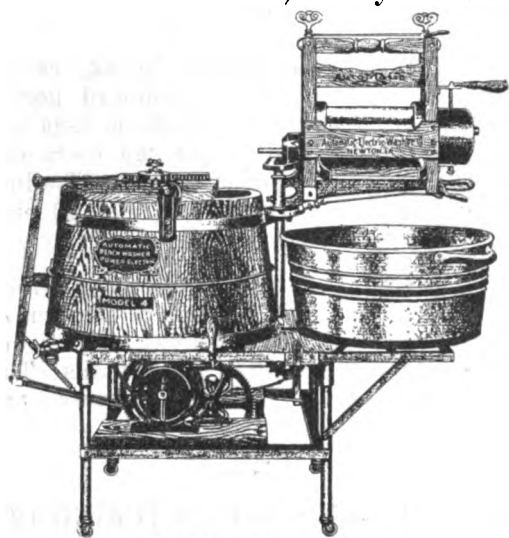
GEO. H. WILKINS COMPANY, 180 N. Market St., Chicago

Western Representatives, **SPRAKE SALES CO., Inc.**

Prentiss N. Rice	F. H. Chown	J. E. Hooper
506 Charles Bldg.	1121 Gasco Bldg.	202 Postal Tel.
Denver	Portland	San Francisco
G. T. Sprake, 216 Higgins Bldg., Los Angeles		

A Better Washer for a Better Year

If you are seeking a popular-priced, high-grade Electric "Dolly" Washer for 1922, then you would do well to investigate the



Other Inquirers Address

AUTOMATIC ELECTRIC WASHER CO.
700 Third Street, Newton, Ia.

AutoMatic Washer

the winner of the Blue Ribbon where sales records are concerned.

Just think, one Retailer sold exactly 1100 of the Model 4 AUTOMATIC Electric Washer in a single month (March, 1921), in one state alone.

It was because the thousands sold in previous years had rendered the kind of service and satisfaction that makes AUTOMATIC users AUTOMATIC BOOSTERS.

SCHRAM & WARE, Inc.
SEATTLE, WASH.

Distributors for Washington

TRINER Slanting Dial FAMILY SCALES



CAPACITY
24 LBS.
BY OZ.
PAT. U.S.A.
MAY 1, '08
ALSO
ABROAD

- No. 24, Steel Platform
- No. 25, Tile Platform
- No. T-25, Polished Tin Scoop,
With Steel Forks
- No. T-26, Steel Platform and
Polished Tin Scoop

The silver burnished dial sets at an angle and can be read without stooping.

Platform is supported by double steel uprights, distributing weight and insuring accuracy.

Made throughout of the best cold rolled steel, light and strong.

Finished in heavy black enamel, beautifully decorated.

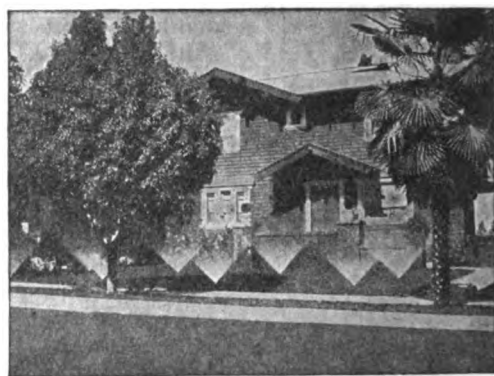
Can be kept in any convenient place, as it occupies very little room, its dimensions being 7 in. high, 6 in. wide, 7 3/4 in. deep. Dial 6 in. in diameter.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.
West Twenty-first Street, CHICAGO, ILLINOIS

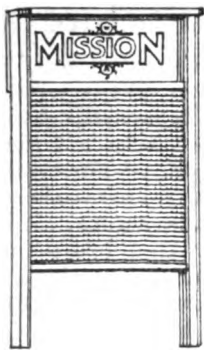
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Pacific Coast Representatives
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Los Angeles Portland, Ore. Seattle, Wash.

Thompson Adjustable Sprinkler Head



Sold Through the Jobbing Trade

Thompson Manufacturing Company
East Eighth and Santa Fe Ave.
LOS ANGELES



HOWARD WOODENWARE

Made of Select Sitka
Spruce
Ironing Boards
Pastry Boards
Clothes Driers
Step Ladders

A COMPLETE LINE OF
Washboards

The Rubbing Surface Plates in the HOWARD Washboards are all of the best materials. The frames are of Sitka Spruce, Strong, Durable and Bright Appearing. The quality of the HOWARD LINE has been established for years.

If you can't obtain these goods from your jobber, write us and we will be pleased to see that you are supplied.

HOWARD MANUFACTURING CO.
8th Ave. W. and Ewing St.
Seattle, Wash.

Representatives

Los Angeles—H. D. Tyler & Company, Higgins Bldg.
San Francisco—L. J. Woodson, 112 Market Street
Portland—Strimble & Cox, Corbett Building

Twin Tub
"Alco"
Power Drive



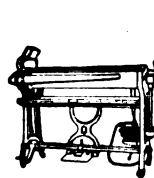
**Low in Price
High in Merit**

Power-driven A
B C "Alco"
Washers, at

their low rock-bottom prices, are what you need right now to sell people who haven't electricity. The electric "Alco's" are for those other prospects who seek good reliable washers at bottom figures. First quality construction. 14th year. A B C Line also includes electric cabinet washers and electric ironers. We cooperate. Write!

ALTORFER BROS. CO., Peoria, Ill.
New York San Francisco Bradford, Ont.

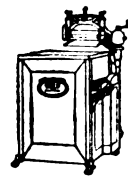
A B C Electric Laundress
WASHES ... WRINGS ... IRONS



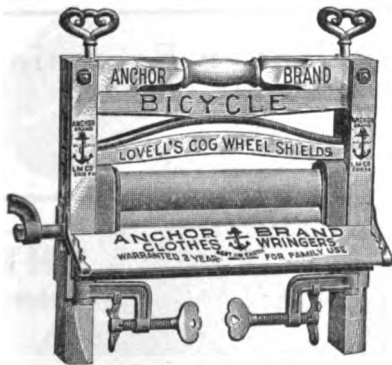
ABC Electric Ironer



Single Tub "Alco"



ABC Super Electric



Arms and the Man— Machines and the Woman

The two big things to watch in the world today are:
Making the Home a Paying Industry and Making Industry a Friendly Home.

If you look back, you will remember that the first "machine" to enter American homes was the Clothes Wringer and the most Clothes Wringers have been Anchor Brand. Anchor Brand sells first. It will also stay the longest.

ANCHOR BRAND CLOTHES WRINGERS

LOVELL MANUFACTURING CO., Erie, Pa.

Largest Manufacturers of Clothes Wringers in the World



GENUINE HUNTER'S SIFTER

Standard of the World
Since 1880

Sectional View
Showing Construction Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.

Bender Street

Hamilton, Ohio

DI-MEL-INE PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full-measure. **RETAILS 25 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 doz.).....\$54.00

Jobber's Assortment (12 doz.).....\$1.60

Open Stock, all colors, per gross.....\$1.60

2% Freight allowance, F.O.B. N. Y., 2% Cash.

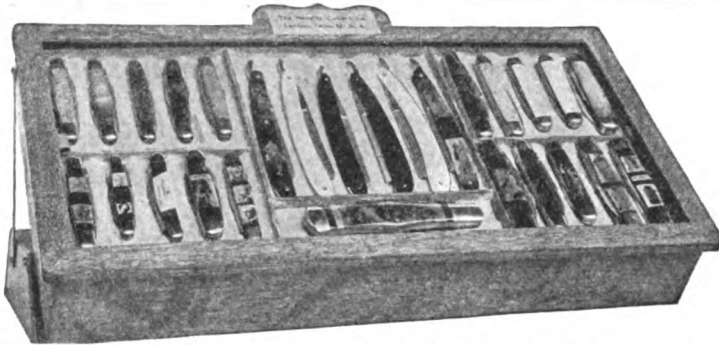
Write for Color Card, Circular and Booklet

MORTON PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK

Townley Metal & Hdwe. Co., Kansas City, Mo.

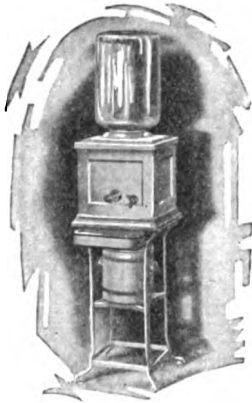
Pacific Wooden Ware & Paper Co., Oakland, Cal.



THE NOVELTY CUTLERY CO., 507 McGregor Ave., Canton, Ohio

We Manufacture a

Large Line of Pocket Knives with Stag, Wood and assorted handles, also Transparent handles showing beautiful art pictures and Lodge Emblems. Razors with new features never offered the trade before. Advertising knives that bring the business. Handsome display case goes with our special introduction offer. Prices Right.



A Great Hardware Merchant

The late E. C. Simmons, once said:

"The Recollection of Quality

remains long after price is forgotten."

"ROTAX" quality is UNUSUAL

The price is RIGHT, too

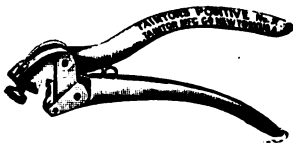
Thousands of offices and factories are ready to use these Quality-Made Coolers. Get your share of this PROFITABLE trade.

Let us send you a sample on approval.

ROTAX COMPANY, Inc., 384 East 133rd St., New York

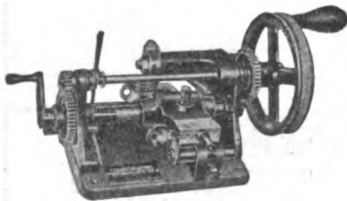


TAINTOR POSITIVE SAW SETS



Have Set the Saws and have Set the Pace for over a Quarter Century. Send for Booklet: "Care of Saws."

Taintor Mfg. Co.
113 Chambers St.
New York City



With the— Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Ham'ltan Avenue, Allentown, Pa.



THE PACKHAM Stove Pipe Crimper and Bearer

MADE BY

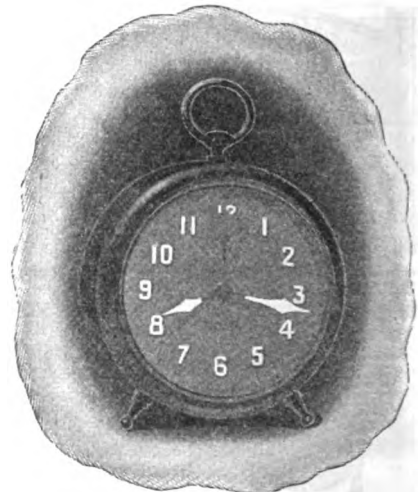
THE PACKHAM CRIMPER CO.

MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us

The New Haven Brownie

TELLS THE TIME DAY AND NIGHT



FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2 1/4 inches.

Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California



Order NORTHLAND SKIS Now!

This winter's demand was big—next season's will be bigger. They all want Northlands. Stock up now while prices are down and we can make immediate deliveries.

Send for the Northland Catalog

NORTHLAND SKI MFG. CO.

Largest Manufacturers of Skis in the World

26 MERRIAM PARK

ST. PAUL, MINN.



AT \$5.00 RETAIL

*The Most Wonderful Air Rifle
Ever Invented*

Different from All Others

ORDER NOW from your jobber or write us direct for full information regarding the only ORIGINAL PUMP GUN FOR MEN AND BOYS, always in great demand. Sample on request. Attractive discounts.

Benjamin Air Rifle & Mfg. Co.

Broadway & Washington

ST. LOUIS, - - MISSOURI

Pacific Coast Representatives

McDONALD & LINFORTH

Call Bldg., San Francisco

The Benjamin

A REAL PUMP AIR RIFLE

ONE STROKE OF THE PUMP AND YOU CAN SHOOT

POWERFUL and ACCURATE. Works on the same principle as Air Drills and Air Hammers. Shooting power always under your control. Each stroke of the gun increases the shooting power. One to four strokes all that is ordinarily required. Never loses its shooting force. Absolutely safe, holding the compressed air for some time. You do not drop in shot until ready to shoot at your object. Nothing to wear out but the valves which ought to last several years, when they can easily be replaced by anyone at a very small cost. Stock of turned walnut, and separates from barrel. Gun is then only 23 inches long.

At a Popular Price

Tannery
at
Michigan
City,
Ind.



"Red-E-For-Use"

RAZOR STROPS

Prices Guaranteed against decline to date of shipment. We have reduced our line to the very best numbers in each price. We manufacture them in large lots for stock. We can deliver the goods promptly. Write for selected standardized list and short line quality samples.

GIBFORD MFG. CO. (not Inc.)

No. 4 Payne Av., Adrian, Mich., U. S. A.

MARBLE'S
Outing
Equipment

Spring means increased sales of Marble's axes, knives, gun sights, cleaners, compasses. Order direct if your jobber can't supply you. Discounts from list prices.

Trout Knife—Designed especially for trout—great for cleaning all fish. Finest steel—in leather sheath. List price 75c.

Waterproof Matchbox—Keeps matches bone dry, even under water—seamless brass, size 10 ga. shell. List price 60c.

MARBLE ARMS & MFG. CO.
5380 Delta Ave., Gladstone, Mich.

Pac. Coast Rep., McDonald & Linforth, 737 Call Bldg., San Francisco

THE ARROW WRENCH

DROP FORGED

HEAT TREATED



A QUALITY TOOL

An exacting standard is maintained in the manufacture of the Arrow Wrench.

When an order is placed for these tools, there is an assurance of receiving a uniformly high quality.

ARROW TOOL COMPANY, Inc., Buffalo, N. Y.



**THE ONLY
GENUINE**

AL WILSON

**SPINNERS
BASS SPOONS
CONNECTING
LINKS**

**With the Safety
Catch**

Famous from Pacific to Atlantic for workmanship and material.

Order through your jobber Write us for catalog
AL WILSON CO., Williams Building, San Francisco

BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For **QUALITY MOP WRINGERS**, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.

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ENESSEE LINE



75c per Doz.

SANITARY POULTRY SUPPLIES

Tanks, Troughs, Hardware
Specialties

MOST POPULAR LINE
Unexcelled for—QUALITY—PRICE

Fountain and
Feeders
Feeding
Hoppers
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Boxes
Drinking
Fountains
Feeding
Troughs
Brood Coops

It will pay
you to be in
a position to
recommend
and sell this
popular line.
We are anx-
ious to tell you
more about it.



Round or Square, \$13.50 Doz.



\$2.00 per Doz.

Send for Catalog
NORTH WESTERN STAMPING CO. . . Burlington, Iowa



The "NEW DUMACO"

ADJUSTABLE NOZZLE

is the quickest-seller on the market.

You can sell more garden-hose nozzles this coming season than you ever sold before. The "NEW DUMACO" will do it for you.

AND why? Listen—

In construction it is the latest thing. It is manufactured out of solid brass rod, fine grained brass casting, and a specially improved packing, that makes leakage absolutely impossible.

In operation it is simplicity itself. One turn, and you have a straight flow; another, and there is a fine spray; a third, and the water is shut off—instantly. The stream is longer, and the spray finer than in any other nozzle sold.

In service it has no superior. For garage, lawn, or garden it is ideal. Perfect satisfaction and durability is insured, as each nozzle is factory-tested, and fully guaranteed.

In price it is the most profitable for you to handle. We sell it much lower than any other is offered at.

The "NEW DUMACO" means steady money-making sales for you. "It Sells BEST Because It Is BEST!"

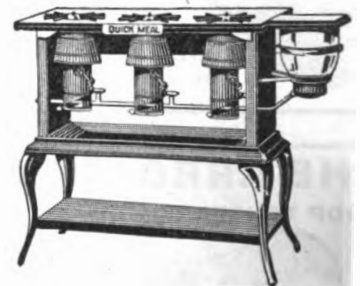
Sample on request. Write direct, or to your jobber, for special rates and terms.

THE DURST MANUFACTURING CO., Inc.
119 Chambers St., New York, N. Y.

We also manufacture Couplings and other Hose Accessories



Cupola Burner Oil Stove



Short Chimney Oil Stove

WRITE FOR CATALOG NO. 128

We now have a Large Stock and Assortment of Oil Stoves

SEND YOUR ORDERS TO
QUICK MEAL STOVE CO., DIV.
OF AMERICAN STOVE COMPANY

We also carry a large
line of
COAL RANGES

C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large
line of
GAS RANGES

**FOR
EXTREME
ACCURACY
USE**

**EMPIRE
LEVELS**



TRIED TRUE

DEPENDABILITY in Empire Levels is made possible by a consistent manufacturing process. Every level sold under the Empire brand is checked and rechecked to a degree which makes positive HAIR-LINE ACCURACY an accomplished fact.

Most jobbers and dealers who handle Empire Levels do so because they realize the business asset of identifying their organizations with products of the highest possible standards and ideals.

The Empire catalog shows a complete assortment of wood and aluminum levels. You should have one in your files.

MANUFACTURED BY
EMPIRE LEVEL MFG. CO.
Milwaukee, Wisconsin

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STOVIL

Makes Stoves Look Like New
KILLS RUST; PREVENTS RUSTING; CLEANS AND POLISHES.

Write for Wholesale Prices
SUPERIOR LABORATORIES
General Offices, Dept. 11
Grand Rapids, Mich.

GENERAL SALES CORPORATION
Pacific Coast Representatives
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**Let
Mechanics
Try It**

Personal Examination and trial is all that is necessary to close a sale for the "Queen City" Wrench.
A mechanic can readily see the advantage of the perfectly shaped curved handle over the old style.
And good material and finish is instantly recognised so it doesn't take long to make the sale—
Try it.

Your jobber can supply you
BERGMAN TOOL MANUFACTURING CO.
BUFFALO, NEW YORK
C. W. GAUSE CO., SAN FRANCISCO
Pacific Coast Representatives

BABCOCK

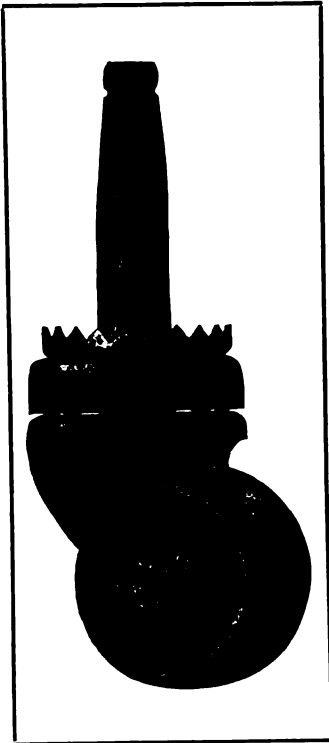
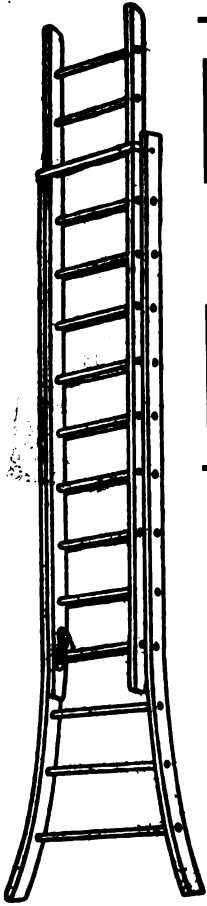
SPRUCE

LADDERS

Everything in the
Ladder Line

*Prompt Shipment
We Pay the Freight*

W. W. BABCOCK CO. - BATH, N. Y.



Faultless Ball-Bearing Casters

*"Moves the
FAULTLESS
Way"*



Of the same high standard that characterizes the entire FAULTLESS line. A beautiful caster, neat appearing—built with lines that conform to the custom of furniture made today—manufactured to a precision, no rough corners or unsightly scratches, symmetrical. These are a few of the extraordinary features that are standard in this new

FAULTLESS BALL BEARING CASTER

Made in all sizes and finishes, with maple, lignum-vitae, steel, cast-iron, fibre or felt wheel. Send for sample best adapted for your purpose.

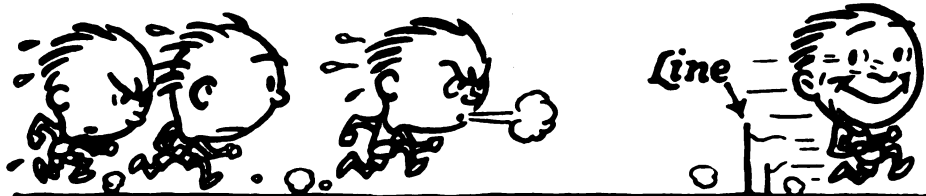
Faultless Caster Company

Executive Offices

Evansville, Indiana

Eastern Sales Office: 200 Fifth Avenue, New York





We beat 'em all to it!

JUST jogged in—under wraps—leading all the way. "Steel where steel belongs" head, locked in battery cup, long hair wads—why, we had these things all worked out while the other chaps were still wonderin' what to do. Not boasting or anything like that—but we do make ammunition that is filling the whole outdoors with good humor. And you couldn't keep it in your store—even if you locked it in the safe. Gun toters sure do pester around where Peters Ammunition is on tap. Why not climb onto the band-wagon—and quit takin' dust?

PETERS **AMMUNITION**

THE PETERS CARTRIDGE CO.

Cincinnati New York San Francisco

Lalace & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

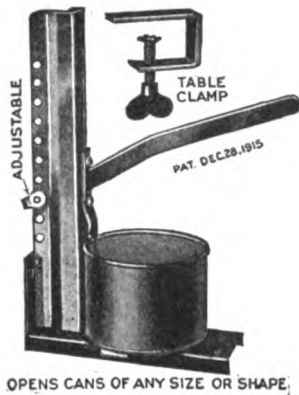
Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco



Ladd
Mixer-Churns

Egg-Beater Philosophy

James J. Hill said, "I have made my mark on the earth and they can't rub it out." FINE. You and we are now engaged in the same task. Dealers "making their mark" in their community broad and deep, are sure of everlasting remembrance and veneration. Few ever see Hill's mark; all of us observe our own, with pride, let us hope. The SELLING OF THE BEST ARTICLE EVERY TIME inspires our last words, "I have done my best." But, you must not say this unless the Kitchen Beaters

you have distributed are LADD ALL-STEEL—the only BEST. All users will then say, "Amen!"

LADD ALL-STEEL BEATERS—3 sizes for all requirements.

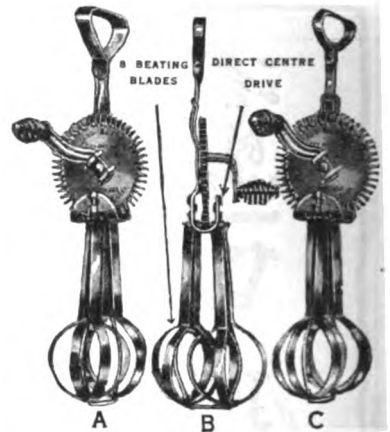
LADD MIXER CHURNS—1 qt., 2 qts. Removable Beaters.

SATURN REELS—2 finishes, 40 ft. cord.

SATURN CAN OPENER—Safety, Stationary.

CAN OPENERS—5 usual varieties.

RAZOR PARING KNIFE. NUT CRACKERS.



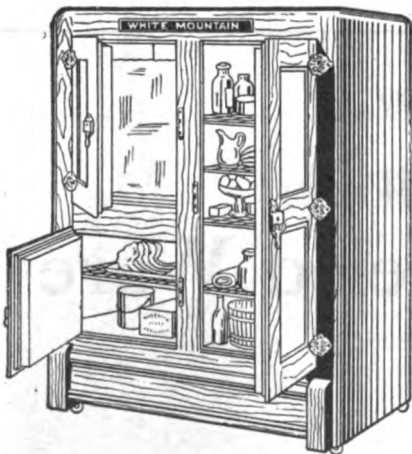
JOBBERS
the world
over and US

Saturn Clothes-
Line Reels

UNITED ROYALTIES CORPORATION, 1133 Bway, New York

Representatives: Omer Cox, Atlas Building, 604 Mission St., San Francisco, Calif.; Sands & Cox, San Fernando Building, Los Angeles, Calif.; Strimple & Cox, L. C. Smith Building, Seattle, Wash.; Taylor, Youngs & Cox, 553 Hollywood Ave., Salt Lake City, Utah; Taylor, Youngs & Cox, 723 Colorado Bldg., Denver, Colo.; Strimple & Cox, Corbett Bldg., Portland, Ore.

White Mountain Refrigerators



"The Chest With the Chill in It"

There is absolute satisfaction as well as profit in handling a refrigerator so universally known as the famous "WHITE MOUNTAIN"—A Refrigerator used "in over a million homes"—A Refrigerator bearing a name recognized as a quality standard for generations.

"WHITE MOUNTAIN" refrigerators have patented features and points of excellence which no other refrigerator possesses.

A line of refrigerators complete in every practical style, size and finish with a range of prices to meet every trade requirement.

Our beautiful 1922 WHITE MOUNTAIN catalog has just come off the press and will be mailed upon request.

Maine Manufacturing Company - Nashua, New Hampshire

BRANCH OFFICES:

New York City; Boston, Mass.; Atlanta, Ga.; Dallas, Texas; San Francisco, Cal.; Denver, Colo.; Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS:

San Francisco...Dunham, Carrigan & Hayden Co. Portland...Honeyman Hardware Co.
Sacramento...Miller-Enwright Co. Seattle...Schwabacher Hardware Co.
Yakima Hardware Co., Yakima, Wash.



CHATILLON CUTLERY

FOSTER BROS. CLEAVERS



You know the old story about the world making a beaten path to the door of the man who makes a better product than anybody else.

There are many such beaten paths in the commercial world today, that fully prove the truth of this old story, and one of

them leads to the Foster Bros. Brand of Cleavers.

These cleavers have been tried and tested by butchers and packers for the past fifty years, and always with complete satisfaction.

The hardware dealer who carries Foster Bros. Cleavers in stock gains prestige with his customers, because of the reliance they can place in the goods he sells them.

*Ask your jobber about
Foster Bros. Cleavers*

THE BRAND IS FOSTER BROS.

85-99 Cliff Street, New York City, N. Y.



JOHN CHATILLON & SONS
New York U.S.A.

ORDER FROM YOUR NEAREST JOBBER

The
OLD RELIABLE
Lines of

American Enameled Ware

—
Marble

(Blue and White)

Swedish

(Mottled Veined)

White and White

—
Sold by all the leading house
furnishing
and hardware houses

—
30 years of unfailing service
and satisfaction

—
**THE
AMERICAN STAMPING &
ENAMELING CO.**

MASSILLON, OHIO

3 Plants at Bellaire, Ohio, and Massillon, Ohio
covering 15 acres of floor space



Patented
U. S. Oct. 19, 1920
Canada, May 3, 1921

DEALERS
ARE
WARNED
TO
BEWARE
OF
INFRINGEMENTS

Furnished with rubber-cushioned base,
as shown, or with 10" hardwood base.

THE TRADE **EVEREDY** MARK

Bottle Capper No. 3 for Home Use

Warranted Unbreakable
Made entirely of Malleable Iron and Steel

There is no set limit to the amount of Capping that can be done with an Everedy.

The speed and skill with which it is operated numbers the amount of bottles than can be capped. And all bottles are sealed absolutely air-tight. The pressed steel capping head with reinforcing flange assures this.

Packed in individual cartons, half dozen to shipping carton, weighing 23 lbs. See your Jobber.

Manufactured by

The Everedy Bottle Capper Co.

Frederick, Maryland



Hardy's "Campers Friend"

A Combination
Running Board Box
Camp Cook
and
Dining Table
for
Auto-Campers

A Down-to-the-Minute Camp Outfit That Makes Camp Life Enjoyable

Is carried on the running board of the car and holds a complete outfit for cooking and dining. Stand up and cook on a gasoline stove. Sit down and eat in comfort. No stooping and squatting.

No Smoke, No Dirt, No Blackened Kettles
Converted From Box to Table in Less Than Two Minutes

The most compact, practical and useful Camp Kitchen ever offered the motorist.

"There's a smile to your journey's end when you use a Campers Friend"

JOHN E. HARDY, Box 3613

Portland, Oregon

Write for Prices
and Folders

Where the Voltage Range is 220 to 250

Hygrade High Volt Mill Type Lamps

are vacuum lamps made specifically for use where there is excessive jar, vibration or rough usage.

In those mills and factories where conditions make necessary a voltage range of from 220 to 250, and where there is jar, vibration or rough usage, Hygrade High Volt Mill Type Lamps do what no previous type of vacuum tungsten lamp has done—give satisfactory life and light.

Hygrade High Volt Mill Type Lamps, therefore offer a definite solution of the problem of economical and efficient light in those industrial plants which have up to now found it difficult to obtain a satisfactory incandescent lamp.



**Hygrade Mill
Type**
220-250 Volts
50 Watts
Only

HYGRADE LAMP CO., SALEM, MASS.

OMER COX, *Western Representative*
Atlas Building, San Francisco, Cal.

WESTERN DISTRIBUTORS

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Denver, Colo.

The Beebe Co.,
Portland, Ore.

Heyman-Well Co.,
San Francisco, Cal.

A. L. Frick Electrical Co.,
Los Angeles, Cal.

Honeyman Hardware Co.,
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Seattle Hardware Co.,
Seattle, Wash.

Union Hardware & Metal Co.,
Los Angeles, Cal.

Baker, Hamilton & Pacific Co.,
San Francisco, Cal.

General Lighting & Supply Co.,
St. Louis, Mo.



Built for Years of Satisfactory Service

The success of Clark Jewel Oil stoves is due to their quality, durability and dependable performance in the owners' use.

They are constructed of the best material—made by workmen long experienced in the manufacturing of high quality stoves.

Clark Jewel Long Chimney Oil Stoves are easy to operate. The burners are most convenient to light. The heavy glass tank shows oil supply at all times, the strong bail makes it easy to carry right side up.

Corrugated brass wick tubes prevent wicks from sticking and make it easy to remove used up wicks.

Clark Jewel Oil stoves make satisfied users.

George M. Clark & Company

Division American Stove Company

CHICAGO



Stewart No. 9 Sheep-
Shearing Machine
Ball bearing —
easy running.
Tried and tested
by years of use.
Strongly built.
Pays its way with
even a few sheep.
Price Reduced to
\$21.50
East of Denver
\$18.50

Sell Stewart Machines Now

Size up the sales possibilities for Stewart Machines right around your store. There's a surprising amount of business you can get with just a little effort.

Every owner of horses, mules and cows needs a Stewart Clipping Machine. Clips cows on udders and flanks for clean milk production, and all over in spring. Clips horses and mules spring and fall.

Every sheep or goat owner needs a Stewart Shearing Machine. Gets every bit of the wool in best marketable condition.

Each Stewart Machine is of the quality guaranteed by 32 years of honest manufacturing.

Our dealer helps are real aids to sales.

If you have inquiries for power operated machines, write for Catalog No. 69

Chicago Flexible Shaft Company

5604 Roosevelt Road, Chicago, Ill.

32 YEARS MAKING QUALITY PRODUCTS



Stewart No. 1 Clipping Machine
For Horses, Mules and Cows
Ball bearing — easy to operate strong construction.
Price Reduced to
\$14.00
East of Denver
\$12.00

The Ontario Knife Company, Franklinville, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE


KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE


HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.



From 40 to 1000 Watts



Licensed under General Electric Company's Patents

DUALITE

The Only Lamp with the Double Filament

Like Attracts Like. Whitelite and Dualite Lamps, by Reason of Their Superior Quality,

attract dealers who naturally incline toward better merchandise.

These dealers start selling

WHITELITES AND DUALITES


Then they sell more of them. Soon they have an established following. This increases their turnover and their yearly lamp profits—far above what would be possible with "cheap" lamps.

On the basis of HIGHER CANDLE POWER and longer life, couldn't YOU sell WHITELITES? On the basis of the EXCLUSIVE DOUBLE FILAMENT, couldn't you sell DUALITES? Of course you could!

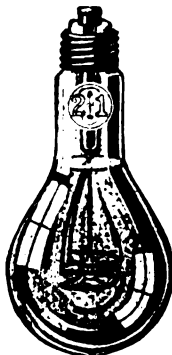
WHITELITE ELECTRIC COMPANY
368-370 Broome Street, New York City

The Superior Gas Filled Lamp with One Filament

WHITELITE




Now in 40, 60, 75 100 and 200 Watts



The Dualite is fully protected by U. S. Patents, and is made and controlled exclusively by us.


ROCK-A-BYE NURSERY ACCESSORIES




SWING NO. 1.




SWING NO. 2.




ROADSTER NO. 10.




ROCKER NO. 24.



WALKER NO. 18.



COMBINATION BED AND AUTO CRIB NO. 32.



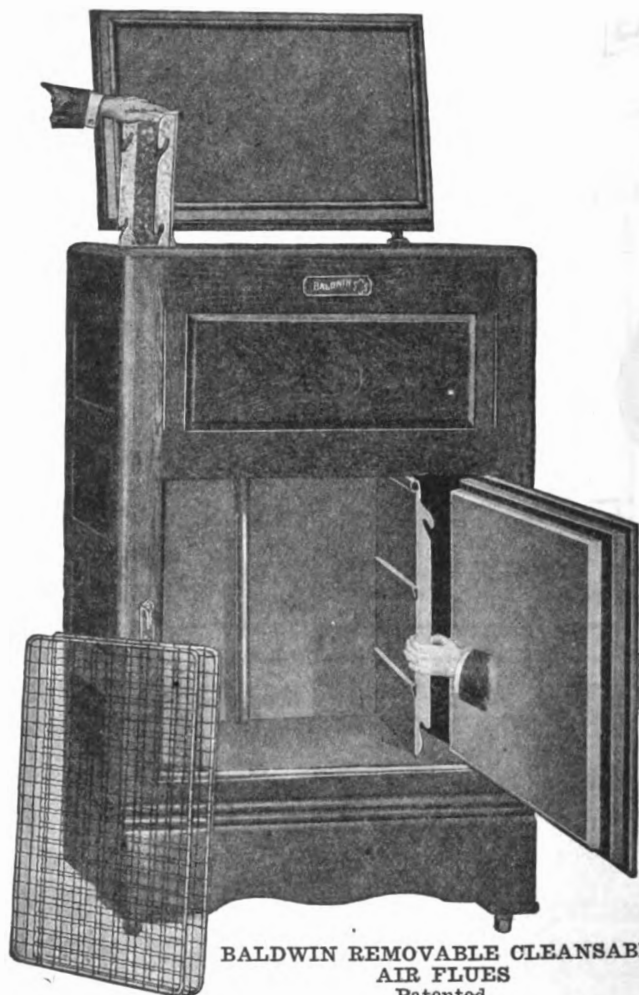
COMBINATION CHAIR NO. 14. AUTO SEAT.



COMBINATION CHAIR NO. 14. HIGH CHAIR

PERFECTION MANUFACTURING CO. ST. LOUIS MISSOURI.
LEFFINGWELL AVE. AND MONTGOMERY STREET.

BALDWIN ^{DRY}_{AIR} REFRIGERATORS



**BALDWIN REMOVABLE CLEANSABLE
AIR FLUES**
Patented

This cut shows our fine patent removable air flues, giving access to all parts of the refrigerator for cleaning. They are made of stout galvanized sheet steel, securely locked to sides of refrigerator, and so shaped as to render them strong and proof against the rough usage of the average ice man; a radical improvement over the usual flat, loose piece of metal sliding in a groove used by competitors and ruined by the ice man in a few days. Ours is the strongest, most convenient and effective system of movable air flues in the market.

The Baldwin Refrigerator Company
Burlington, Vermont

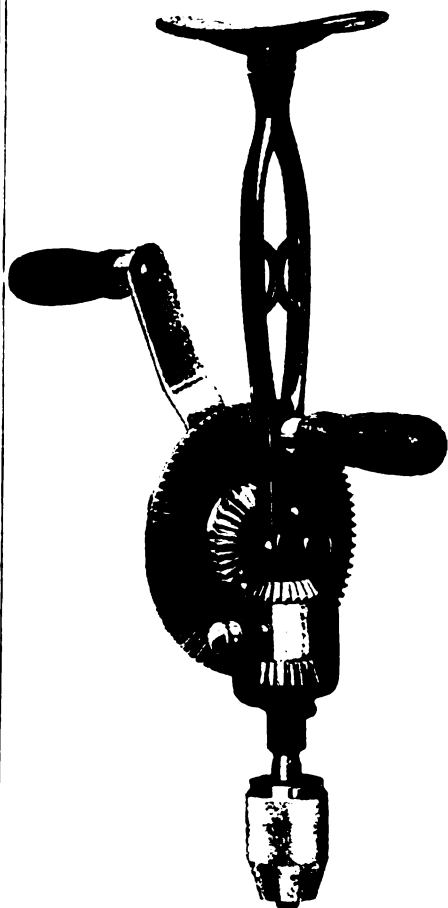
Stock Carried by **HEYMAN-WEIL CO.**, San Francisco, California



C. H. SMITH
Western Representative
817 South St. Andrews Place
Los Angeles, Calif.

GOODELL PRATT

1500 GOOD TOOLS



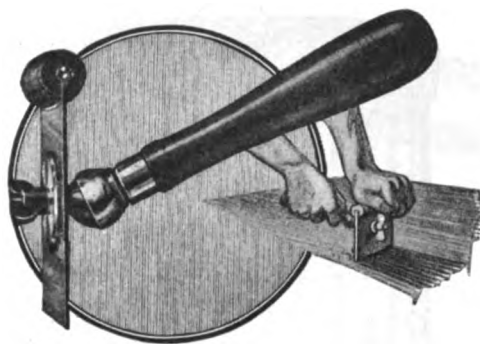
BREAST DRILLS

An incomparable line of Breast Drills, of every style. Backed by consumer demand and dealer good will.

GOODELL-PRATT COMPANY

Toolsmiths

Greenfield, Mass., U. S. A.



The Handiest, Most Efficient SCRAPER on the Market

Has eight sharp, hard cutting edges, adjustably mounted on a suitable handle. A ball joint with spring plunger makes quick adjustment easy. By slightly turning the handle the blade is instantly released or locked. Ask for a Starrett No. 194 Universal Scraper.

A substantial and practical grip guard, made to fit the hand, is provided and so designed that it may be instantly slipped on or off either side or end of the blade.

Get full details of this and other Starrett scrapers in the Starrett Catalog No. 22 "BF" describing and illustrating 2100 Starrett fine tools. Write for copy.

Also ask for copy of the new special Supplement to Starrett Catalog No. 22 "BF" featuring the latest additions to the Starrett line. Every one of these new tools was developed to meet a definite demand right now. Get posted on the new Starrett Tools.



THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



42-279

Sell Starrett Tools



They Last!

Witt Yellow Label Cans and Garbage Pails are made of heavy sheet steel, corrugated for extra rigidity and strength, protected by heavy iron bands and finished by the hot dip Galvanizing process which effectively closes all seams, eliminating the inferior solder. Is it any wonder that they last?

Your Jobber Can Supply You

FOR SALE ON THE PACIFIC COAST BY

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Well Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Seller Bros. & Co.	San Francisco
Whiton Hardware Co.	Seattle, Wash.
J. Bornstein & Sons, Inc.	Seattle, Wash.
Schwabacher Hardware Company	Seattle, Wash.
Seattle Hardware Company	Seattle, Wash.
Thomson-Diggs Co.	Sacramento
M. Sells & Co.	Portland, Seattle, Spokane
Honeyman Hardware Co.	Portland

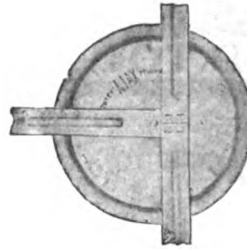
The Witt Cornice Company

Cincinnati, Ohio

Also makers of the lighter weight Brighton line of Cans and Pails. Write for quotations.

THE ONLY RUST RESISTING, ROLLER-BEARING, HOT GALVANIZED

Clothes Line Pulley



The Ajax Clothes Line Pulley is made of pressed steel and is hot-galvanized after completion.

The wheel is made of two solid pieces, fastened securely around the edge by eight interlocking rivets, insuring it against splitting. There are no spokes or openings for matter to gather in and spread to the line. The hole or core of the wheel has a brass bushing. The steel pin or rivet, on which the wheel revolves, is securely riveted on the outer sides of the frame, thereby making an absolute roller bearing.

The frame is non-collapsible. The rope guide of the frame is off centre, which will prevent the rope from slipping over the side of the wheel and cutting or binding.

These patented features make the Ajax Clothes Line Pulley a roller bearing, rust proof, squeakless, oilless, and easy working pulley.

AJAX TOOL CO., Inc., New York, N. Y.

Pacific Coast Representatives

RICE-HITT CO.

709 Mission Street, San Francisco, California

General Machinery & Supply Company

Including additions we are now making to our stock we will shortly have on hand a complete supply of General Hardware and Tools for all classes of trade. At present we carry one of the most complete stocks in San Francisco and are headquarters for—

MACHINISTS AND MACHINE SHOP
SUPPLIES

CONTRACTORS' EQUIPMENT
VALVES, PIPE AND FITTINGS

HANDLES, SHOVELS AND WASTE
BELTING AND PACKING

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39 Stevenson Street

Link up your name
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RELIABLE Standard BLUE FLAME

Wickless

Oil Heated Colony Hover

IT IS comparatively easy to produce baby chicks. It is quite another matter to raise them successfully. Various devices have been used with more or less satisfaction. The best method yet discovered is found in our 1922 Model Blue Flame Hovers. In them we have attained the highest degree of perfection in chick brooding. Whether you are a city back-lotter, a poultry farmer or a fancier, you will find this system by far the safest and best.

Successful Poultry Raising Depends So Much Upon Successful Brooding

Burns ordinary kerosene or coal oil with a clear, even blue flame. No soot; no fumes; no odor; no wicks to trim; no smoke. Every burner is adjusted at the factory to the maximum flame. It is impossible to overflow. Produces a well controlled heat, sufficient for any purpose. Easily adjusted; automatically regulated. Made in various sizes. Provides pure warm air and plenty of it. Saves fuel; saves labor. Saves its cost every season in preventing chick losses.

The Dealers Find It an Easy Seller

Good profits and satisfied customers. Our extensive and variable campaign and close co-operation helps dealers. They appreciate it. The Blue Flame Hover is an easy seller.

Better write us without delay. Book your orders in advance, thus getting a supply. These hovers are built of galvanized steel. Shipped completely assembled; ready to bolt the legs to canopy. Flue heater wires welded, all with oil, adjust burner to required heat, and it is ready to start. No complicated parts. It is simplicity itself.

All Reliable Incubators, Brooders, Hovers, Poultry Appliances and Furnaces are backed by our positive money-back guarantee. 41 years at it. Write for Dealer Terms & Prices

RELIABLE INCUBATOR & BROODER CO.
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Reliable because right.

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Garage & Barn Door Hardware "1080" for folding, sliding doors



THE A-P name on hanger hardware is your guarantee of highly satisfactory, profitable installations. "Ten-Eighty" sets are no exception, standing foremost of trolley-swivel types in popularity. Production-taxing demand growing continuously over a period of years proves its clean cut qualities of easy installation, smooth operation under all conditions, and exceptionally long life.

RELIABLE hangers, double wheel type and Round Track (made in sizes adaptable to every sliding door or gate requirement) are recognized by the trade everywhere as setting a two-decade standard for this valuable type of hanger set.

None but Allith-Prouty own finest malleable iron and the best obtainable high carbon steel enters into the manufacture of all A-P hanger hardware, light hardware and hardware specialties.

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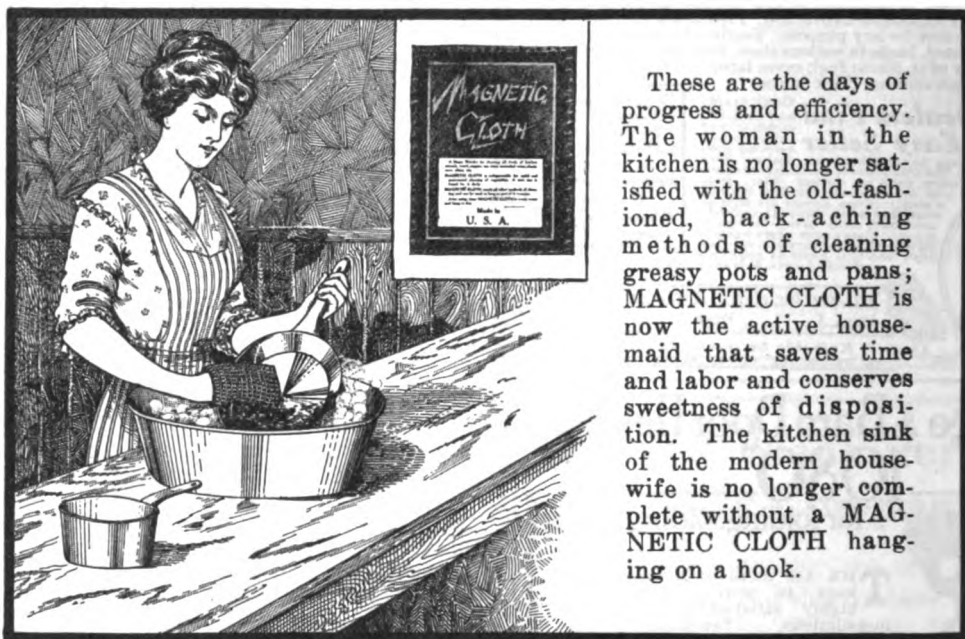
Tucker Duck & Rubber Co.
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TUCKER
PEERLESS
TUCKER

MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirt from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.



These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents



Retails for 10 Cents

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

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REAL SOLID

The Mark  *of Quality*



No. 16 B

99%
Pure
Aluminum



No. 0203

Mr. Dealer:

Why not order "REAL SOLID" Aluminum Cooking Utensils now?

During this period of fluctuating prices the dealer who is in a position to furnish Quality goods at the Right Price is the one who will profit.

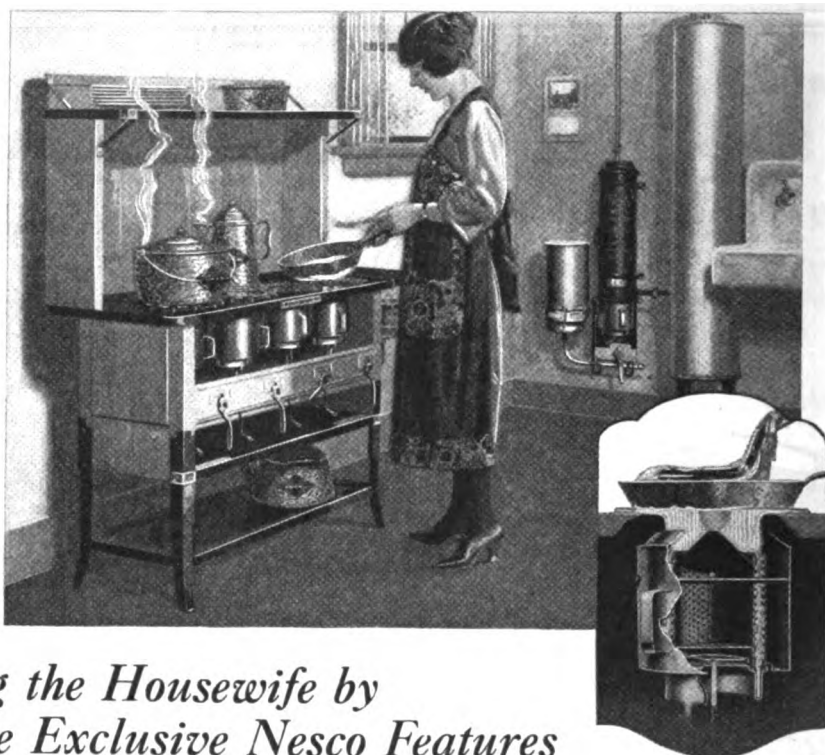
There is an absolute guarantee back of every utensil we sell (our utensils will not rust, chip or corrode). We can give this guarantee because we know that each and every piece is made the "REAL SOLID" way. Quality is a paramount feature of the "REAL SOLID" line.

Above are shown two distinctive new designs—there are many more shown in our NEW CATALOG just off the press. We are also issuing REVISED PRICE LIST. Write today for your copy of this up-to-date catalog and price list—do not wait until tomorrow.

"REAL SOLID" has the Quality and the Price is Right—this means satisfied customers and repeat orders for you.

The Buckeye Aluminum Company
WOOSTER, OHIO

MANUFACTURERS OF
"REAL SOLID" Aluminum Cooking Utensils



Sectional view of Nesco Perfect Burner. Note the flame close up to the frying pan — insuring an immediate hot cooking surface as steak is dropped into pan.

Selling the Housewife by the Exclusive Nesco Features



Here's a Big Re-Sale Idea—the tag and sample wick. Attached to floor display stoves they'll attract attention and assist your salesmen in making sales.

Housewives are always looking for new methods and conveniences which will lighten their household duties—particularly cooking. Any improvement that relieves some of the unpleasantness of menial tasks is gratefully accepted.

The advertising campaign of the Nesco Perfect Oil Cook Stove dwells upon the exclusive features of this stove which make for better, easier and more pleasant cooking.

The above illustration is one of a series appearing in leading Magazines and Farm Papers, under the heading, "The Perfect Blue Flame Insures Quick Cooking Heat." This advertisement shows how the exclusive Nesco Perfect Burner and Nesco Rock-weave Wick produce this perfect cooking heat.

This advertisement is attracting a lot of attention and interest to the Nesco Perfect. Housewives are going to investigate its exceptional features. Many prospective buyers are coming to dealers who handle this nationally known stove.

The entire Nesco Campaign is sure to create a bigger interest—an interest that can be converted into sales. If you are not handling this stove, now is the time to find out all about it from your jobber. Or, write direct to us.

Send Postcard to Advertising Department, Sec. W, National Enameling & Stamping Co., Inc., Milwaukee, Wisconsin, for free six months' subscription to Nesco News.

NATIONAL ENAMELING & STAMPING CO., Inc.

St. Louis
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NESCO PERFECT

OIL COOK STOVE



Volume XVII

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Number 3

YOU HAVE A PART TO PERFORM

The grass grows quietly. The leaves come out on the trees without making any fuss about it. One day we see a pair of parent birds carrying some strings and straws, and such a little while later the young ones are eyeing us solemnly as they take their first lessons in learning to fly. The sun creeps higher and higher, and the warm days come on apace. Nature just goes about its business—and gets the thing done. Once in a while there is a thunder storm and a little electrical display, as is necessary. But on the whole, progress is made by the working of vast, silent forces.

We are tremendously likely to be deceived because business conditions operate throughout the country in much the same manner. There is a steady improvement without spectacular fireworks. If we sit down and say, "Nothing doing"—there may not be, for us, but we may wake up later to find that our garden has not been planted nor cultivated, and that in consequence, there is no harvest for us to reap.

Now is the time to get busy—and busy to good purpose. The spring of 1922 will give way to the summer and the autumn and the winter. The seasons melt into each other quickly. Now is the time to make every day count. We have no time for speculation or doubts. Prosperity is here, if you will go out to meet it. Get busy! There's no time to lose!

If people do not deceive themselves by attempting to spread an inventory loss over a period of months or years instead of taking the bitter dose all at once without instalments of a long-drawn agony, business in general will begin to show a very much more rapid general recuperation than even it is showing.

The man who knocks usually condemns himself if he but knew it.

None of us enjoy difficult or distressing experiences even though they may be good for us and necessary to prevent serious catastrophes.

A Worthy Motto

DO do what thou knowest, and do it thy best; to love one woman truly, revering the rest; to treasure among the gifts blessed, thy health; to garner thy profits for service, not wealth; to build thee a house with a wide open door; to give with glad spirit a part of thy store; to pray mid the beauties of Nature and Art; to go to thy God with a calm, steadfast heart.

EACH ONE SHOULD DO HIS OWN PART

The conversation that is offered gratuitously and continually nowadays as a supposed means of ameliorating conditions, invariably provides an exhaustive code of conduct for somebody else to follow. Much of it is nonsense. A great part of it is based on abysmal ignorance of conditions in the other fellow's business. In the building trades, for example, to illustrate the kind of loose talk that is indulged in more or less everywhere, the plumbing manufacturer may argue with conviction:

"Everything would be rosy if the lumber man would only reduce his prices"—or if he would do this, that, or the other thing.

Before the words are out of the plumbing manufacturer's mouth, the lumber man loudly proclaims somewhere else:

"It is all the fault of the plumbing people!"

This is not greatly exaggerated. And both men are speaking out of turn. They are talking not about what they know, but what they imagine. We do not need imaginary solutions today. We need facts. And I feel that the closer each one of us sticks to the facts of his business as he knows them, and the more effectively we operate and manage on the basis of what we can demonstrate beyond the possibility of refutation, the sooner will we all get out of the slough of slow selling into which we have fallen. It would be pleasant and profitable all round, if we could have less passing of the buck.

Success consists in the invisible and intangible sense of inner satisfaction and approval of one's fellows, plus the tangible results of good judgment and persistence.

Self-control means the sacrifice of small, temporary benefits for the sake of larger and more permanent ones bye-and-bye.

A good many salesmen and sales directors might be compared to a sprinter. A few years ago, we will say, he could run 100 yards in 10 seconds flat. Then he began to find that he could win his races in 12 or 13 seconds, and he relaxed the severity of his training. Now he is forced to exert himself again. It may be that he will have to do the 100 yards in even less than 10 seconds in order to win.

The question is, can he train down to it; and if so, how? That is also the great question today for salesmen and those who direct sales.

Do not allow yourselves the lazy satisfaction of thinking that there is no business to be had. We know better and so does everyone who goes after it rightly.

The reason that you are maintaining your organization is because you want to get your full share of the business that is to be had now, and to prepare for getting your full share in the future. It does not require very much digging to discover that there are profitable sources of business which you have more or less overlooked, or at least have neglected to cultivate thoroughly.

Creative selling, right prices, and attending to our own business as well as we know how and without trying to regulate the other fellow, of whom we know nothing, are the three principal points in your selling policy today.

Do not waste your time talking about what you think the other fellow ought to do; simply attempt to do what you ought to do yourselves, so far as you are able to determine what that is.

Sufficient and regular rest insures steady nerves, clear mental vision, and a real enjoyment of life.

Successful people are up and doing while the day is young.

Imagination in Business

QVERY invention is first conceived in the mind. It is an idea before it is worked out into an accomplished fact.

True, it very seldom happens that the idea is developed to the fullest extent, but as the mechanical process continues the mind goes ahead of the actual development, realizing or imagining the article in advance of the mechanic, until final perfection is reached.

It is the same in the matter of merchandising as in the matter of manufacturing—in making dreams come true.

Suppose Edison had never imagined or dreamed what it would be to have a light in a bottle as it were, with no oil to replenish, no wick to go out, we might still be living in the day of candles and kerosene oil lamps.

Suppose Whitney had not conceived the cotton gin, and the manufacture of the various looms throughout the country; had not imagined how it would be if work previously done by hand could be done by machinery.

And so we can go on through the whole list of manufactures—when the harvester was invented by McCormick and the invention of the steamboat, the railway, the tractor, the motor truck, the automobile, threshing machine — and see how the inventive mind is ever on the alert, through imagination, through endeavoring to try and do something in a more economical or in a more rapid way.

Such changes are not brought about quickly and they are sure to encounter opposition. Whether a man advances a new theory relative to the formation of the world, creation of man, the continuity of life, or the various stages of consciousness through which humans may pass, there are always people to ridicule and poke fun at such dreamers or theorists.

We know of the time when the first locomotive was invented—how the curious and the knockers, as we would call them, crowded around when it was to make its first run. They were unanimous in agreeing that such a thing would never start, but the inventors and those who had faith in the locomotives, through their many and varied troubles and trials are rewarded at last with a start.

Then when these same unimaginative, uncreative minds saw the locomotive running at 10 or 15 miles an hour, they declared it could never stop. This experience has been repeated times without number.

So it is true that a merchant in finding new methods of reaching new customers and disposing of his stock, or more economical methods of handling his business, must to some extent be a dreamer. To be possessed of an imaginative mind and to visualize new methods by no means makes a merchant impractical. Keep a receptive thought—well balanced. Don't permit yourself to get too enthusiastic until you feel your way along, but never be afraid to at least try new methods in spite of your "friends" who say it can't be done.

Many an individual who starts out to be a good talker, develops into a hot air artist because he never listens to what the other person has to say.

The man who boasted constantly about his splendid increase in business, persuaded two competitors to locate—one on either side of him.

Your Actions Determine What You Are



You are either the
Little Red Rooster

Said the little red rooster, "Gosh all hemlock!
Things are tough,
Seems that worms are getting scarcer, and I cannot
find enough.

What's become of all those fat ones is a mystery to
me;

There were thousands through that rainy spell—but now where
can they be?"

The old black hen who heard him didn't grumble or complain,
She had gone through lots of dry spells, she had lived through
floods of rain.

So she flew up on the grindstone, and she gave her claws a whet,
As she said, "I've never seen the time there weren't worms to get."

She picked a new and undug spot; the earth was hard and firm,
The little rooster jeered, "New ground! That's no place for a
worm."

The old black hen just spread her feet, she dug both fast and free,
"I must go to the worms," she said; "the worms won't come to
me."

The rooster vainly spent his day, through habit, by the ways
Where fat round worms had passed in squads back in the rainy
days.

When nightfall found him supperless, he growled in accents rough,
"I'm hungry as a fowl can be. Conditions sure are tough."

He turned then to the old black hen and said, "It's worse with you,
For you're not only hungry but you must be tired too.
I rested while I watched for worms, so I feel fairly perk;
But how are you? Without worms too? And after all that work?"

The old black hen hopped to her perch and drooped her eyes to
sleep,

And murmured in a drowsy tone: "Young man, hear this and weep.
I'm full of worms and happy, for I've dined both long and well.
The worms are there as always—but I had to dig like hell!"

Oh, here and there red roosters still are holding
sales positions.

They cannot do much business now because of poor
conditions.

But soon as things get right again they'll sell a
hundred firms—

Meanwhile the old black hens are out and gobbling
up the worms.



Or the Little
Black Hen

Reprinted through
permission of the
author—Ed Wolff.

How "Soaking the Rich" Works

FOR the war-time Federal tax measure Claude Kitchen furnished the slogan: "Soak the North." For the so-called revision of that measure, lately presented to the taxpayers by congress, the "Agricultural bloc" considered "Soak the Rich" would be a good war-cry.

We assume that this "bloc" worked under the somewhat prevalent delusion that by "soaking the rich" in the way of taxation the farmer would be relieved of a measurable proportion of the burden. It might be interesting to see just how this theory works out in practice.

We shall assume—and our figures are approximately close to fact—that it requires fourteen pounds of virgin, raw wool to make an all-wool suit of clothes for a man of average size. The processes of manufacture reduce this to between three and a half and four pounds.

A farmer brings to market fourteen pounds of raw wool for which he receives in the neighborhood of \$2.10. Later on he pays forty dollars for a suit of clothes. If we can fancy the original fourteen pounds of wool he brought to market coming back to him in this suit of clothes it will help us to trace the journey of the wool through the various processes of manufacture and the various agencies of selling to the point where the farmer, as ultimate consumer, destroys all the values that have gone into the suit of clothes and pays all the costs of production, including taxes.

The \$2.10 he received for his wool has grown to the forty dollars he paid for the clothes. And everyone who has had anything to do with that wool from the time it left the farmer's hands until it came back into them, has added his taxes, practically, as a part of the producing cost.

Among the rich the lawmakers set out to "soak" we may assume may be found some of the manufacturers who turned the farmer's wool into the farmer's clothes. Instead of trying to tax both the farmer and the "rich" manufacturer justly and fairly the alleged "friends of the farmer" "soaked" the rich and tried to let the farmer go scot free.

But the rich simply passed his "soakings" along the line until their accumulations reached the original farmer in the guise of a retail price for his clothes. The farmer ultimately paid all of the taxes, but didn't know it. And the com-

paratively high price he paid for his clothes was due in considerable part to his foolish friends who imagined they were relieving him of a great part of the burden of taxation.

That is the inevitable way the "Soak the Rich" or "soak" any class theory of taxation works out in practice. The person or the class most intended to be benefited is the one that is "soaked" in the end. And this is exactly the way it will work as long as taxes may be pyramided and passed along and concealed until they are paid by the ultimate consumer as an unknown part of his retail payments. A suggested cure for the evil is to place the tax on consumption and give the consumer an opportunity to know exactly what he pays as taxes.

—Valve World.

THE SPIRIT THAT COUNTS

It is impossible to succeed by doing less than one's best. It matters little whether one's job be running an elevator, pounding a typewriter, running a turbine engine, handling tools, stoking a furnace, repairing a line, answering correspondence, obtaining contracts, or directing a great company, it is the doing of the work that elevates character or degrades it. The kind of work means nothing—it is the spirit you put in the doing that counts.

It is all right to be bound to win, to succeed, to make a splendid showing in one's business affairs. But what counts most—yes, vastly more than money and position, is to be true and upright and steadfast in integrity. The man who is true and who cannot be bought, need have no fear, for the best kind of success will be his, and money will be part of it. There may be testing times, but those who pass the examinations will receive the rewards.

TIME

There's a time to part and a time to meet,
There's a time to sleep and a time to eat,
There's a time to work and a time to play,
There's a time to sing and a time to pray,
There's a time that's glad and a time that's blue,
There's a time to plan and a time to do,
There's a time to grin and show your grit,
But there never yet was a time to quit.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatmen's Bank Building Broadway and Olive, St. Louis	421 First Nat. Bank Bldg. Chicago	70 Fifth Ave. New York	Phelan Bldg. San Francisco	105 S. Houston St. Dallas, Texas
388 Taylor St. Portland, Ore.	424 Higgins Bldg. Los Angeles	507 Pioneer Bldg. Seattle	204 Scott Bldg. Salt Lake	220 Pacific Bldg. Vancouver, B. C., Can.

Bed Rock on the Tax Question

THE average American citizen, wishing to enjoy the privileges of citizenship and ready fully to assume its obligation, expects the following:

1. That he shall pay his just share of the expense of government, efficiently and economically administered.
2. That he may be able to know readily exactly what government is costing him.
3. That he will pay this cost in the shape of taxes.
4. That he should keep an alert check on those who have been chosen to administer the affairs of government and to spend the money he has paid in taxes.

The average American citizen is the government of the United States—that is, he determines the majorities from which government receives its authority to function, says the Valve World.

It is the average American citizen, therefore, we have been speaking of in our efforts to get down to bedrock on the question of taxation, and it is to this citizen we speak when we believe we have reached bed-rock and may begin building upon it a structure of taxation that will be rational, just, and ample for all legitimate requirements.

The chief point is that the ultimate consumer pays substantially all of the taxes; that the great bulk of taxes, no matter how levied or what they may be called, are passed along as part of the cost of production until they reach the point of complete destruction of values in the final sale to the ultimate consumer.

In other words, no matter whether our taxes are direct or indirect, open or hidden, against production or against capital, against savings or against incomes, against real estate or against personal property, a very large percentage of them come at last to where they are virtually a tax on consumption.

If, then, the great bulk of our taxes is passed on to the ultimate consumer and paid virtually as consumption taxes, would not the average American citizen prefer to have the matter frankly set down in that manner through the devising of a system of taxation that would collect a larger proportion of our taxes openly and above board as consumption taxes?

This is exactly what the proposed Tax on Sales would do. It would tax every person in the United States, for every person to some extent is a consumer. The basis of taxation would be the same for every person, for every person would pay in proportion to the amount he consumed. Assuming a sales tax of 1 per cent, the person who spent \$1000 a year would pay a tax of \$10; the person who spent \$5000 a year would pay a tax of \$50; the person who spent \$10,000 a year would pay a tax of \$100.

and so on all along the line both above and below \$1000 a year of actual expenditure.

A tax on sales would tax the rich, justly, more than it would tax the poor, and there would be no opportunity for either one to dodge his taxes. The only way to avoid paying taxes under this plan would be to refrain entirely from buying, and the one way to reduce one's taxes would be to spend less. Thus a tax on sales would be a powerful incentive to thrift; it would discourage extravagance and waste. It would gauge a man's ability to pay by his ability to buy.

Regarding the sales tax, Senator Moses said:

"That proposal (Senator Smoot's Sales Tax) wipes out the nuisance taxes which have burdened all our people from the child with his baseball to the aged with his medicine bottle. It places taxation upon incomes at a point where accumulated resources will not go into the cave of hiding afforded by tax-exempt securities, but will once more march boldly into the field of expanding commercial enterprise.

"And, as best of all its provisions, it provides in the sales tax which the Senator proposes a fruitful source of revenue, easily collectible, payable at frequent stated intervals, and bearing with equality upon all the people. It is based, sir, upon what I regard as one of the safest indications of a man's ability to pay, namely, his ability to buy. It strikes at the vicious principle of graduated taxation which appears in this bill (the revised measure) and in its prototype, and which, as I view it, is but a modern legislative adaptation of the communistic doctrine of Karl Marx, who based his radical philosophy upon the doctrine of equalization of incomes, and who, having failed in his lifetime, should find posthumous glee in this generation, which, under democratic and republican auspices, seems to be embracing his cardinal theory.

"The system of graduated taxation, Mr. President, is to my mind both unique and vicious. It is vicious in that it penalizes both industry and thrift, for nowhere as it is applied in this measure or any measure like it do we find any exemption for those incomes which are accumulated by great mental or physical exertion. It is unique in that it appears in no form of taxation which touches other classes of possessions. Two men owning adjoining land, the one with 100 acres and the other with a thousand, are not taxed upon any graduated scale. The large proprietor pays no higher bracket of taxation upon his added 900 acres. Each pays alike. And, so Mr. President, I think it should be everywhere. Taxation should be uniform and just, and every man should contribute to the support of the government. Uni-

formity, justice, and a personal contribution to governmental support are found in the sales tax.

"It is further significant, Mr. President, that private comment upon the Senator's proposal is almost universally favorable. During the debate upon the so-called beer bill a witty senator in the cloakroom remarked that the country might be surprised if senators should vote as they drink. Such action, I suppose, is not to be dreamed of; but Mr. President, is it too much to ask when a great measure like this is pending, a measure affecting the welfare, prosperity, and happiness of all the people, that senators should vote as they think?"

From this it may be inferred that if senators and representatives voted as they think on this question they would satisfy the desires of the average citizen and vote for a genuine tax on sales.

How the Present System Works

Contrasting the possibilities of the tax on sales with the actualities of our present system of taxation, the following excerpt from a speech in congress by Representative Fess, of Ohio, is to the point:

"It is saying nothing unkind to say that the manufacturer in estimating the element of cost of production, will count the tax that he is to pay, and it will be included in the selling price, and the wholesaler will pay it. The wholesaler will count the element of cost, and he will put it on the selling price, and the jobber will pay it; and the jobber knows what he is going to have to pay, and he will put it on the selling price, and the retailer will pay it. And the retailer sells it to you and me, and God only knows how many times we pay it.

"If the wholesaler pays it once, the jobbers pays it twice; the retailer pays it three times, and the consumer pays it all the time. And yet we had persons arguing that if you will add an excess profits tax, you will put it on the backs of the few and the many will escape the burden—perfectly ridiculous—and that tax is so uneconomic that no enterprise that has the element of hazard in it will ever inaugurate a business as long as that uncertain element of limitation of tax or profits is written in the law."

Another quotation from a leading daily newspaper is enlightening. Commenting on the situation in congress late in November, when the tax revision measure was in conference, this paper says editorially:

"The ninety-four insurgents reflect on the intelligence of their constituents by not taking up the sales tax as the one sure way of heavily taxing the rich and of overcoming the valid objections to a heavy income tax. From the viewpoint of policy, taxes should have more regard to what a man does with his income than to its size. Of two men with incomes of \$1,000,-

000 a year each, the one who spends all of it in luxurious living should be more heavily taxed than the one who lives more modestly on half of it and invests the other half in productive enterprise. The latter would provide employment for other men and would add to the aggregate wealth of the country. The sales tax would bear more heavily on the rich than the poor, for each would pay in proportion to what he spent. The man who earned \$1000 a year and spent all would pay only \$10 at a 1 per cent tax, while the man who spent \$100,000 would pay \$1000 in addition to income and corporation taxes from which the \$1000 income would be exempt.

"Taxation will not reach an equitable, common sense basis until there has been a widespread campaign of education on the subject, similar to that of 1896 on the money question. Until then the demagogue will be able to deceive the people with fallacies, and their dupes, under the delusion that they are voting to tax the rich, will vote money out of their own pockets without knowing it."

How would a tax on sales be likely to work out in practice? We must judge of this by looking at some features of the sales tax—tax on consumption—now in operation in this country.

Sales Tax in Operation

Several states are now imposing taxes on the use of gasoline, the tax being collected from the buyer at the point of sale. In some states this tax is one cent a gallon, in others it is two cents a gallon. In Oregon the tax is two cents or about 8 per cent. The Portland Telegram makes this comment on the gasoline sales tax, pointing out how a sales tax works:

"During the month of September last, Oregon paid, in round numbers, \$110,000 as a sales tax on gasoline. This was at the rate of 2 cents a gallon, and as everyone knows, the tax is devoted to paying interest on highway bonds and to retiring the principal.

"Practically all of this tax—more than \$1,300,000 a year—is paid by owners of motor vehicles, and curiously very little complaint is heard of the burden, doubtless because nearly everybody recognizes the justice of it. The more miles you drive, whether for pleasure or for profit, the more you pay for the building and the upkeep of the rights-of-way which the state has provided.

The retail price of gasoline in Oregon today is 26 cents a gallon. The tax is nearly 8 per cent of the retail price. When you reflect on this percentage, you cannot escape the conclusion that it is very large, but the idea of injustice does not enter your consciousness.

"Now, suppose the hundred thousand car owners in Oregon (and all other consumers of commodities) apply the just principle of the gasoline sales tax to everything that they buy

at retail in place of the income and other taxes levied by the Federal government. If a Federal sales tax were substituted for the present system of taxation, would the consumer be paying more, or would his tax be less?

"Likely he would be paying less. The manufacturer, the wholesaler, the jobber and the retailer regard their Federal tax as a part of the overhead cost of doing business, and they add the tax to the article produced and sold. If it were possible to trace back accurately the pyramided tax on necessities, it would probably be found to be heavier than the 8 per cent tax on the retail price of gasoline."

We feel that we now may leave this question with our readers. We believe that if they will give the subject the thought which it merits and which in justice to themselves they should do, they will see that a system of tax on sales, as it has been outlined, would come nearer to being just and rational and ample and economical than anything that has yet been tried in the United States.

Once convinced of this, let our voters try to persuade their representatives in congress to think as they do on this matter, and then, as Senator Moses suggests, to vote in congress as they think.

MIGHTIER THAN THE SWORD— SOMETIMES

Though I am king, I have no throne
Save this rough wooden siege alone;
I have no empire, yet my sway
Extends a myriad leagues away;
No servile vassal bends his knee
In groveling reverence to me,
Yet at my word all hearts beat high,
And there is fire in every eye.
And love and gratitude they bring
As tribute unto me, a king.

The folk that throng the busy street
Know not it is a king they meet;
And I am glad there is not seen
The monarch in my face and mien.
I should not choose to be the cause
Of fawning or of coarse applause:
I am content to know the arts
Wherewith to lord it o'er their hearts;
For when unto their hearts I sing,
I am a king, I am a king!

My scepter—see, it is a pen!
Wherewith I rule these hearts of men.
Sometimes it pleaseth to beguile
Its monarch fancy with a smile;
Sometimes it is athirst for tears;
And so adown the laureled years
I walk, the noblest lord on earth,
Dispensing sympathy and mirth.
Aha! it is a magic thing
That makes me what I am—a king!

—Eugene Field.

AGRICULTURE IS A BAROMETER OF INDUSTRY

The Department of Agriculture has issued a calculation prepared by Prof. George F. Warren. The following is a summary:

"Compared with a five-year average before the war as 100, the purchasing power of some farm products at prices paid to farmers in June, 1921, were as follows: Corn, 61; oats, 60; barley, 53; wheat, 93; rye, 101; buckwheat, 101; flaxseed, 55; beans, 81; corn, 56; cotton, 51; cottonseed, 52; hay, 68; cabbage, 111; onions, 73; potatoes, 64; sweet potatoes, 89; peanuts, 48; apples, 91; chickens, 116; eggs, 77; butter, 83; milch cows, 80; beef cattle, 69; veal calves, 73; sheep, 66; lambs, 79; wool, 58; hogs, 67; horses, 45. Practically nothing that the farmer sells can be exchanged for the usual quantity of other things. It is physically impossible for farmers to absorb the products of factories. Farm prices have dropped much more than wholesale or retail prices of farm products."

Evidently the farmer is not now getting what belongs to him, although the consumer is still paying a substantial price for farm products—part of which price must go to middlemen.

In addition transportation charges on what the farmer buys and sells are much higher than before the war.

Check the fire in the furnace and the whole building or plant reacts to the lowered temperature.

Chill production at its source and all the departments of business suffer. Unduly high wages force unemployment. High wages mean high prices. The farmer needs a wagon. His own returns do not warrant its purchase. Fewer wagons are made. Less coal is used. Fewer people are employed. Less transportation is needed. Fewer railroad workers are on the pay roll.

Much corn is being burned for fuel this winter. The railroads do not get the business of transporting the corn to market or coal to the farmer. Less money is in circulation and so you and I find business quiet, money close, and the cost of doing business, high. This explains the depression and unbalance.

IT PAYS TO ADVERTISE

The "unprepared" speaker arose before a hardware convention. He was to speak on the lives of Washington, Jefferson and Lincoln. Being somewhat forgetful, he had pinned their names on the inside of his coat on the right.

"Dear friends," said he, "I am about to speak of three great men whose names are indelibly printed on our minds; no true American can forget them."

Then, opening the left side of his coat instead of the right, and peeping in, he said: "I wish to speak of Hart, Shaffner and Marx."

How the Retail Dealer May Increase His Profits

A Practical Address That Will Help Merchants to Be More Successful and Will Inspire All Who Have not Attained Their Goal

THE problems of the business man today are entirely new to this generation. The question now on every man's lips is: How can I make money on a declining market? The problem is so new to many of us that at first mention it seems to be very difficult, if not entirely impossible of solution, but like many other problems when tackled with courage and resourcefulness, it is not too difficult to solve.

In fact this problem has been more than once solved in the past. For example, following the Napoleonic Wars and our War of 1812, which in fact was our response to the great European struggle, the British Isles enjoyed a period of prosperity unprecedented in their history.

There are men living today who will recall the great era of railroad building which followed the Civil War, which now bids fair to be outdone by the campaign of good roads building in America following the great war terminated by the Armistice in 1918. In other words, this problem has been solved by the forefathers and will be solved by us in the following manner:

1. By a close study and skillful use of the best in advertising.
2. More aggressive methods of selling, with the distinct understanding that the best selling method is that method which renders the best service to the customer.
3. Through a study of turnover, to which the retailer must look for his chief source of profit in a declining market.

Value of Advertising

It is the first of these three that we shall discuss in this article. "How the Dealer May Successfully Advertise."

Advertising as it is generally understood is the means by which the community is informed of the good qualities of the merchant, his place of business, his business policy and the line of goods he sells. The sum total of advertising effort through a period of years must create a vast amount of good will; I say "must" because unless advertising and what it represents are successful in building good will, neither advertising nor the business back of it will be successful.

It is a proved fact that anything worth advertising could sell itself were the facts about it known to the public. Therefore advertising is merely telling people through print the facts about the goods and service you have to offer to the public. This not only renders your advertising a problem by itself, but adds greatly to the never ending charm of advertising since you are working out the problems which are altogether your own and entirely different from the problems of any other business man in the world.

Advertising has come to play a most important part not only in American business, but to all of us, in our

everyday lives. The daily existence of millions is influenced by it and any great falling off in the volume of advertising would have a profound effect, not only on the number and distribution of both newspapers and periodicals, but would be a national disaster both industrially and economically.

My investigations in the United States for more than ten years show a striking similarity between the bank clearings and the volume of advertising. Naturally, the volume of advertising tends to follow the trend of business activity. While the bank clearings outside of New York reached a total of over eighteen billions in October, 1920, they fell to less than thirteen billions in February of 1921.

The volume of periodical advertising declined in accordance with the usual seasonal fluctuation during the latter part of 1920, but recovered somewhat in February of 1921. This study shows that on the whole the volume of advertising possesses marked stability, rising less rapidly than business in periods of inflation and following less rapidly in periods of deflation.

How then can the hardware dealer successfully take advantage of this great new force in the modern business world? Answer—By adopting the following suggestions which are based directly on the practical experience of successful merchants, and let me say here that my interpretation of advertising may vary considerably from what advertising is generally supposed to be.



CAPTAIN JOHN W. GORBY

Director of Research, Cyclone Fence Co., whose addresses to hardware conventions have been an inspiration. He is a magnetic speaker, a broad-minded business man, and a thorough American. Captain Gorby was a banker for 12 years before the World War, when he served the colors. He was a college classmate of General Dawes.

Make Sales the Basis of Other Sales

Are you taking full advantage of your sales? In other words, when you sell a washing machine, a tractor or a furnace, do you realize that if this sale is the success that it should be, it is the best possible advertising in that community for the article sold and should result in four or five sales to neighbors? Methods by which this may be done will readily occur to every enterprising dealer, although it is one of the weak spots in many sales campaigns.

Use the Dealer Helps

The retail merchant in hardware has an unexcelled opportunity to develop his business through the use of the dealer helps which are furnished free as a rule, by the manufacturers of the various lines he sells. It is surprising that many dealers have made so little use of these helps. Envelop stuffers, window displays, direct correspondence with the dealer's prospects by the expert salesmen of the manufacturer, newspaper copy and illustrative cuts, movie picture slides, together with copies of advertising which appears in the pages of the chief periodicals, all calling attention to the dealer.

Yet, a recent writer expresses astonishment that so few of these opportunities are taken advantage of by dealers. Some dealers are confused by the vast amount of stuff of this sort that comes to their counters and this confusion results in nothing being done.

We suggest that the retailer map out a plan for the year, selecting twelve or more articles in his store which he desires to push, let us say one for each month. Feature that article for a certain month. Make steady use of the manufacturer's advertising helps, keeping strict record of results. By this method, the dealer will soon find out what are his best sellers, and by strict attention to turnover and stock control, he will soon find wherein his profit lies and will be so governed for future years.

Advertise the Use of the Article

You will more successfully advertise if you stress the use of the article rather than the article itself. In the very fine advertising the Winchester Company turn out, the fine mechanical parts of the gun are seldom featured.

Instead you will see the fine bunch of ducks or the slung deer over the withers of the mountain pony, or the bag of quail. You can easily comprehend this as your mind goes back to that wonderful illustration of the day's bag of game which exemplifies what we mean by advertising the use of the article, which is after all what the purchaser wants the article for.

You will of course advertise seasonable articles at the time of year when people are most receptive, and when sales resistance is at its lowest ebb. For instance, in advertising skates for the holiday season, make your advertising so convincing that prospective purchasers will be led to buy early so as to be ready when good skating comes. Thus you will have disposed of your stock in ample time should a freeze come on a holiday when your store might be closed. In other words, your slogan should be "Be Prepared" with the sleds, the skates, the fishing tackle, the baseball, golf clubs, the tennis racket, the shotgun, and so on.

Apportion Your Advertising According to Investment

Apportion your advertising on your investment in every line that you carry. For example, do not spend a disproportionate amount advertising mouse traps, when at the same time you stint such lines as stoves, furnaces, washing machines, phonographs, or larger articles in which your investment is considerable more.

This may sound ridiculous, but it is being done every day. For instance, if you spend, say, 2 per cent of your investment on well planned advertising you will not only find by keeping strict record of sales, inquiries and perpetual inventory, just where you stand on the subject of advertising, but you will also find speedily where your profit lies and which are the "dead ones" in your store.

Follow the Consecutive Plan

You will much more successfully advertise if you outline a consecutive plan covering a period of years so as to make your advertising cumulative. A spasmodic advertiser kills his own game and sometimes makes up his mind that there is nothing in advertising after all, when the fault lies in the fact that he has not carried on a logical or carefully developed plan of advertising for a considerable period.

Companion Sales

One of the very finest ways of advertising is to educate your salespeople in companion sales. This means associating or grouping of the articles on your shelves so that when the customer comes in and asks for something he will be shown let us say a tray containing not only the article he asks for, but that and several other articles commonly associated with it.

For example, let us suppose he has asked for a gun cleaner. Show him not only what he asks for but also the various oils, cleaners, polishers, rust preventives

which you carry in stock, not with the idea of urging it on the prospect, but with the clever suggestion which he will take up only too readily that it would be to his advantage to have some or all of the various articles described. He cannot escape his own conviction that you and the manufacturers have anticipated his needs in these articles, and that it would be to his advantage also, not to break the association but to continue it all the way through his own ownership.

Patronize the National Advertiser

You will find that the national advertising campaigns will be to your advantage. You will also find that any company engaged in national advertising has far more influence in your immediate community and makes sales easier than the non-national advertiser. Therefore, link up your store with national advertisers. The far-reaching educational influence of the national advertiser affects every community, and prepares the ground for your sales as nothing else has ever done.

The story is told of an enterprising stock raiser who specialized in the raising and sale of good horses. On the occasion when a big circus parade was in progress, he with a team of fine colts took up his position at the rear of the parade, just following the steam calliope. Naturally his position attracted much attention and achieved for him quite a bit of fame in the community, not to mention the favorable comment that resulted because the crowd took it for granted that the farmer and his snappy team of colts were so closely associated with the big circus that they must be part of the large institution to which he attached himself. Therefore, get in line with the big procession of national advertisers and take full advantage of every opportunity.

Make Your White Space Thrill With Meaning

The opportunities suggested in this page will not be fully realized unless you look upon your white space as affording infinite possibilities. Remember you are buying space solely for the opportunity to place your message in that space. Remember also that the value of the space to you depends upon the power, punch and pep of the message you put into it. Read the pages of the best periodicals for examples of selling phraseology which is today positively the best in the world. Shakespeare never put words together any more skillfully for the purpose intended than do many of the expert advertising writers whose work is found today in the pages of first-class periodicals published in this country.

Therefore, don't buy any more "merely-white-space," but buy an opportunity to put across that message of yours which must vibrate with life and thrill with enthusiasm. Look upon white space as a message to influence human life. The possibilities are almost endless—as wide and varied as human life itself. Since business is the process by which the needs of humankind are supplied, make your message appeal directly to an emphatic human need and you will not appeal in vain.

Cultivate Youth of Your Community

Your advertising should especially appeal to children. The most of us expect to remain in business for some time to come and we cannot better place our message of service than to gain in the minds of the young, a very choice position, because sooner than we know, children are grown-ups and are direct channels of business energy either toward or away from your place of business. Every boy loves a gun and every girl loves a doll baby and if you are not prepared through this first class channel to make your way straight into the hearts of the boys and girls, go from this hall resolved most profoundly that you will wear that path smooth by frequent travel when you get back home.

The Bible expressed one of the greatest truths when it says, "A little child shall lead them," and if you do the right thing by the boys and girls, the leadership

of the little child will be straight to your store and it will mean prosperity for you.

Cut Out Dead Lines

You will soon find by this process of advertising the lines that are good to carry in your community and the dead lines after reasonable trial should be eliminated. Primarily, the rendering of service is the best means by which to make money and you are in business to make money for yourself, your family and the education of your children and a comfortable old age. The greatest prosperity, however, lies in rendering the best service to the community, but you do not render a good service to the community by loading up shelves with lines that do not move and move fast. A safe criterion is that a line of goods backed by national advertising is a live line.

Let Your Clerks in on Your Advertising

Do not forget to educate your clerks to the value of advertising and every bit of advertising you turn out should be placed in the hands of your clerks even before it goes to press, in order that they may be fully informed as to just what you are doing. You will find that they will be deeply interested, will cooperate with you so as to take the fullest advantage of the inquiries resulting. It is conceivable, yes, it frequently happens in some stores, that the clerks know very little of the latest advertising of their house. Unquestionably this lack of cooperation prevents or retards sales. Therefore, you will find that the education of your clerks in advertising and salesmanship will pay you more dividends than any other investment you can make.

Make Your Windows Sell Goods

Do not forget the great power of advertising through your front window, which is the least expensive of all your advertising and which should be perfectly consistent with whatever other advertising you issue. It has been found that one of the finest effects of a first class window display is the effect on the clerks themselves, whose morale is increased and whose salesmanship is rendered much more effective by what they know is in the window or in the latest copy of the local newspaper. Remember that a window display is most successful when it sells goods, not when it caters to the curiosity or amusement of the passerby. It will pay you to get in touch with your manufacturer as to the best method of window display, as nearly all have worked out successful plans for window display and these may be had for the asking.

Go After the Business

In spite of all that has been said and written on advertising, and new business methods, the best means of making yourself and your store favorably known in the community is to go out frequently among the people themselves, in their places of business, in their homes, in the fields and shops and take an intimate personal interest in them and what they are doing. This is, without question, one of the very best means of gaining the good will of your community and you will be astonished to find out how willing people are to put you in touch with prospects for business, not only among their neighbors but even among their friends, long distances from your store.

Do not fail, therefore, to take every opportunity to jump in your car and go out among your people and fraternize with them. I mean every word of it. You should love to be with them, not only for your own selfish advantage, but because their success is your success, and without them and their whole-heartedness, cooperation and good will you cannot be secure in your success.

Summary

To summarize, successful advertising for dealers consists first, in making sales the basis of other sales. Second, in the fullest possible use of manufacturers' and jobbers' advertising helps.

Third, in advertising the use of the article itself.

Fourth, in featuring seasonable goods.

Fifth, in apportioning your advertising according to investment.

Sixth, in following a consecutive and logical plan of advertising through a term of years.

Seventh, in making the most of companion sales.

Eighth, in pushing nationally advertised goods.

Ninth, in making your white space thrill with meaning to your prospective customers.

Tenth, in cultivating youth.

Eleventh, in cutting out dead lines.

Twelfth, in making your advertising interesting to your clerks, keeping them well informed.

Thirteenth, in making your windows sell goods.

Fourteenth, in going after the business yourself by personal calls on your customers and prospects.

In a word, be a leader in your community. Be your town's booster. Stand at all times for the positive element, for cheerfulness, optimism, the church of God in whatever denomination you may prefer, join in most enthusiastically with every good movement to boost your town, swear by it, never at it, and some fine day if you carry out these principles, you will awake to the fact that you have reached the top and when the silver hairs begin to play about your temples, you will realize that fact that you have won the coveted degree of "SUCCESS."

The statistician of the National City Bank of New York, O. P. Austin, tells us that the world national debts were nearly ten times as much in 1921 as at the beginning of the war. The "debt habit" forced upon many governments during the period of the war has been continued in many countries now that the war is over, because governmental expenditures have been permitted to exceed the income from taxation. This leaves a deficit, and the "deficit habit" is further encouraged by the decrease in certain countries of the purchasing power of the currency.

As individuals it is up to us to use our influence separately, and unitedly through our organizations, to stabilize government and personal business, that debt and an increasing burden of taxation shall not hamper and handicap for years to come.

BULK SALES LAW

Editor HARDWARE WORLD:

I have succeeded H. W. Albright in the hardware business and I want to ask you how long after possession of stock is taken can the wholesale creditors hold the stock for debts. Who, under the bulk sales law, is required to notify the creditors, the seller or the buyer?

I have had possession of this stock since July 7, 1921. Kindly give me full particulars. Birmingham, Iowa. JAS. S. BARR.

Our Reply

Under the bulk sales act the prospective buyer has to notify the creditors of the seller. The time during which, under the bulk sales act, the creditors of the seller who have not been given notice can proceed against the stock in the hand of the buyer is never over 90 days, so that the time has long since expired if nothing has yet been done.

Godfather of All Sportsmen

Merchants and Salesmen of Sporting Goods May Well Profit Through the Example Which George Wright, Founder of Wright & Ditson, Has Set as Sportsman, Salesman, Merchant and Manufacturer. America Is Indebted to Mr. Wright for First Introducing Tennis and Golf

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MANY a true sportsman has proved a poor business man, and on the other hand many a keen business man has shown himself to be a mighty poor sportsman, or has become so absorbed in his business that he has had no time or thought of sport or play or the great all-leveling outdoors.

So in a busy and often single-tracked world a George Wright is seldom met, but how refreshing! For he combines in a superlative degree the sportsman and the business man. Always a championship athlete, through his veins the blood of sportsmanship has flowed since early youth, and still does, as he celebrates his 75th birthday. His great business has grown to strength and international proportions.

As a youth he formed the habit of setting a pace, on the baseball diamond, the cricket field, the tennis court, and later, on the golf links. So he has continued to set the pace—for the standards and ideals of sport, for the development of young players, for the introduction of new games, and for the progressive conduct of the sporting goods manufacture and supply business.

Sets an Example Worthy of Emulation

Nerve, muscle, frame, co-ordination—all these in proper mixture with nimble wit, make an athlete. Add the point of view of the beneficent idealist and your

athlete becomes a sportsman. So Mr. Wright may well be taken as exemplary of the standard of American sportsmanship, as well as the enterprise of American industry.

As a boy in his teens he was mascot of St. George's Club cricket team, on which his father played, and he traveled from his New York home "all over the country" as it existed in those days of the early sixties. The team members were men about 40 years old, but young Wright now and then had his chance, and he was a "corking player" from the start.

Played with the First Baseball

About this time two New York shoemakers followed the instructions of some young fellows in the neighborhood and turned out the first crude baseball, rather large to handle, a rough leather cover over a ball of yarn. Naturally young Wright, dashing cricketer, tried his hand at the new game and became one of the crack players in the first chapter of baseball history.

He chose shortstop as a position to study and specialize on, and for seven years played with the Cincinnati champions, leading them on the offense, while his teammate, A.C. Spalding, held the opposition from the pitcher's box. Mr. Wright

threatened Babe Ruth's laurels with his old record of 49 home

There seems to attach to a man a peculiar significance whose initials "G. W." comprehend his full name. To most people it instantly suggests the great and illustrious Father of our Country.

Whatever purpose such letters may have it is a distinct pleasure to present to the thousands of readers of *HARDWARE WORLD* a twentieth century "G. W."—Mr. George Wright, father of the sporting and athletic goods business of the country—founder of what has developed into America's vast sporting goods business and dean of the trade.



GEORGE WRIGHT

is a typical American, making his home under the shadow of Bunker Hill Monument, absorbing the patriotic atmosphere of Concord and Lexington.

Proud as Mr. Wright is of the business of Wright & Ditson, which he founded and which he will hand on to his sons and daughters, he is more proud of them. They naturally take a just pride in the achievements and success of their father.

Such a story as this should serve as an incentive to the younger generation of Americans.

Mr. Wright is one of the few men who have made a success of play and recreation. In capitalizing it he has given to untold thousands pleasure and happiness throughout the earth.

Just as other "Georges" have been supreme in past and present times, Mr. Wright occupies a somewhat similar position in his realm as do present day Georges (Lloyd and King George) in Europe.



One of Mr. Wright's first interests was baseball in the early sixties. He saw the need of better equipment and at once set about supplementing it. This was the beginning of this well known institution.

runs in the 1869 season, when the "Reds" won the pennant. (They must have been the "Reds" in those days, too.) After the regular season Captain Wright took his men out over the new transcontinental Union Pacific clear to California, and a whole story could be written of the adventures and pioneer experiences of this trip.

On a cricket trip he had chosen Boston as the city he wanted to choose for his home, so in 1870 he left professional baseball (where his contract salary of \$1600 a year was the highest yet known). With his friend Ditson he opened a little store to import cricket goods and to make baseballs and bats that could be relied on. The early balls had been so irregularly made that their antics on the field were wholly a matter of caprice. So a reputation for reliability and standardized product was set at the start, and a policy of athletic leadership, which has only been intensified with the passing of years.

Standing for Fair Play and New Sports

Mr. Wright was a true leader of his countrymen on the cricket field and baseball diamond and into the workshop in the interests of better sports—but he was destined to be even a greater leader, and his work had only begun.

In 1880 he fathered the first tennis matches in the United States at Newport, and he and Newport have since held the leadership that they thus acquired together. Wright and Ditson have specialized on tennis goods. Mr. Wright has known every championship player (two of whom are his sons, Beals C. and Irving), has made trips to England especially for the Davis Cup matches, and has been largely responsible for the tremendously important position of tennis in our national life.

Six years later, in 1886, Mr. Wright went into Canada to attend the great snow and ice carnivals, and back with him came the idea of outfitting the United States with equipment for white winters. Hence the first American line of snow shoes, skis and snow and ice equipment.

Introduced the First Golf Game in America

Perhaps the greatest single act of Mr. Wright's adventurous career was in 1890, when golf first saw the light of a new American day under his personal guidance. He is golf's godfather. He had noticed some odd looking sticks and "little balls" as an appendix in an English cricket catalog. So when he placed his order for the next season he included a dozen golf sticks and balls, without the slightest idea what would come or where they would go. He had, as always, the sporting instinct and an

adventurous desire to encourage any new game as well as the new player.

These golf sticks came without a word of instruction or introduction, so no one even knew which end belonged up. They lay on the shelves and he suggested to put them in the window as good atmosphere. A passing Scot entered one day to ask where the "golf course" was. No one knew what a golf course was.

Together with the Scot who provided a guide and rule book, Mr. Wright went to the park commissioners at Boston and got permission to lay out a golf course on the lawn in Franklin Park. One of his men in the store went out early, paced off some yardages as prescribed by the Scot, and dug nine little holes with a hatchet, in which he placed little flags, 18 inches high. That's what the book called for.

Later came Mr. Wright with five cricket friends and there they played the first known game of golf on American soil. He had secured a copy of Badington Golf Rules and set out to follow the instructions.

That was only 30 years ago. Today there are 35 courses in the vicinity of Los Angeles alone, and it is reported that the city of Chicago is contemplating 60 additional courses. Now it is a poor town that hasn't a private or municipal links.

Sons Become Tennis Champions

Although Mr. Wright had won his first real fame as a baseball player, he felt the game had fallen away from its first amateur atmosphere, so that he religiously diverted the attention of his sons toward tennis. In fact, he refrained from mentioning "baseball" in his sons' presence, for he felt that it savored too much of a game for "rough necks" in certain localities at that time, but he did talk to them enthusiastically about tennis, and they acted on his suggestions. In fact, his last connections with baseball was in 1879, when as manager for Providence he won the championship for his team and retired in glory.

On the courts Beals C. Wright was national champion some ten years ago and has been for years a high ranking player. With Wright & Ditson he is at New York, in charge of all advertising. His brother Irving Wright at Boston, also one of the chief executives of the company, likewise has been and still is a tennis player of national reputation.

Mr. Wright's Happy Position of Deanship

As for Mr. Wright, Sr., he is reaping the harvest of clean living, healthy exercise, the great outdoors, and work always in behalf of a prin-



Just as Wright & Ditson build first on baseball and tennis goods, so with their introduction of golf to this country they added to their reputation and laurels.

ciple, an ideal, a standard of sportsmanship. Recently he toured the West in company with a friend and companion of many years' standing.

The Los Angeles Country Club held a special dinner in his honor on his 75th birthday. The early spring he is spending as usual at Summer-ville, South Carolina, where a friendly group gathers every year to play golf and enjoy each other's companionship.

Old Timers' Golf Game

One of the main events on Mr. Wright's annual calendar is now an "Old Timers" golf tournament, held in Boston at Mr. Wright's home, where he is especially at home to his first friends of the links. Last year there were 75 at luncheon after the round, and the guests showed their veneration and appreciation of their host by the gift of a bookcase to hold his library of personal records and literature of sport.

Mr. Wright believes that golf, his latest addition to the annals of American sport, is destined to be the greatest in importance and general participation. There are less spectators and more players than in baseball. A man can be "good" longer, in fact age does not enter the matter, as in tennis. And yet there is free play for all the American instincts of sportsmanship: Fair play, gallantry, precision, agility, constant motion, and a fundamental athletic democracy.

The Merchandising Possibilities

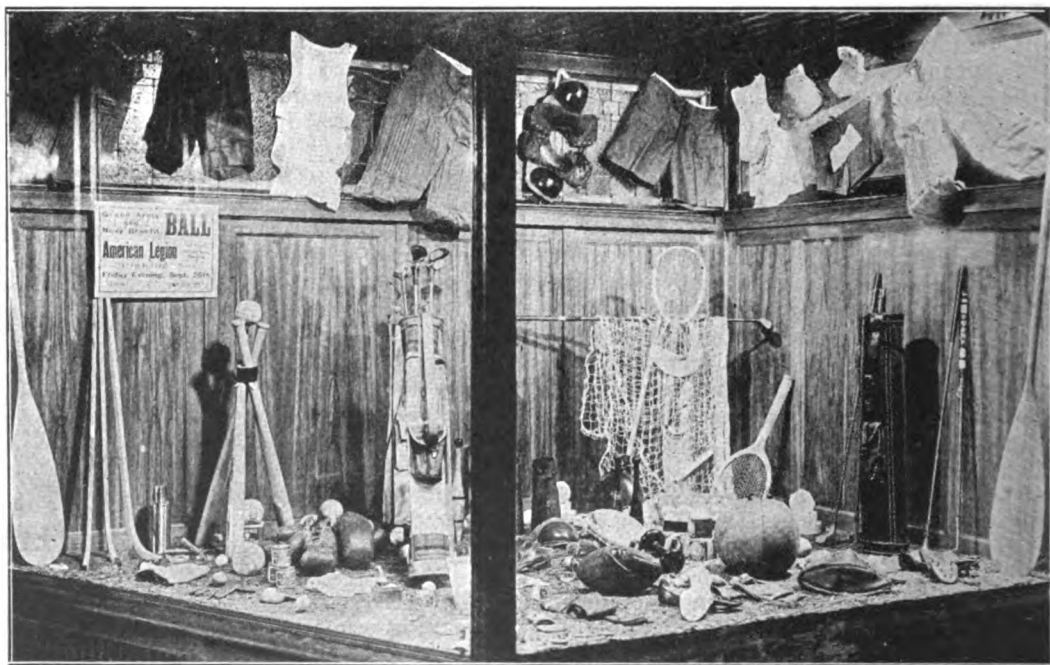
The merchandising possibilities of golf goods are fully equal to tennis, baseball and similar



JOS. A. ADDLEMAN

Western Manager for Wright & Ditson. Under Mr. Addleman's jurisdiction their trade in the West has grown in popularity as thousands of **HARDWARE WORLD** readers will attest who are distributors for their products.

merchandise—even if not greater. In fact, there are thousands of readers of the **HARDWARE WORLD** who are not only enthusiastic golf fans but are taking up the sale of golf goods and are rapidly developing it into first rank with their tennis, baseball and other athletic equipment. It offers splendid opportunity for enterprising merchants everywhere.



This is typical of thousands of readers of the **HARDWARE WORLD** who are large distributors in baseball, tennis, golf and athletic goods generally. This photograph was recently sent to us by an enterprising western subscriber.

Burke Builds Better Golf Goods

Twenty-three Years Spent in Developing a Complete Line for the Links Have Taught Ohio Manufacturer That Opportunities for the Sale of Golf Goods Are Only Limited by the Enterprise of the Merchant

THERE is that in the Burke family that makes for achievement and national distinction. President William Burke of the Burke Golf Co. only follows in the distinguished footsteps of his ancestor Edmund, orator, statesman, scholar of eternal fame, whose argument for Conciliation before the Revolutionary War turned the eyes of all Burkes westward and probably was more than remotely responsible for the William Burkes' contribution to the fame of Ohio as well as the welfare of the game of golf internationally.

William Burke's first taste for golf was cultivated in the Ohio woods, long before anyone in America knew the difference between a "birdie" and a "caddie." In fact Mr. Burke was wholly unconscious of his destiny. With his father he loved to go out and swing an axe, and as a mere stripling he could chop circles around the other boys.

Between the hickory that grew in the woods and the hickory axe handles that were so close to his heart, one of his principal acquired assets when he went out into the world, was his knowledge of hickory. The buggy makers needed just such knowledge, dexterity, and experience as he had, and for his first twenty-three years in business he was a hickory man for buggy makers at Columbus, Lancaster and Dayton.

Along in the late nineties sporadic cases of golf fever began to be diagnosed here and there, and certain far-seeing men at Dayton felt that the ravages of the joyful disease would be all-embracing.

There was a firm of shoe last makers, Crawford, McGregor & Canby, Scotch from start to finish, and they believed that golf clubs could be made in complete harmony with shoe lasts. So

"Mac" went to his friend Burke and won him away from the "spokes" to take up the "shafts." For William Burke could develop a line of hickory golf shafts for them if anyone could.

They did, too, for 12 years,

improving, augmenting, popularizing the line and keeping up with the new requirements of the game as it spread and increased.

Burke Co. Started at Newark

Eleven years ago Burke broke away, went over to Newark, 100 miles east of Dayton, and with four men as his force started making golf shafts under his own name. The growth of the business has been in proportion to the growth of the game. The Burke Golf Co. now employs 165 men at the factory, has the distinction of manufacturing under one roof a full line of clubs, balls and bags, and sends its products all over the world, wherever golf is played.

The present output of the factory is 1250 shafts per day, not to mention the separate parts which are furnished to those who prefer to assemble their own clubs, or for repairs. The last

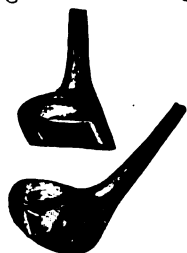
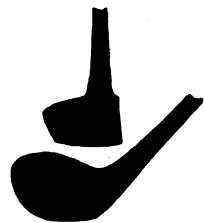
inventory of the company showed over 1,000,000 shafts on hand, in process of manufacture, for all Burke hickory shafts are air seasoned for two and one-half years.

How many readers of this page, even though they are golfers themselves, know what wood is used for the heads of wooden clubs? Persimmon, rather a rare wood found in the South, valuable for its resiliency, its comparative light-



WILLIAM BURKE

Ohio has become famous as the mother of notable men; here is another worthy son who has developed an industry and set a standard of quality of which his distinguished ancestor, Edmund Burke, would be justly proud. For more than a quarter of a century Mr. Burke has been considered an authority on "woods" and this knowledge of material has enabled him to contribute in a high degree to the manufacture of golf goods that are a standard by which others are compared. To his intimate friends he is also known as "Hickory Bill."





GEO. H. ECKERT



T. D. McLEAN

Two popular representatives for the Burke Golf Co., who take much pride in being associated with such an institution and whose efforts in distributing their products are meeting with much success among merchants and dealers.

ness, its hardness, and the fact that it does not split or check. Beechwood, maple and dogwood have been tried, but they do not combine the essential qualities as successfully. Burke heads are made of persimmon exclusively, and the wood is thoroughly seasoned for 18 months before being shaped and finished for the head.

Special Clubs for the Champions

Shafts have always been most successfully made of hickory, though steel is now being used to some extent. The Burke Co. have been notable in the last few seasons for their monel metal clubs. In fact they try every year to make their new models distinctive leaders.

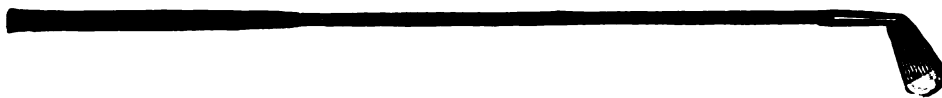
Through personal friendships with the championship players and "pros." both in this country and Great Britain, Mr. Burke keeps in close touch with the developments, new opportunities and demands of the game, though he

does not play himself. The company makes clubs for many of these notable players on special order.

Wonderful Opportunities for Merchants

As to the merchandising of golf and sporting goods, Mr. Burke sees great opportunities for the merchant, particularly the progressive hardware merchant throughout the West and South, where golf playing conditions are ideal and where the hardware man is looked to for sporting goods and other live new lines.

Although in the early days of golf and at the present time to some extent many sales of golf equipment were made through "pros" and instructors, retail merchants are coming to the fore with practice nets, instructors, standard lines, full stocks and a general service that is commanding the respect of the golf public in communities and trade with each new player.



A REAL MAN

The test of a man is the fight he makes,
The grit that he daily shows;
The way he stands on his feet and takes
Fate's numerous bumps and blows.

A coward can smile when there's naught to fear,
When nothing his progress bars.
But it takes a man to stand up and cheer
While some other fellow stars.

RELATIVITY

Twinkle, twinkle, little star,
How I wonder where you are;
High above I see you shine,
But, according to Einstein,
You are not where you pretend,
You are just around the bend;
And your sweet seductive ray
Has been leading men astray
All these years—O little star,
Don't you know how bad you are?

Essentials of a Successful Builders' Hardware Salesman

Service the Passport to Success, Whether It Is Selling Oneself or Your Merchandise—Buyers Want Service Delivered by Men of Integrity

BEFORE considering the requirements of a successful builders' hardware salesman, let us first consider the necessary qualifications of a salesman in any line.

Each one of us has something to sell; if it is not merchandise, it is our services or ideas. The unemployed sell their services to employers, the employed sell their advancement. The lawyer sells his services to the client, and then sells conviction to the jury.

Any salesman, whether he is selling hardware, cigarettes or life insurance, must be an honest, energetic, optimistic business man. Salesmanship does not offer a soft berth to the incompetent; on the other hand it does reward its followers very materially, if they will only use and demonstrate their intellectual ability.

I do not agree with those who consider a successful salesman to be a hot-air artist. Buyers tire of unnecessary talk. They want service and they want that service delivered by men of integrity. A man who doesn't have at least an honest appearance, might as well try to lasso a wild steer with a piece of wrapping twine, as to sell goods.

Service Is the Passport of Success

If you are a salesman, you are serving your employers by selling their goods; you are serving yourself by making the sale and you must serve your buyer, by telling him the truth concerning your goods and the money value they represent, together with the service they will render.

If you do not have the interest of your customer, together with the interest of your employer at heart; and if you do not believe in the goods you are selling or the house you represent, then you are flirting with certain failure. You might get an order now and then, but the germ of defeat is in you.

Personality Is the Man Himself

We have heard much that a salesman to be successful, must have a pleasing personality;

but personality is not something that a man possesses; it is the man himself. This personality manifests itself in our facial expressions, our actions and our conduct.

Whether this manifestation indicates that we are radiating generosity, vivacity and happiness, or selfishness, timidity and pessimism, depends upon our constant attitude of mind toward others.

Builders' Hardware Salesmanship Not Mysterious

Builders' hardware is considered by many the most complicated line which is in any way connected with the hardware business. There is, however, nothing strange or mysterious about it; on the contrary, knowledge of it can be obtained by anyone having ordinary intelligence, providing he is energetic enough to make the somewhat tedious study it demands.

One wishing to enter this particular field of endeavor must necessarily understand that his activities will be confined principally to dealing with architects, home builders and public building committees.

If therefore he is equipped with only a limited education, he should strive to enlarge his general knowledge in order to become a convincing talker.

This can only be acquired by very diligent study and extensive reading.

In addition to what has already been said, the successful salesman must read plans and interpret architects' specifications. He must be a constant observer and be interested in all new articles manufactured. He must have an abundant supply of patience and a willingness to exercise infinite care with details.

If you are a builders' hardware salesman you should know how to compile schedules and make proposals. Your propositions must be worded in good, clear, straight-to-the-point English and you must be able to give detailed explanations of the numerous technical terms.



EARL LUDWICK

The author of this article, has been connected with the Belknap Hardware & Mfg. Co., Louisville, Kentucky, for almost 12 years.

Mr. Ludwick takes his business seriously and finds a just pride in his connection with this institution.

Knowledge Never Comes Amiss

Leading builders' hardware manufacturers have practically the same designs and miscellaneous items but use entirely different names for designs and different numbers; you should therefore acquaint yourself with the comparative designs and numbers, to those you are selling.

As finishing hardware is designed for decoration as well as utility, you must know the various patterns suitable for any style of architecture; you must know quality from inferiority; you must be familiar with the different master-key systems pertaining to locks, of both the cylinder and bit key types; you must understand how to measure for fire exit or panic bolts, sash operating devices and other mechanical contrivances; you must know what size door checks are required for all sizes of doors; the size of hinges required for doors of different thicknesses; understand the various features of floor hinges, both of the checking and non-checking types; you must be familiar with the numerous kinds of casement window operators and adjusters, also with the transom lifters and operators.

Many states have codes governing the material used in the construction of public buildings. You must familiarize yourself with the requirements of these codes, and thereby be in position to equip those buildings with hardware that will comply with the different state laws and fire underwriters' specifications.

This is of paramount importance, as it is not infrequent that the material specified in architects' specifications do not harmonize with those of the underwriters.

Knowledge of your goods, together with knowledge of your customer's requirements and your ability to serve, is a combination hard to resist, and when you have this, your intuition and experience will guide you toward using it to the best advantage.

A UNANIMOUS OPINION

Editor HARDWARE WORLD:

We always consider the **HARDWARE WORLD** as one of the live energetic journals of the trade and we must compliment you upon getting out such a splendid publication of such great value to retail merchants.

We daily use the **HARDWARE WORLD** in our work. It is a splendid help to us.

We are digging in as hard as we can to make 1922 as successful as the fourteen preceding years, and we are always on the lookout for new ideas in selling our goods and of running an up-to-date store, and we get many out of your publication.

Yours very truly,

GATE CITY LUMBER COMPANY.

New Mexico.

Chas. H. Wohrer, Agent.

SIMPLE ANSWER TO A GREAT QUESTION

(By Dr. Frank Crane)

One of the most absurd things to be found in this absurd world is the conflict between labor and capital. For they are the same thing. At least they are interchangeable.

The public is the cow; labor and capital are opposing thumb and fingers which, properly co-operating, get milk.

For thumb and fingers to hate and fight, instead of getting busy and squeezing, is almost too stupid to be human; it must be the inheritance of some wild ass's strain up the evolutionary line.

For, think a minute! Why labor? What does anybody labor for? What is the only conceivable end of labor? Answer: Capital.

The laborer works to lay up something. Every human being can produce more than he can eat and wear. The surplus is capital.

And that surplus means to him all the finer things of life, such as education, amusement, culture; it means progress, better chances for his children than he himself received.

Civilization is just another name for the surplus of labor. That is capital.

Hence the whole screeed and yawp and snarl, half envy and half passionate ignorance, about perils of capitalism and the accursed wage system, gives sensible folk a pain.

Any labor that merely seeks to provide for present needs, and not to accumulate a bit of capital, is only a temporary interruption of vagrancy.

A real laborer is bent on getting a surplus; a little home, maybe, or some Liberty bonds, or life insurance, or something of the kind which will increase his sense of security.

The intermittent hobo has no right to call himself a laborer.

The river of labor must empty into the bay of capital or it isn't a river; it's a gully of rain-water dried up by the noonday sun.

Now turn the argument around. It works quite as well the other way.

That is the only purpose, end, reason, or excuse for capital is labor.

Capital that is not in constant touch with labor, fed and refreshed by labor, dies. The only way it can keep alive is to keep paying labor.

The chief concern of every capitalist is to find without the slightest delay, a profitable investment for his money.

That means he must put it where it will give labor a chance to work and pay him for it, which is the only possible way to obtain a profit, dividend or interest, on money.

"Count that day lost

Whose low descending sun
Finds prices shot to glory
And business done for fun."

Why Women Want Washers

Some Concrete Suggestions Merchants and Salesmen Can Successfully Use to Increase Their Sales

SINCE efficiency has become the current watchword, it behooves every hardware dealer to push the sale of any appliance that will cut down household expense and lighten the burdens of housework. There was a time when mechanical devices were spurned, but the modern housewife realizes that this is a time of specialization. And just as her husband possesses the most modern office equipment, so does she equip her home with up-to-date appliances.

Special Training Unnecessary

Many dealers are slow to stock electric washers, vacuum sweepers and other mechanical labor-saving devices. They think such things could not be sold in their store because special selling ability is required. But there is little or no difference between selling an electric washer and a high grade range. And the merchant who stocks ranges can sell washers just as well as he can stoves.

Because there is a certain amount of "machinery" about such articles it may seem that salesmen should be especially trained. But the mechanical part of modern appliances has been developed until they are practically fool-proof and so simple that anybody can operate them.

This eliminates the need of mechanical skill or knowledge; but the salesman can go further into the subject by reading the factory literature and by studying the machine's construction.

A little knowledge of the different types will be useful in case questions are asked by the customer regarding the various kinds of electric washers.

Generally speaking, washers are divided into four different groups; and while the mechanism is more or less the same, the method of handling the clothes differs in each group. First is the dolly type washer with corrugated sides and bottom. An inner construction like a small stool whirls back and forth and the legs of this stool rubs the clothes over the corrugated surfaces and creates action in the suds which tends to loosen the dirt.

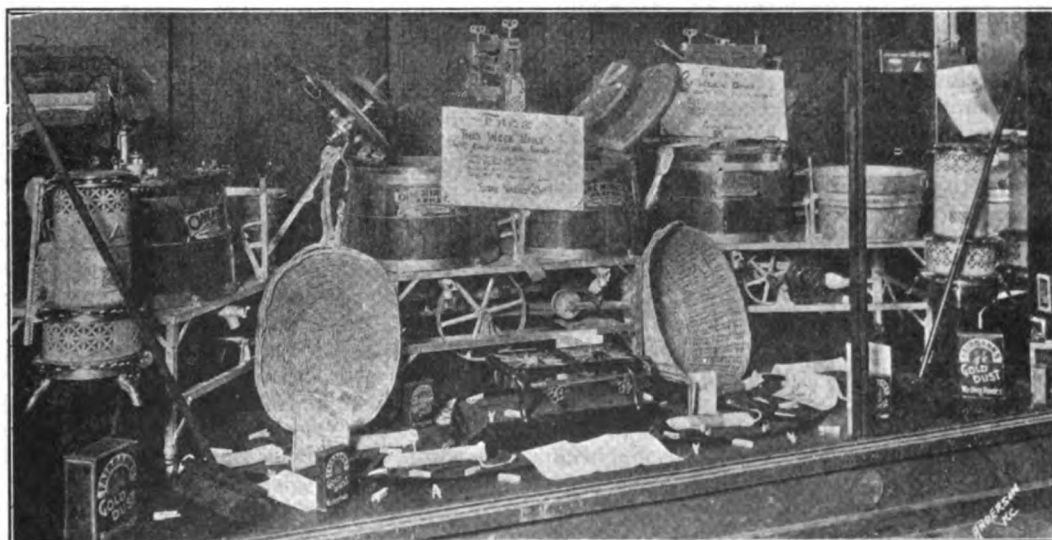
The suction type features vacuum cups which dash up and down, forcing the suds through the fabric and it is claimed draws the dirt from the clothes after creating a momentary vacuum.

The third machine is called the oscillating or rocking type. It washes the clothes by a continuous and violent rocking motion which throws the suds from side to side, loosens the dirt and draws it into the water.

The cylinder type consists of a perforated cylinder with an opening on the side. The clothes are placed into the cylinder, the opening is fastened securely and the machine revolves the cylinder in an alternating or jerky motion.

Each Type Sells Readily

Each type sells equally well, just as they vary in construction to meet the demands of the



A practical window that appeals especially to women. Here is a window any merchant can install without trouble and is sure to result in increased sales.

buying public; and each kind has its adherents among purchasers as well as dealers. But the salesman who possesses knowledge of each machine can show the superior points of any type and he can bring home the advantages of the particular kind he is selling with sufficient force to convince the prospective buyer.

Novel methods of selling washers are being developed every day by dealers, but one of the most reliable and successful methods used is to arrange for an actual demonstration in the store. Newspaper ads announce the date and housewives are invited to come and bring a soiled garment with them.

The lady who doubts whether the machine will wash shirt cuffs clean will bring a shirt, and another who wonders if the washer will injure laces may bring such a garment for trial. And when the day arrives the store is well filled with women, all anxious to see the machine work; and since most of them have a garment "in the wash" their interest is greatly increased.

Many questions are asked, the onlookers see the machine is easy to operate, and prospects are more readily obtained under such favorable circumstances. Then there is always a chance to sell one or more machines as a direct result of the demonstration. This stunt creates additional business by attracting attention and by bringing people into the store who would not have come otherwise. Then if a record is kept of every prospect and a follow-up campaign is carried out, the dealer will be gratified by the results he obtains.

Home Demonstrations Successful

Another, and possibly better, plan is to give a demonstration in the home at a time when it will be most effective. Dealers who use this plan start by obtaining a list of prospects. These names are kept on file by means of cards and an effort is made to learn on what day of the week the prospect usually does her washing. This information is noted on the card.

If it is shown that Mrs. Smith washes on Monday, steps are taken to make the most of this information. On Monday a messenger boy is dispatched to Mrs. Smith's house with a letter which offers to wash her clothes free of charge for demonstration purposes.

Mrs. Smith is busy with her morning housework, besides helping several youngsters get ready for school. She dreads the day's washing before getting started and just then the messenger arrives from the local hardware store. Of course Mrs. Smith is only too glad to accept such an offer and she hastens to the telephone to tell the store to send a machine over.

A successful demonstration follows, with an explanation that the machine can be bought on time with easy payment. It is also shown that the machine will pay for itself by economy

of time and labor. Such tactics usually have the desired effect—the washer remains in the Smith home and the salesman departs with a signed order copy.

Value of Knowing Your Customer

In the store, when selling direct to a customer, the salesman must practice those arts which are a mark of his profession. The customer may raise objections—expense, needless investment of money, difficulty of operation, etc. Such objections must be gradually overcome without apparent forcing of opinion.

The conversation can be led to a point where the advantages of the washer can be applied with direct bearing upon the prospective customer. She has probably had trouble with hired help, she has no doubt had her clothes poorly washed and possibly some pieces were missing when the clothes were returned. All these are common faults of washwomen, but when the washing can be done in the home in an hour's time with an electric washer, the average housewife will be interested to a point where purchase is inevitable.

Many women are frightened by the word "machine"—they have a mental picture of complicated wheels and gears which are a mystery to them. Some imagine they will be unable to manipulate the mechanical devices. But the salesman can easily dispel such fears by showing how simple the machinery really is; gears are covered, bearings are easily lubricated, and the motor cannot be burned out by overloading.

The salesman should endeavor to clinch the sale by talking the superiority of his machine. He must know the special points which carry weight with the buyer. Otherwise he may convince the customer that she should buy a washer but he should go further and convince her that she should buy his machine.

It is now recognized that washers are bought for a definite purpose and there is ample reason for their sale in every hardware store. The demand is steadily increasing, and if he has not already done so, the dilatory merchant should begin immediately to cash in on the profits derived from selling modern household appliances.

USE YOUR HEAD

A woodpecker pecks out a great many pecks
Of sawdust when building a hut.
He works like a nigger to make the hole bigger.
And he's sore if his cutter won't cut.
He won't bother with plans of cheap artisans;
But there's one thing can rightly be said.
The whole excavation has this explanation:
He builds it by using his head.

Mirrors make a store bright and apparently increase its size when they are clean and advantageously placed.

"Take the Cash and Let the Credit Go"

Methods Used by an Indiana Merchant in Changing From Credit to Cash Business

IN September, 1919, John Ziegelbaur's physicians told him that he was a very much over-worked man, and gave him to understand in so many words, that if he wanted to live to see the German mark once again reach the par value of twenty-four cents, he would have to do one of two things: Either dispose of his hardware store outright; or, if he continued to run it, he would have to cut down his labors about fifty per cent.

Now John, who has been a successful merchant all his life, just couldn't let his thoughts dwell on the time that he would be without a store. So he chose the alternative of retaining his business and cutting down his labor to a minimum, if not quite the fifty per cent advised by his doctors.

Charging sales, posting ledgers, keeping books, preparing and sending out statements the first of the month, and the worry of collections, all done between sales or at nights, and long hours of confinement, constituted the more arduous duties of John's business. Satisfying the wants of his customers was a genuine pleasure.

It is, and has been for many years, the practice of the merchants in John's town to stay open till six o'clock through the week, that is, on Tuesday, Wednesday, Thursday and Friday; and until nine or ten o'clock on Monday and Saturday nights.

Having resolved, at any cost, to reduce his labors, John at once posted a little sign in his front door to the effect that he would thereafter close at five p. m. every afternoon in the week, except Saturday, when he would remain open till eight thirty o'clock. This practice relieved him of eight or nine hours a week store attendance. He opens his store at eight o'clock in the morning. In addition to this he closes up every Wednesday in the summer months at twelve o'clock noon; and locks his front door to all customers every day in the year from twelve to twelve thirty for lunch. He has also reduced his delivery trips to one a day.

It was a bold step — and taken just prior to the Christmas season, too. But it was a necessary step, dictated by John's physicians; and, while he quite naturally disliked the thought of losing any business, he was not averse to doing so in order to regain and then retain his health.

The big resolution was made, however, when John decided to change his store policy of extending credit to a policy of Strictly Cash. The change was made, though, in a simple, yet quite effective manner, as is evident from the results obtained.

Through the mail Mr. Ziegelbaur sent to every one of his charge customers a copy of the accompanying letter. And then he adhered strictly to the terms and conditions of this letter.

That was two years ago, and more.

Instead of losing trade, as might reasonably have been expected, Mr. Ziegelbaur says his business increased \$2000 the first year, during the last quarter of which the Cash Only policy was in effect; increased \$5000 in 1920 over the year 1919; and during the first six months of this year (which is nationally known as a depression or readjustment year) his sales had run only \$400 under the same period for 1920. His labors have been cut approximately in half, while his worries have become practically nil. He has long since regained his health, and under no circumstances would he go back to the old practice of extending credit.

In fact, I don't believe Mr. Rockefeller, who is often mentioned as being a very well-to-do citizen, and who, I take it, would be considered an excellent credit risk, could buy a dollar coal-oil can from the Ziegelbaur Supply House without the cash.

And what hardware merchant in the country would not rather do business on a strictly cash basis than on a credit or limited credit basis?

Mr. Ziegelbaur has achieved success with his plan, every detail of which is here given. It was not easy, nor was there anything very difficult about it. It was accomplished by making a firm resolve and then sticking tenaciously to that resolve.

Why not make a resolution something like this:

"Resolved: That the merchandise in my store will be sold for cash, all cash and nothing but the cash!"

ZIEGELBAUR'S SUPPLY HOUSE

JNO. A. ZIEGELBAUR, Prop.



ANNOUNCEMENT TO THE TRADE:

This is to announce to the trade that on and after October 1st, 1919, all credit accounts, large and small, will be closed and further credit privileges withdrawn. I am led to the adoption of this policy for the following reasons, viz:

- 1st Requires less capital to do business.
- 2nd Places everyone on an equal footing.
- 3rd Removes sources of loss and misunderstanding due to errors of bookkeeping.
- 4th Removes losses due to bad accounts.
- 5th Tends to the lowering of prices because of heightened buying power.
- 6th Lessens labor of conducting business.

This cash policy will be pursued irrespective of person, firm or corporation, without favor.

I regret exceedingly to disturb the pleasant business relationship existent with some of my credit customers, but am persuaded the new policy is best for the future. Thanking you for your past business support, and trusting this change will in no wise affect our friendly relations, I am,

Sincerely yours,

ZIEGELBAUR'S SUPPLY HOUSE.

Germany's Industrial Revival

American Manufacturers and Merchants Must
Be on the Alert

WHILE the European countries that won the war languish, Germany, which lost the war, flourishes under an amazing revival of her industries. Concrete evidence in exposition of German conditions was given last week by Mr. Carl Ackerman in an address before a group of business men in New York. Having just returned from a tour of observation in Germany, Mr. Ackerman was able to speak from personal knowledge. Germany, he said, has not only recovered, but is pushing her business competitors back almost into the slough of despond in which she herself floundered three years ago. The story of how this has been accomplished is worth attention.

Immediately after the war the German government issued 127,000,000,000 of paper marks, of which 92,000,000,000 were taken by speculative investors outside of Germany. In payment for these scraps of paper there flowed into Germany a prodigious stream of actual money. It was used to bring in raw materials for old factories which had long been idle and for new ones equipped from loot drawn from Belgium and northern France. German labor is paid in marks, and while wage rates as measured by marks are far in advance of old schedules, if measured in gold are less than half of the rates paid in England, and of course infinitely less than American wage rates. German workmen paid in a depreciated currency are thus being automatically exploited. They are giving to the German manufacturer an "edge" of fully 50 per cent over employing manufacturers of countries with which Germany is in close competition.

Within the year 1921 nineteen billion shares of new industrial securities were sold. German purchases of cotton from this country within the year ran to double the figures of any previous year. Similarly with copper and many other raw materials. In the year German steamships did an unprecedented volume of business between British ports and North and South America, bringing in raw materials and carrying out finished products.

Schedules of comparative prices challenge belief. German manufacturers make automobile parts and sell them in Detroit cheaper than the Detroit manufacturers can make them. German manufacturers can place lawn-mowers in the New York market for less than one-third of their cost in any American factory. They can sell a camera tripod in New York at a profit for less than the cost of the raw material for the same article here. A meter which wholesales in America for eight dollars sells at whole-

sale in Germany for one dollar and a half. Shears which retail in Germany for fourteen cents sell in the Mississippi Valley for three dollars. And so on, ad infinitum—clocks, phonographs, ten-ton engines. Germany can and does undersell both American and British manufacturers in every country that is open to her commerce.

The labor differential is a large factor in the situation, but it is not the whole thing. Chicane plays its part. For example, a clock made in Germany bears on its dial a statement which proclaims it to have been "made in America." But it is, says Mr. Ackerman, the dial alone that is made in this country, and that keeps the article within the law. An American phonograph factory, operating in Germany, was siezed at the beginning of the war. The new German government promptly returned to the company its factory with the machinery by which phonographs were turned out. But shortly thereafter German factories were flooding the markets of the world with records made from matrices taken from the American factory held by Germany during the war at prices making competition impossible.

Mr. Ackerman declared that American investors are measurably to blame for a situation that puts American manufacturers at such serious disadvantage. It was mainly from American speculators who bought German marks by the billions that means for rehabilitation of German industry came. Many American factories are idle because American speculators gave to Germany the means of cut-throat competition. Mr. Ackerman's remedy for the mischief that has been done is revision of the tariff. The German economic offensive can, he argues, be met by an American valuation being placed on imported goods subject to ad valorem duties. That is, the 12 per cent of our imports subject to such duty can be valued according to American standards rather than by those of Germany.

Mr. Ackerman's closing message is worth attention: "Throughout the war we had here a great spiritual movement, and a country united for action under a slogan which urged us to 'Keep the Home Fires Burning.' Today we need some similar recognition of the new situation. We must unite to meet this new form of aggression and increase our efforts to 'Keep the Home Stacks Smoking.'"

—Argonaut.

It used to be possible for a coward to hide behind a woman's skirts. What chance would he have today?



ANOTHER SUPREME COURT DECISION BUSINESS MEN SHOULD KNOW

The Supreme Court of the United States has been paying considerable attention lately to matters which directly touch business in all lines. One of these matters was the Beech-Nut case, involving a manufacturer's right to keep his goods from being cut in price. Another was the hardwood case which was decided somewhat earlier and which I shall discuss now. The principles laid down in these cases by the highest court in the land, as to what constitutes interference with competition, are interesting and important to every business man in the United States, because somewhere and somehow these matters all touch him.

In the hardwood case the Supreme Court passed on a new form of "competition" called the "Open Competition Plan," which of late has been adopted by a considerable number of lines of business people, and was due to be adopted by many more, if the Supreme Court's decision had not killed it forever. It was a most ingenious scheme of eliminating competition almost entirely under the guise of preserving it. I can explain it best by telling just what the hardwood people did.

There were 365 members of the hardwood association, all selling hardwood in competition with each other. Together they produced one-third of all the hardwood in the United States. In a nutshell:

The purpose of the plan is to disseminate among members accurate knowledge of production and market conditions so that each member may gauge the market intelligently instead of guessing at it; to make competition open and above board, instead of secret and concealed; to substitute, in estimating market conditions, frank and full statements of our competitors for the frequently misleading and colored statements of the buyer.

That is the association's own description of the plan, which was carried out by having every member make six reports to the secretary, viz.: (1) a daily report of sales; (2) a daily shipping report; (3) a monthly production report; (4) a monthly stock on hand report; (5) price list; (6) inspection reports. The secretary with these reports before him, then prepared for each member's use a summary of each member's production for the previous month; a report of each member's sales, with prices; a report of each member's shipments; a report of each member's stock; a report of each member's prices; a

complete market report. In addition to all this, monthly meetings were held in some central place where the general situation could be discussed.

The government asked for an injunction against the scheme, claiming it was illegal interference with competition. The United States District Court granted the injunction and the defendants appealed, but the Supreme Court affirmed, holding in substance that the whole scheme was a most effective plan of preventing real competition, and of enabling the members, without interference from each other, to get higher prices than would otherwise be possible.

I have read the Supreme Court's decision very carefully. It shows that the court can see as far through a stone as anybody, and that plans of obtaining "co-operation" among competitors which are adopted in the future must be prepared to turn themselves inside out and demonstrate that neither their intention nor their result is to eliminate competition. The court ripped this elaborate "cooperative" scheme wide open with one slash, and disposed of all the sophistries offered in its defence with these words:

"Genuine competitors do not make daily, weekly and monthly reports of the minutest details of their business to their rivals, as the defendants did; they do not contract, as was done here, to submit their books to the discretionary audit and their stocks to the discretionary inspection of their rivals for the purpose of successfully competing with them; and they do not submit the details of their business to the analysis of an expert, jointly employed, and obtain from him a 'harmonized' estimate of the market as it is and, in his specially and confidentially informed judgment, it promises to be. This is not the conduct of competitors, but is so clearly that of men united in an agreement, express or implied, to act together and pursue a common purpose under a common guide, that if it did not stand confessed a combination to restrict production and increase prices in interstate commerce and as, therefore, a direct restraint upon that commerce, as we have seen that it is, that conclusion must inevitably have been inferred from the facts which were proved. To pronounce such abnormal conduct on the part of 365 national competitors, controlling one-third of the trade of the country in an article of prime necessity, a 'new form of competition,' and not an old form of combination in restraint of trade, as it so plainly is, would be for this court to confess itself blinded with words and forms to realities which men in general very plainly see and understand and condemn as an old evil in a new dress and with a new name."

The evidence showed beyond question that by reason of this plan members of the association had repeatedly been enabled to get higher prices—even excessive prices—than they could otherwise have gotten.

A lot of linseed oil dealers worked the same plan, and some time ago the United States Court for a western district said it was legal. In discussing this case at the time, I expressed the belief that the decision was bad. The Supreme Court's decision in the hardwood case now makes it bad.

THE LINSEED OIL CASE AND ITS EFFECT UPON PRICE FIXING DEALS AMONG COMPETITORS

(Copyright by Elton J. Buckley)

The linseed oil case, which was recently decided in Chicago by the United States Court, has attracted widespread attention in the business world throughout the country, as it purports to decide how far competitors in the same line of business can legally go in making prices uniform and preventing cutting. The decision goes further than any other decision I have seen, and I am by no means convinced that it will be sustained when it gets to the United States Supreme Court.

The suit was an application for an injunction on the ground that competition had been interfered with and a monopoly created, against several linseed oil dealers and a central bureau used by them called the Armstrong Bureau. I take the following description of the Armstrong Bureau from the court's decision:

"The defendant, Julian Armstrong, in October, 1918, organized the Linseed Oil Council and operated it as a member of the Armstrong Bureau. The purpose of the council and bureau was to collect and furnish to the various members current quotations on linseed oil, the record of sales of oil, including prices, statistics as to stocks on hand, crop conditions at home and abroad, and other information of interest or value to the manufacturers of linseed oil. The Armstrong Bureau entered into contracts with certain of the defendants and agreed to furnish them the foregoing information for a consideration.

"Pursuant to these contracts the various subscribers daily reported their price lists to the bureau and promptly sent word of any change. Other information was also furnished from time to time. The statements received and collected by the bureau were immediately sent out to all the members of the association."

Through this bureau the oil dealers, I think there were fifteen, circulated each others' prices among the members, all prices of course being uniform; and every member being under agreement with all the others not to change his price without first notifying all the others by telegraph. There was no evidence that any member ever notified anybody of an intent to depart from the uniform price, and the price therefore remained uniform, without any real competition—as to prices at least—among the members of the bureau for a long time. Everybody declined at the same time or advanced at the same time.

The United States government attacked this as a thinly veiled scheme to eliminate competition, and pointed to the fact that it had resulted in every one of a large number of competitors maintaining the same price month after month, and had also enabled the members of the bureau, when the market for raw materials was declining, to hold up the selling price of the finished product much longer than they could otherwise have done.

The defense was that the bureau was merely a central exchange for the dissemination of market information, that every oil dealer had a right to his competitor's price if he could get it, and that no dealer had entered into any agreement which destroyed his right to sell at any price he wished to.

The case thus shaped up before the court, which threw the case out on the ground that no interference with competition had been proven, nor had any attempt to create monopoly. The court's reasoning was that competitors in a certain line had the same right to circulate and know each other's prices as the competitors who gather daily in an exchange, like the Cotton Exchange, the Coffee Exchange or the Produce Exchange, and that the mere fact that such a scheme might be used to eliminate competition did not prove that competition had been eliminated. Read the following from the decision; it is most interesting and important:

"The record discloses that the information collected and distributed by the bureau to its several members was of the kind which a sagacious business man secures, or endeavors to secure, in the operation of his enterprise. The information was true. The price lists furnished were made in the regular course of business, and offered in good faith to customers or prospective customers. There was no proof that the members of the association ever, at the bureau meetings or at any other place, discussed prices or made agreements with respect to prices, and there was no evidence that the prices asked by any of the subscribers were not in accordance with the market price of flax seed, upon which the price of linseed oil was based.

"Production was not limited during the period the bureau was in operation. There was no proof of division of territory. There was no proof that the prices asked by the individual defendants were not fixed by them upon their own judgment, considering all factors affecting supply and demand. There was no proof showing that any member was under the slightest obligation or constraint to ask higher prices or maintain prices.

"The main argument for the United States is that the operation of the bureau tended toward a stabilization or uniformity of price on any given day, which was not due to competition, in accordance with economic law.

"Many tables of statistics were offered in evidence and read to the court, from which there appeared at times a striking similarity in price, and that changes in prices were made by substantially all the members co-incidentally.

"The government has not shown that there was artificial regulation of price, either by definite oral or written agreement or by tacit understanding.

"The question involved is whether an association such as the Armstrong agency, sometimes called the open price plan, is obnoxious to the anti-trust laws, whether or not there is anything inherently wrong in an agreement between producers in a certain line to furnish each other their prices and not to make any sale deviating from the price list without immediately notifying all the others.

"Associations of merchants and manufacturers, boards of trade and exchanges are of great antiquity. Evidently such associations are not aimed at by the Sherman Act, because they are not mentioned in the act. A distinction is sought to be drawn between the operations of an exchange and what was done by the defendants through the Armstrong Bureau. An exchange sends out reports of actual sales. The Armstrong Bureau gave out price lists. It is difficult to understand any ground for declaring one legal and the other illegal.

"If it is lawful for dealers to get together in an exchange and provide for a dissemination of the prices obtained on actual sales, why should it be unlawful for those producers and dealers in lines where no public exchange has been established, to make some provisions for disseminating information of market value or prices? To put it in another way, why should they be limited to the dissemination of the market prices of yesterday, but not those of today?

"Counsel for the government seeks to draw an inference of guilt from the admission of defendants that the bureau allowed them to sleep nights. The only restraint which the rules of the bureau on their face impose is that the members agree not to deviate from their price lists without informing the other members at once by telegraph. At the close of each business day every member knew until the next day what the market was.

"Where there is such an association it is perfectly natural for members to express themselves as to conditions and prices; in fact, that is what the association is formed for, and these expressions have been seized upon by counsel as evidence to show that a corrupt agreement was actually made.

"Logic which assumes that because there is an opportunity to fix prices, therefore prices are fixed, is contrary to the genius and theory of our law. Every man is presumed to be innocent until he is proven to be guilty. If the Armstrong Bureau is to be dissolved merely because it afforded an opportunity for the members to fix prices, then this court, with equal propriety, could be asked to dissolve any lunch club where business men meet. This theory hardly warrants discussion, and I would not mention it had I not been gravely urged in this case, that such was the underlying thought of the prosecution. It is the ancient fallax post hoc propter hoc.

"The bill will be dismissed for want of equity."

I venture to express the opinion that this is not good law, because it ignores a fundamental principle that every man must be held to have intended to produce the natural result of his acts. Therefore when competitors, with a motive to prevent competition and avoid price cutting, form a bureau which by the circulation of each other's prices, does prevent competition (as to price) and absolutely avoids price cutting, as shown by the price records of the members, then those members will be held to have intended to bring about what actually came about, and since the thing that came about was the elimination of competition, it must be held to be illegal.

Better see what the United States Supreme Court does to this case before you organize a "bureau" for keeping your competitors from under-selling you.

WITHDRAWING A GUARANTEE AGAINST PRICE DECLINE

(Copyright by Elton J. Buckley)

Here is an interesting inquiry touching the always pertinent question of guarantees against price declines:

One of our customers has raised the question whether or no a firm has the right to withdraw a guarantee. Briefly, the circumstances are as follows:

We announced a decline in ——— December 15, 1920. A few weeks later certain unforeseen economic conditions arose which made necessary a further decline, and on account of the very unfavorable conditions then existing we stated in our letters to our customers that the decline previously announced was hereby withdrawn, and we would guarantee no prices against further decline.

One of our customers is now claiming credit on all purchases since December 15, 1920, to July 1, 1921, and when we called their attention to the fact that we had withdrawn our guarantee they claimed that we had no right to do so. We believe that we have, and have accordingly protected them only on the purchases made between December 15, 1920, the date of our letter announcing the decline, and January 21, 1921, the date of the withdrawal of the guarantee.

We will appreciate your opinion on this matter, particularly their claim that a concern has no right to withdraw a guarantee.

This correspondent, in my judgment, hasn't the slightest ground for believing that he can sell goods on the strength of a guarantee that the price would not decline until a certain date—long enough, I suppose, for the buyer to get rid of his purchases—and then when the primary market unexpectedly drops, repudiate his guarantee and leave his buyer high and dry.

Guarantees against price declines are just as binding as any other warranty. Indeed, they are even stronger, for they are often the very essence of the contract. I suppose it can scarcely be denied that the buyer who is guaranteed

against price decline, always buys more than if he had no guarantee, but had to guess out the market for himself. In other words, he relies on the guarantee and buys on the strength of a guarantee that cloth is all wool, or that a chemical is a certain strength, or a piece of machinery is of certain power. No seller would think of withdrawing a guarantee that cloth was all wool, or that canned goods would keep for such and such a time; it couldn't be done. For the same reason he could not withdraw a guarantee that his price will not decline before a certain date. Think what would happen if he could. He could load up a buyer with his goods for a year ahead, under a guarantee that the price would not decline for that period, and then "withdraw" the guarantee the next day. No, indeed. The seller who guarantees a price, as one of the considerations of a sale of merchandise, is bound by it.

This correspondent may have been misled by the attitude of the Federal Trade Commission as to guarantees against price decline. They have been nibbling for a long time on the idea that guarantees against price decline are unfair competition, and they have just started an action against a condensed milk concern on that ground. The theory is that once the milk company guarantees its price, its competitors have to do it also, and that interferes with the proper rise and fall of the market. If all the milk companies did have to follow suit, and did it, there might be something in this argument, but whether there is or not, I am very clear that price guarantees as between the seller who sells under a guarantee and a buyer who buys under it, are enforceable contracts and can be enforced. In the case submitted to me I have no doubt that the seller will have to make good in every case. I believe, however, that a seller could withdraw a guarantee against price decline before the time originally set for it to expire, provided the buyer had resold all the goods he bought under the guarantee.

CAN YOU GIVE HIM SUGGESTIONS?

Editor HARDWARE WORLD:

I have been a subscriber to your magazine for some time, which I find very helpful. I intend to open a hardware, plumbing supply, electrical supply store in the near future and wish your opinion on general business conditions.

Do you believe this a good time to start in business? How do prices compare with those before the war? Do you think there will be any further drop?

I would appreciate it very much if you could give me any personal information regarding prices on hardware materials, because I have confidence in the HARDWARE WORLD, which I read regularly.

Thanking you in advance for your kindness,
142 Harrison Ave., A. E. BAUMGARTEN.
Brooklyn, New York.



BUSINESS GETTING SUGGESTIONS

VALUE OF DEMONSTRATIONS IN THE HOME

The most up-to-date and progressive merchants realize the great advantage of demonstrating a household utility, such as a gas range, a washing machine, even a refrigerator in the prospect's home.

The experience of many hundreds of dealers who have been able to place such articles in the home is that not one-tenth of one per cent is ever returned if they are properly demonstrated.

Several merchants recently told us of their remarkable success with gas ranges that were sold on a thirty day free trial plan and out of 700 installations in the homes, only two were returned and these two because the housewife couldn't afford to pay for it as the head of the house lost his job after the range had been delivered. One woman declared she would take back the stove as soon as her husband got to work again.

A FIVE-FOOT COMFORT SHELF

A southern hardware merchant recently paraphrased the five-foot book shelf idea with considerable success.

He suspended from the ceiling of one of his windows a five-foot shelf, which he called his five-foot comfort shelf. He left it vacant for the first week. People were curious. After that he began to use this shelf to display the little things that would add to the comfort of the home or the comfort of the housewife. The shelf was labeled, "A Five-foot Comfort Shelf," with a sign suspended under it, and made many sales.

MOVING YOUR SALES WINDOW INSIDE THE FOLLOWING WEEK

A retail hardware merchant who recently noticed that many people were coming to his store and asking for something which he had in his sales window the week previous, adopted the plan of transferring his sales window into the inside of his store the following week. He secured a large table and placed it in the front of his store where everyone could see it, then in trimming his window, he would transfer the display from the window to the table and let it do duty there for a week while the new display did duty in his window.

He found this well worth while.

SELLING WAGON LOADS OF GOODS

A southern retail merchant recently adopted an idea to get the children of his neighborhood interested in his store. He secured a quantity of inexpensive wagons, such as small boys delight to play with, and filled them with various articles, little labor saving devices for use in the home or around the house or for children's use. He had a small sign tacked on each wagon reading as follows: "These Home Necessities, we buy them by the wagon load." The wagon and contents can be purchased for \$4.50.

Of course in doing this he made various assortments that would appeal to the different people in his community.

CATCHING THEM YOUNG

Few engineers graduate from college without having become sold for life on certain types of drawing instruments used in the drawing courses of their undergraduate years. Manufacturers of drawing instruments have long since recognized this characteristic, namely, that we are all creatures of habit, and as a consequence are accustomed to place in the student's hands drawing instruments at greatly reduced prices. And the policy pays.

Now comes the suggestion that the electrical appliance utilized in the home be placed in the school, college and university. Here is a wonderful opportunity to put over the electrical idea. True, it may be that some months or even years may elapse before the industry as a whole will cash in on this educational program, but the idea is one that is certain of returns and should be given not only careful consideration, but every possible bit of endorsement and weight necessary to make the idea move into action.

Along with these installations there should be capable women to give instruction, or at least to assist university instructors in the practical lines of demonstration. What the younger generation is interested in gets into the home and to the older folk more quickly than one would think. Indeed, one does not always have to wait until the younger generation grow to be old people before an idea has traveled far beyond the generation in which it originated.

It will help you to rise if you help others to rise.

4 Aladdin Specials

HERE are four exceptional values to offer your trade—genuine, first-quality, trademarked ALADDIN Utensils—at prices that attract immediate attention, assure quick turnover, big sales, and a good margin of profit for yourself.

Aluminum 2-quart double-lipped Sauce Pan—No. 22
Enameled Steel Sink Strainer—No. 2543
Aluminum 4-quart Straight Kettle with Strainer cover—No. 1134
Enameled Steel 12-inch Wash Basin—No. 4012

You can buy
any or all
of these four
Aladdin
Utensils
at the special
prices

This assortment enables you to acquaint a much larger portion of your trade with the high quality and exceptional value of Aladdin Utensils. Special selling helps are furnished free—you can feature your "Special Sale" in a big sensational way.

Aladdin Prices Reduced

A substantial price reduction on the entire Aladdin line, both Aluminum and Enameled Steel, became effective in January. Aladdin Utensils are advertised continuously in the Saturday Evening Post, Ladies Home Journal, and Good Housekeeping. The four special-priced utensils will demonstrate to you the popularity and increasing demand for Aladdin.

How to Order

Western Territory—These prices apply only in California, Washington, Oregon, Idaho, Nevada, Arizona and New Mexico. Order these Specials in any quantity, direct from Nathan Dohrman Co., San Francisco, or Parmalee-Dohrman Co., Los Angeles, Coast Distributors. Delivery after April 1.

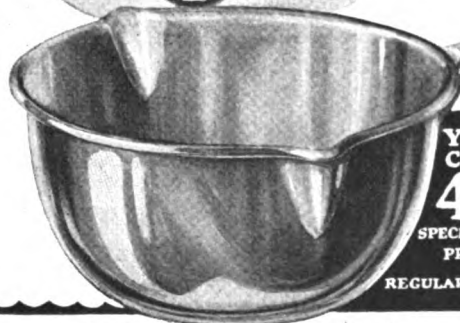
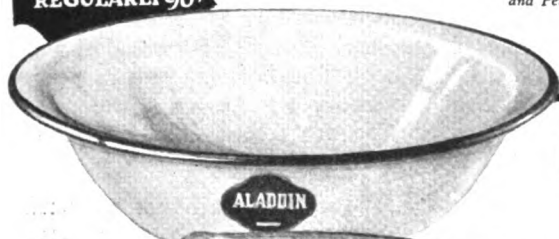
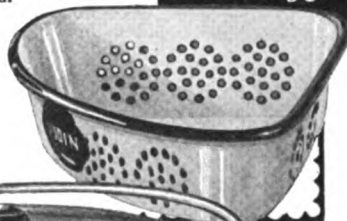
Elsewhere—For prices on the four Aladdin Specials, outside of the Western territory, write us or our branch office nearest to you.

YOUR COST
42¢
SPECIAL RETAIL PRICE 59¢
REGULARLY 90¢

YOUR COST
42¢
SPECIAL RETAIL PRICE 59¢
REGULARLY 90¢

THE CLEVELAND METAL PRODUCTS CO.
 7420 Platt Avenue, Cleveland, Ohio

*Also makers of New Perfection Oil Cook Stoves and Ovens
 and Perfection Oil Heaters*



YOUR COST
48¢
SPECIAL RETAIL PRICE 64¢
REGULARLY \$1.05

YOUR COST
\$1.12
SPECIAL RETAIL PRICE \$1.49
REGULARLY \$2.40

ALADDIN

Utensils

Waterbury

Largest Manufacturers of is now to distribute its own line



THE readers of this publication are familiar with the fact that the Waterbury Clock Company were the originators and developers of the non-jeweled, or clock type watch.

The immense production of the Waterbury plants—more than 15,000 watches per day—has heretofore been marketed through one well-known organization under its own private brands. But conditions have now arisen that make it desirable for the Waterbury Clock Company to themselves undertake the responsibility of marketing their watch line.

It is unnecessary to emphasize to the present reader the excellence and dependability of Waterbury watches. Millions have been sold throughout the world, and every one has either kept time, or the purchaser has received a satisfactory adjustment. That is a reputation such as is sustained by few products of any classification today.

The policy of the Waterbury Clock Company emphasizes cooperation with the jobber and retailer, which means that the efforts of the company will be exerted not to place watches on the retailers' shelves, but to *sell them to the public*. The largest sales and advertising campaign which has ever supported any watch line is being put into effect to soundly establish Waterbury watches with the public. Waterbury watches are to be not only the best watches of their type, but the most *salable* as well.

Two special assortments—one of 18, the other of 36 watches—have been prepared, giving the dealer full line representation with minimum investment. Details will be forwarded promptly on request to the nearest branch office. Write today.

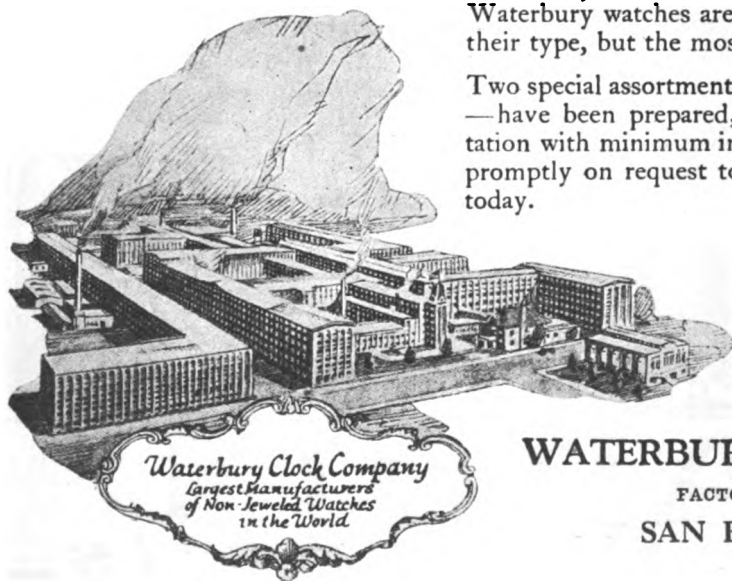


Illustration on opposite page shows complete Waterbury line and the retail prices

WATERBURY CLOCK COMPANY

FACTORIES: WATERBURY, CONN.

SAN FRANCISCO OFFICE

360 Fremont St.

Clock Co.

Low priced Watches

The advertisement displays eight pocket watches and one wristwatch, each with its name and price listed below it. The watches are arranged in a decorative, ornate frame. The pocket watches are shown in two rows of four. The wristwatch is positioned in the center of the bottom row.

Watch Name	Price
PATROL	\$1.65
PATROLITE	\$2.50
COMETLITE	\$3.75
JEWELITE	\$4.50
COMET	\$3.00
MATE	\$3.75
JEWEL	\$3.75
WRISTLITE	\$4.75

"GOLD MEDAL"

"GOLD MEDAL"

"GOLD MEDAL"

FOLDING FURNITURE FOLDING FURNITURE FOLDING FURNITURE



"GOLD MEDAL"

TRADE MARK REG. U.S. PAT. OFF.

FOLDING FURNITURE

Buy Profits This Year

Profits depend on turnover and turnover depends on sales. No matter how great the percentage of "paper profits" may be you make no actual profit until the merchandise is sold. "Bargain goods" that do not sell are never profitable. A large and continuous number of small profits is better than one big profit and the amount of capital tied up is less.

"Gold Medal" Folding Furniture, because of its established reputation, backed by a national advertising campaign, is easy to sell wherever it is displayed.

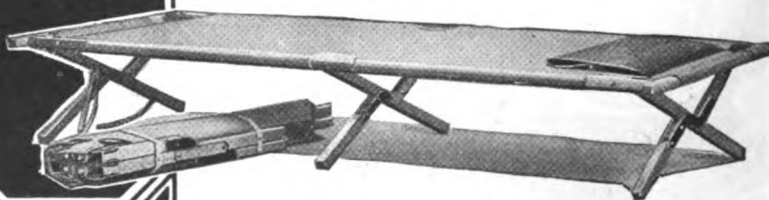
Buy profits this year. Get the folding furniture business in your territory by concentrating on the known quality of "Gold Medal."

All inquiries from national advertising are referred to dealers. Send us your jobbers name and get your name on our list for complete dealer cooperation

Catalog and prices sent on request.

GOLD MEDAL CAMP FURNITURE MFG. CO.
1705 Packard Ave. Racine, Wis.

For 30 years makers of fine folding furniture



FOLDING FURNITURE FOLDING FURNITURE FOLDING FURNITURE

"GOLD MEDAL"

"GOLD MEDAL"

"GOLD MEDAL"

BISSELL'S SWEEPERS

*are essentially sweepers,
not cleaners, and are an
every day necessity.*

*Bissell's have "Cyco"
Ball Bearings, 46 years
of reputation and a uni-
versal consumer accept-
ance. They sell—at a
profit. And so do Bis-
sell's Toy Sweepers.*

The Spring Offer

*features a window dis-
play that is very different
and distinctive in design.
It will draw eyes to your
window. Offered with
factory shipments of a
dozen or more sweepers
ordered either direct or
through your jobber.*

BISSELL CARPET SWEEPER CO.

GRAND RAPIDS, MICHIGAN

New York Office and Export Department, 46 West Broadway

Oldest and Largest Sweeper Makers

AS ONE MINISTER SEES PAINT

As a result of the news story which the trade press so kindly printed regarding the \$1000 prize contest in connection with the 1922 Save the Surface calendar, a preacher out in Kansas sent us several suggested titles to the Norman Rockwell painting and enclosed the following, which he says "is my own experience with paint and varnish":

Painting a house adds beauty and charm
And saves it from decay.

'Twill do the same thing for your barn
Or fence on the highway.
I built a little bungalow

A year ago last May.
To paint would take lot of "dough,"
I'll let it go that way.

You see, I thought some "dough" to save
Would paint some other day.

For being such a fool I rave,
'Twas money thrown away.
The house turned gray, did shabby look,
Its beauty passed away;
All because no pains I took
To save it from decay.

I spent two days of hardest toil
To nail the siding down;
The while I inwardly did boil,
The biggest fool in town.
I got some paint and brushes, too,
And spread the paint on right;
And folks say, passing by to view,
It is a lovely sight.

Now, here's a lesson I have learned,
It's free for you today:
It sure is time and money earned
To use paint right away.

My experience also taught me this;
It's worth a lot to know:
That when you save the surface
You save all that is below.
And while you save your property
By using paint at once,
You'll be rated as a wise man—
Not as a city dunce.

This is one of the many answers that have been received.

WILL YOU SELL YOUR SHARE?

The 9,700,000 cars in the country will need approximately 34 million tires in 1922 to keep them on the road. This is figured on the basis of 3 to 3½ tires per car during a 12-month period, taking into account the new cars being manufactured. These tires are estimated to cost the consumer an average of \$21.10. This price is below the pre-war level and approximately 45 per cent under that of a little over one year ago.

Ginglefinger & Deyo of Bellingham, Wash., have purchased the hardware business of Davey Bros.

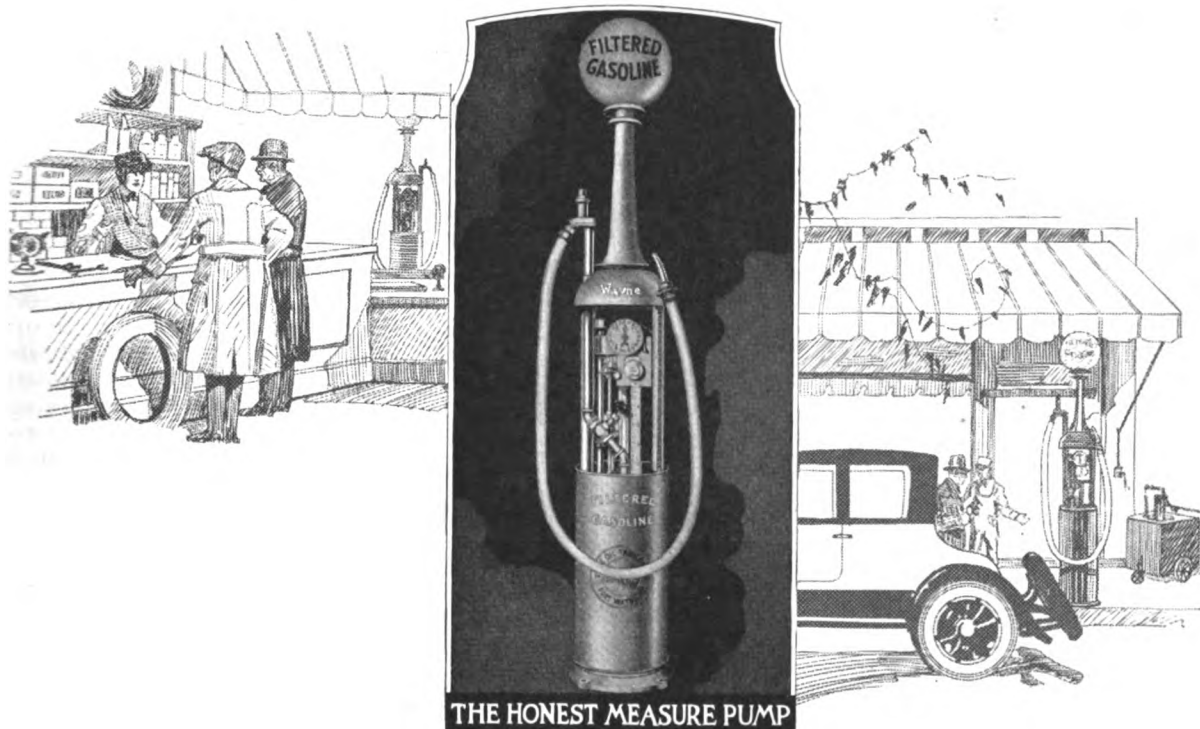
F. W. Matthaeus Hardware Co. at New Holstein, Wis., has been incorporated, with a capital stock of \$20,000.

E. S. Russell and E. B. Townsend have taken over the former Kern Hardware Co. at Everett, and it is now conducted as the Everett Hardware Co. Mr. Russell has represented the Shapleigh Hardware Co. for 34 years, much of the time in the Northwest.



Model window display for Pabco dealers, designed and set up by Advertising Manager Arthur G. Ross and H. W. Atkins, manager of the paint and varnish departments. This trim follows, fairly leads, the dictates and methods of up-to-the-minute window dressing in its simplicity, its attractiveness, its emphasis on a single item, and at the same time drawing trade and making sales.

Although the Paraffine Companies have been for some time among the largest manufacturers of industrial paints in the West, it is only recently that Pabco household paints have been packed and marketed for the retail trade. They are proving an excellent companion to the company's roofing, wall board and other similar products.



To Make More Sales —with no more selling cost

You, like every other merchant, are constantly looking for ways to make more sales without increasing your selling cost. Here is one mighty good way to boost sales without adding to your overhead.

Install a Wayne Honest Measure Gasoline Pump at the curb in front of your store, and add gasoline to the line of merchandise which you sell.

The space for the pump is there on your sidewalk. You and your present salesmen can serve the automobile trade without a bit of trouble. Your sales increase by the volume of gasoline business you do; your selling cost remains the same.

But that is not all. A Wayne Pump in front of your store will sell other things besides gasoline for you. It will give you a chance to sell automobile accessories and hardware to motorists who stop for gasoline.

And consider this too . . . The man who drives up to your store for hardware can be sold gasoline. Either way around, a Wayne Honest Measure Curb Gasoline Pump will help you sell more goods.

Won't you let us tell you more about this way of increasing your business? Send us your name and let us give you full particulars. Ask for Bulletins 278-HW, 280-HW and 302-HW.

WAYNE TANK & PUMP CO.

777 CANAL STREET

FORT WAYNE, IND.

San Francisco Office: 631-633 Howard Street
Canadian Tank & Pump Co., Ltd., Toronto, Ont.

An International Organization With Sales Offices Everywhere

REG. U S
Wayne
TRADE MARK

HONEST MEASURE PUMPS

Gasoline and Oil Storage Systems	Heavy Metal Storage Tanks	Water Softening Systems	Oil Filtration Systems	Oil Burning Systems	Furnaces for Metal Melting Forging and Heat Treating
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HOPPE'S Nitro Powder Solvent No. 9

(Trade Mark Registered)



**For Cleaning High Power
Rifles, Shotguns and Revolvers**

Nitro Powder Solvent No. 9 is guaranteed to thoroughly remove the residue and stop acid action of any High Power Powder and make rifle-cleaning easy.

Highly endorsed by the most prominent riflemen and sportsmen of America.

**Removes and prevents rust
Removes metal fouling and leading**

FREE

A five-color attractive counter display stand to hold eight bottles of our Nitro Powder Solvent No. 9.

Send us your name and address and mention "Hardware World."

NITRO POWDER SOLVENT No. 9

Manufactured only by

FRANK A. HOPPE, Inc.

2314 N. Eighth St.

Philadelphia, Pa.

Eastern Representative:

ED. W. SIMON

258 Broadway

New York City

Western Representative:

H. L. BOWLDS

217 Mason Opera House Bld.

Los Angeles, Cal.



They "Look the Part"

A display of STAY SHARP KITCHEN KNIVES like the above is an Eloquent Silent Salesman

It makes a strong appeal to housewives, hotel and restaurant men, and everyone else who recognizes that Lasting Quality is the first essential of kitchen knives. The steel in these Stay Sharp Knives holds its keenness for cutting, paring and peeling.

Their appearance expresses high quality and serviceability.

Order these knives by the dozen sets, put up in this attractive Display Carton. Order now and do a big spring business.

Send for catalogue and bright orange display card.

R. MURPHY'S SONS CO., Ayer, Mass.

Pacific and Intermountain Representatives

THAYER & BOWER

San Francisco

Denver

Seattle

Los Angeles

ILLINOIS MERCHANT GOES HIS FORMER EMPLOYER ONE BETTER

Editor **HARDWARE WORLD**:

Enclosed find remittance to cover subscription. When I first started in the hardware business my employer made me a present of a subscription to *Hardware* _____.

Now I am going to go him one better, true to my word, for I believe there is more good stuff to be had in twelve issues of the **HARDWARE WORLD** than from 250 copies of any other trade paper that I have ever read.

The percentage of young men following the hardware line today is small compared to what it was years ago. The "pep" has been taken out. What is the result? The hardware business will be found wanting unless inspiration is attained.

Remembers His First Customer

I am a young man, just past twenty-three. Nearly eleven years ago I sold my first item in hardware: a dust pan to Mrs. James Ryan of San Jose, Illinois.

How many hardware people do you suppose can remember who their first customer was and what they sold after ten years of business? I would like to hear from any hardware man who can tell me their experience. That would be interesting.

Then the second day I sold forty bushels of clover seed at \$3.00 per bushel. It was worth \$14.00, however, and I was fortunate that the buyer did not take it. I learned a lesson worth while from that time on. I determined to memorize prices and the stock on hand. In 1914 I could quote 85 per cent of the stock on hand and give the wholesale and retail prices on a comparative volume.

In 1920 I reached the star of my eye: a wholesale house where I was the territorial manager in the manufacturers' sales department within seven years from the date of my employment starting in at pushing a truck. Sounds good does it not?

Recreation and enthusiasm can be produced by trade magazines assisted by those interested in the maintenance of the hardware industry. "Success to the **HARDWARE WORLD**"—you're a wonderful help to every merchant and salesman and there is a reason why merchants take your publication home and "read it from cover to cover."

Yours very truly,

E. T. EYRSE.

C. Hoke & Son have engaged in the implement and hardware business at Lebanon, Mo.

Herbert L. Leaming has engaged in the implement and hardware business at Florence, Neb.

Blue Bros. have purchased the implement and hardware stock of J. Hanville at Grant, Mich.

M. E. Kirby has sold his hardware and implement business to Kaufmann & Brasfield, at Bolivar, Mo.

COURTESY OF THE HARDWARE STORE

If the average salesman or clerk realized the value of courtesy and attention to customers who come into their stores, even though asking for information, how much greater would be the sales of the retail merchant.

One reason why catalog houses build up such a large business is owing to the discourtesy of most clerks.

The customer does not meet the catalog house people except through the catalogs and printed pages. The bid for their patronage is always made in the most pleasant, agreeable manner and customers are led to believe that nothing is too much trouble. "Prompt service is always the rule and adjustments of complaints are given attention without delay. Information is always to be had for the asking."

Here is an illustration of what we have in mind:

A man needed a few pipe fittings. He wanted to use up some old pipe he had, to make a frame for a wire trellis on his front porch. He went to the hardware store to learn if fittings could be obtained there. He found several clerks busy talking to each other. He was compelled to "butt in," as no one seemed to pay attention to his call and in response to his inquiry, if they sold pipe fittings, the word "No" was promptly snapped out and they went on with their conversation.

Then he noticed some copper screen cloth. Now this reminded him he needed screen for his windows and upon asking the price, without a move being made in his direction, again an abrupt answer came, "Fourteen cents a square foot; all we have is fourteen meshes to the inch; they do make sixteen meshes," in response to his inquiry, "but we don't sell it," and the clerks went on talking. Rebuffed after his efforts to make a purchase he went to another hardware store.

The "Why" of Growth

Contrary to the policy of the first, it has been a cardinal principle with the other merchant to impress upon his customers that nothing was too much trouble, and his clerks have been educated to understand that the customer pays the salary of the clerk, and if a clerk wishes to increase his salary he must increase his sales.

Our friend found he could buy all the pipe fittings he needed and suggestions were offered for the construction of the trellis. A wrench was sold and a pair of pliers added to the sale. The customer was treated in such a manner that during the course of a year he became a permanent customer for what he needed in the line of tools, paint and small hardware.

If every merchant and every clerk only realized the power of courtesy and attention to customers, there is no denying the fact that

almost every merchant could largely increase his business.

It is selfishness or thoughtlessness that one fails to show the proper courtesy to one entering a store to purchase goods.

You can never tell what such attention will lead to. While the customer may ask for some apparently trivial thing, yet it is just such customers that develop into the largest and best, and the proper attention on a small sale is sure to result in increased sales.

Moreover his influence among his acquaintances is far reaching and like dropping a stone in a pond of water, one can never tell the wide sphere of influence may result from courteous treatment.

CONSIDER THE WISDOM OF ROBINSON CRUSOE

With this opening sentence a magazine makes some interesting comments about the man who was cast on the Island of Juan Fernandez. Alone, with nothing but the raw materials of nature about him, he clothes himself, feeds himself, put a roof over his head, accumulates property, lives happily, builds a merchant marine out of a hollow log, and finally establishes communication with the rest of the world, to its profit and his own.

How did he do it? By hard work; by foresight; by self-denial. Crusoe had to work or starve. He had to look ahead, else his work would be labor to no purpose. And he had to deny himself some enjoyment of the gains of the day or he would starve on the morrow.

The world is only Crusoe's island on a bigger scale and with more people on it. Today it is a lot nearer the condition Crusoe found it in than it was seven years ago. If Crusoe had ever dared to be foolish, he certainly never would have had any illusions about what he had to do afterward. If a cyclone had razed his hut, ruined his crops, and sunk his canoe, he could have seen clearly enough that he had to go right back to work, harder than ever, deny himself luxuries that he had become accustomed to, and look keenly ahead to the future.

The most illuminating bit of this comment comes when Crusoe discovered Friday, and he realized that after all he was not "monarch of all he surveyed." He did not dispute with Friday about the title to the island, or try to kill him for the sake of undisputed possession, but promptly got him to help him do the work that needed to be done. Together, they found that two men could do three times as much work as one, and the state of civilization upon the island of Juan Fernandez advanced apace, and both men were better off than before.

Can we be as wise? Crusoe had good sense and good will. Little more than these virtues is needed. Add to these Crusoe's other virtues of industry and thrift, and civilization yet may be made safe for mankind.

FORD'S RAILWAY SUCCESS (!)

Editor **HARDWARE WORLD**:

Among certain socialistic and communistic theorists and doctrinaires much is being made of what is claimed to be Henry Ford's success in operating the Detroit, Toledo & Ironton personally owned railroad—as to his reducing rates and raising wages—citing this as an illustration that if all the railways of the country were operated by Ford or by the government what a great thing it would be for the country.

The trouble with such communists is they do not tell all the truth—in fact not half. They only speak of the favorable results accomplished without telling all or how it was done.

Ford purchased this railway as an adjunct to his business knowing that owing to the large volume of traffic which originated through his factories, he would be able to secure a large division of the through rates on all traffic that was hauled partly over his lines and largely over the other railways. Naturally the great bulk of the D. T. & I. traffic is not local shipment but "foreign" business.

Moreover the high grade commodities according to the railway classification take a considerably higher rate than the bulky or cheap commodities which make up the chief traffic of the railways.

As to the method of operating. It is well known that the railways of the country are under the jurisdiction of the Interstate Commerce Commission, which regulates the rates to be charged.

Further regulation exists by reason of the "shop rules and conditions" which were inaugurated under the McAdoo-Gompers regime which enables a railway man to get a full day's pay for eight hours, although he may only work two hours.

Such a thing impossible, do you say? Then perhaps you are not informed as to what the labor union rules were when under government operation.

An engineer for the Ford road is required to cover three or four times as many miles for the same amount of pay as an engineer on any of the other railways.

Under the Ford plan a workman is required to work the full eight hours and if there isn't sufficient work in operating a train to take up all of his time, he is put at something else.

While it is now true that under the Ford plan the railway workers get half as much again, as those on other roads, yet Ford gets many times more work for his money than any other roads are allowed to get under the McAdoo-Gompers rules.

Ford insists on eight hours' work for eight hours' pay. He disregards the rules of the union and makes his own and if there are cars to move everyone within reach becomes a trainman. If there is a switch to turn the fireman

becomes a switchman, or if the fireman is busy elsewhere the engineer can fill the coal tank.

Under the labor union rules a run of seventy-five miles was regarded as a day's work, and if the train is to be returned to the point of origin another train crew must be called to run the train back; and if the same train is to make a return trip then a third crew must be called, and if the fourth run of seventy-five miles is to be made then the fourth crew must be called, costing the railway under the rules, \$24.32, each engineer receiving \$6.08 for his day's pay, although the four runs of seventy-five miles each could be done within eight hours.

Ford would pay the same man not exceeding \$14.40 for his day's work, based on the increased wage, and can keep that one train crew running back and forth on this seventy-five mile run and repeat the trip over and over until the eight hours' work is accomplished.

Under the McAdoo-Gompers rules which the railways have not been allowed to change, a new train crew must be called each time the seventy-five mile run is made (moreover those rules prevent cutting down the number of crews).

Hence it is that most of the roads are denied the opportunity of realizing any returns for the five or six hours' pay which was unearned by the men after reaching the first terminal.

In the matter of repairs, if a cotter pin had to be replaced on one of the Ford engines, instead of sitting idle while repairs were going on and calling a cotter pin replacer, the conductor and brakeman and engineer can be put to other work—instead of laying up the engine until an exact duplicate of the cotter pin could be obtained the engineer would pick up a bolt and with the fireman's help would have the engine running within ten or twelve minutes.

Ford can call on his engine men for any kind of service without being penalized by the unions. Moreover, if he stops his freight trains more than three times between terminals to pick up extra freight cars he doesn't have to pay extra fees to the crew as is done under government operated rules.

These are just a few instances of how the rules put into effect by Gompers and McAdoo are still continued in force and hence is one reason and a big reason why railway rates cannot be reduced. This is only one out of many items in the rules operating in this way when the railways are allowed to get eight hours' work for eight hours' pay rates can be reduced.

Kansas City.

J. A. MOORE.

H. E. Reeve of the Torrence Hardware Co. of Torrance is opening a new hardware store at Moneta and will carry complete lines.

The Cox & Egley Hardware Store is a new enterprise at Hemet. Besides a line of hardware they will carry a complete stock of implements.

The Forum



The **HARDWARE WORLD** is glad to extend the use of its pages to any of our readers for the discussion of any topics of interest. They need not necessarily be confined to matters of trade or business, but anything that is of interest to the country or community at large, relative to governmental policies or tendencies, may be discussed in our pages.

We do ask, however, that our readers bear in mind that the **HARDWARE WORLD** has no "politics" in the usual meaning of that word, and is not concerned in the welfare or propaganda of any political party as such; that in dealing with such questions we prefer to treat them on broad general lines.



While frank discussion is desired, yet we of course cannot hold ourselves responsible for the individual view of any of our readers.

Almost 75% Electrical Appliances Sold by Hardware Trade

Editor **HARDWARE WORLD**:

You said it—You can't make a silk purse out of a sow's ear.

The letter published in your last issue with reference to the efforts of electrical manufacturers and jobbers to convert a man whose principal stock in trade is "pliers and climbers" into a merchant, is now turning the attention of the manufacturers of electrical appliances more than ever to the hardware trade.

Some of the electrical appliance manufacturers have been very slow to take up the hardware merchant as a distributor, but they now realize that with few exceptions in the larger cities which justify an exclusive electrical store or shop, the hardware merchant is not only the best distributor but is a logical distributor.

Moreover the hardware merchant with his store and his large stock, his facilities for window displays, his clerks, his advertising service, his close contact with both the men and women of his community by reason of the various lines of hardware, tools, housefurnishings, which he carries, is in a far better position to sell electrical appliances than any other.

Another important point that is going to wake up some of the manufacturers who have been going along in a rut is that certain patents in the electrical appliance manufacturing line will expire before long and then there is going to be a great falling over one another to curry favor with the hardware jobber and retailer.

We don't care to have you publish our name in giving you this information, (for you probably already have it yourself), but what we do wish is to urge upon the retail merchant that they pay more attention to electrical appliances, that they realize that here is an opportunity that has been long overlooked and neglected.

True, a large number of merchants are handling electrical appliances but not in the volume which they should.

With all the great hurrah that has been made about the electrical shops and exclusive electrical stores, the hardware merchant has gradually gotten into this business so that he is

selling not only half of the electrical appliances that are sold in the country but before long he will be selling even more than 75 per cent of them, if that is not already the case. We know that is true in certain localities.

More power to you in educating the retail merchants along better merchandising lines and methods.
Ohio.

ELECTRIC CO.

A GOOD SUGGESTION—SEND IN YOURS
Editor **HARDWARE WORLD**:

We are enclosing renewal for our subscription and we want to tell you how much we fully appreciate the splendid publication and how greatly we have been benefited in our business by adopting the suggestions given in its pages.

Now, here is a suggestion that we want to make for your benefit and the benefit of your subscribers. Why not start a suggestion box? Ask each merchant to offer suggestions as well as to answer any questions that might be asked. Merchants should feel that they can ask questions through your columns to be answered by other merchants.

Yours truly,
ATASCADERO HARDWARE STORE.

NEW ZEALAND MERCHANTS
APPRECIATIVE

Editor **HARDWARE WORLD**:

In renewing our subscription we want to tell you that if the future editions are as good as the previous ones we are sure we have had our money's worth and more.

C. & A. ODLIN TIMBER & HDWE. CO., Ltd.
Wellington, New Zealand.

C. S. Brown & Son is a new enterprise at Marysville, Mich.

W. L. Roberts has succeeded the Roberts-Phebus Hardware Co. at Coldwater, Kansas.

Campbell & Son have recently engaged in the hardware and implement business in Atkinson, Neb.

Your National Board of Consumers

**The Case for High Quality Goods Presented by a
Manufacturer and Merchant of Juvenile
Vehicles and Wheel Goods for 25 Years**

(By W. L. Diemer, President of The American-National Co.)

MANY a merchant has definite ideas about a board of censors for moving pictures. He recognizes their work, when "Passed by the Board of Censors" is flashed on the screen. Yet often he does not realize how the idea with some shift of emphasis could be applied to his own business. He needs only to substitute "Consumers" for "Censors" and he has an adequate test for his merchandise.



W. L. DIEMER

President of the American National Co., is an authority on the sale of children's vehicles. He writes out of an abundant experience, and merchants can profit by his suggestions.

To be "Passed by the National Board of Consumers" is the good fortune of articles of quality construction. But who compose the Board of Consumers? Its membership is unlimited, because it includes all those who have the dollars and sense to buy. Its approval is sought by every discriminating dealer. Its power is perpetual because the present decade influences the next as to what and where to buy.

Consult Your Board of Consumers

In fact the wise merchant works very closely with his "Board of Consumers." Experience teaches him that high grade goods are preferred by the majority. No matter whether or not this preference is apparent, he knows it is there. It may be subordinated for a brief period; it may even be dormant. Nevertheless, the dealer who does things will never lose sight of it.

When his "Board of Consumers" cut out the merchandise which is high grade, because they think it too high priced, he arranges for special sales, which allow them to buy quality at a lower cost. He does not do this often, for he knows that they know that articles of worth or necessity are higher priced. He will rather emphasize in his advertising copy that the enduring value of higher-priced articles makes their actual cost lower. He will make clear in their own minds what they have felt right along about considering workmanship above price.

There are exceptions, of course, especially in the clothing line, and that great variety of articles on which the tower of Woolworth fame rises. And even

here it is not so much low price as quick turnover that accounts for a fortune of sky-scraper proportions. Quick turnover can be applied with equal success, if good judgment is used, to lines of much higher-priced merchandise.

A vehicle which will last the length of childhood is reasonably priced even if quite high in comparison with a lower priced vehicle which is ready for the scrap heap in a short time.

Low Cost Sells the Board on High Prices

Somehow or other people are careless in their statements and a low priced article which gave good service for its price will be judged harshly when spoken of to the neighbors, if it did not last a great length of time. On the other hand, merchandise of high quality and its usual attendant high price will come in for even more than its share of praise, because of the enduring quality of its service.



The dealer, by going to the people for approval of his product, is 99 and 44-100 per cent sure to find high quality demanded. Stocking better goods brings him not only permanent patronage, but higher profits. Quick turnover of the higher priced goods is assured because Johnny Jones is certainly going to want as "classy" a coaster as Tommy Thompson owns. With his stocks "Passed by the Board of Consumers," the dealer is going to benefit three ways: In increased prestige, increased patronage, and increased profits.

L. A. Klisart has purchased the Campbell & Morley Hardware Co. at Strawberry Point, Iowa.

R. Peacock & Son have purchased the hardware stock of A. C. Hamman at Shiocton, Wis.

Coleman & Barlow Hardware Co. at Kerens, Texas, recently suffered a loss by fire of \$10,000.

The Ketzmann Hardware Co. at Willow Lake, N. D., has been incorporated, with a capital stock of \$20,000.

The harness and hardware business of Henty Greenberg at Coral, Mich., recently suffered loss by fire.

An interest was recently bought by Mr. Kollmeyer in the Henry Doering Hardware Co. at Fremont, Neb.

***It's Easy
to Find the
Peerless Points
of Superiority***

"Dumb-bell" type radiator cap, heavily nickel-plated. Will not rust or break.

Detachable steel shell finished in black Japan baked on. Also nickel finish.

Upper and lower tanks drawn from one piece of brass. No seams—hence no leaks.

Steel cradle (or basket) support under entire bottom of radiator. Riveted and soldered to bottom tank. Takes up all road shocks.

All brass guaranteed Honeycomb Core, $2\frac{1}{2}$ inches thick. Four times the water capacity and five times the cooling surface of tubular type. Better radiation—bursting prevented—boiling eliminated.

Price—the lowest that the quality of materials and of workmanship used will permit.

For value—pure, honest value—the Peerless Guaranteed Honeycomb Radiator is unexcelled by any Ford replacement made. The kind and length of service given make it the cheapest Ford radiator on the market. If you have never stocked it, give your jobber a trial order—or, if he can't supply you, write us direct.



PEERLESS
HONEYCOMB
RADIATORS
FOR FORD CARS

Retail Price **\$17.00**

Effective March 15

THE CORCORAN MFG. CO.

Dept. 14, Norwood, Cincinnati, O.



This new Peerless Radiator Cap Display Stand will bring in sales. It's free—ask your jobber for it.

Tireless Tire Tactics Triumphant

Charles F. U. Kelly Began Creating Confidence and Building Friendships When He Sold Bicycle Tires Years Ago, and the Same Spirit in Even Greater Measure Goes With Him as One of the Nation's Great Tire Chiefs

IT'S never "time to retire" for Charles F. U. Kelly, sales manager of the tire division of the Quaker City Rubber Company. He entered the tire business in the bicycle days and is one of these indefatigable workers who have made the automobile and tire industry the great national institution that it is.

Mr. Kelly is the sort of fellow who can sell you twice as much as you had even conceived of buying and then leave you his warm personal friend and admirer and thank him for doing so. His energy and aggressiveness are only exceeded by his tact, consideration and geniality.

One of the most prominent men in the trade of the West, as head of a great jobbing house, had huge dealings with Mr. Kelly, speaks of him as "one of the straightest shooters and best friends it has been my privilege to meet during many years contact with the hardware trade. Charley Kelly is absolutely true to his word, he inspires confidence and holds it, he is a keen salesman and a loyal friend."

When this same large jobbing house was considering a connection with a large tire company through Mr. Kelly, the head of the institution wired to an eastern manufacturer he knew asking what he knew of Charley Kelly. The reply came back, "Charles F. U. Kelly talks your language and mine."

Mr. Kelly cast his hat into the rubber ring in his native state of New York with the Hodgeman Rubber Company as office boy. Years later he was playing golf with Mr. Hodgeman and remarked that he was glad to meet the first man he had ever worked for. He hadn't met him in his first position.

Following some correspondence and an advance portrait of himself with a full beard, he started out into the "wilds of Ohio," personally to convince Mr. Works of the B. F. Goodrich Rubber Co. that he was the young man who could set a new pace selling bicycle tires. Akron

was more difficult to reach in those days, particularly for a New York boy whose experience on the road was all in prospect. He got lost and was a day late in keeping his appointment.

"Are you the Mr. Kelly who sent his picture and was due here yesterday?" asked Mr. Works. The smooth-shaven youth assured him and apologized for the delay. Mr. Works reached in his drawer and took out the ancient picture with full beard. "I suppose there is a slight resemblance," he commented.

Held Out for His Price and Won

Mr. Kelly had written in advance that he would not consider less than \$1200 a year as initial salary. Now Mr. Works told him that the board of directors had decided to put on four men at \$1000. Mr. Kelly stuck to his price, and as a result he got his figure, while the other three men received the lower salary. When he started forth he imagined that he could hear the people of Akron say as he passed. "There goes the highest priced salesman of B. F. Goodrich & Co."

Selling bicycle tires in those days in the small towns of Missouri, Kansas, Iowa, Nebraska and Colorado wasn't an easy job by any means. There was a lot of educational work to do. Salesmen got up pretty early to see their prospects.

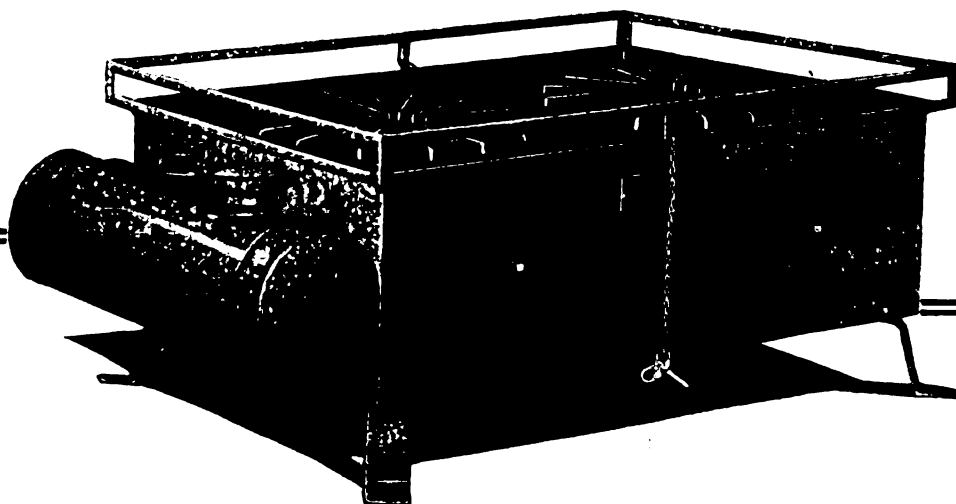
There was plenty of competition even though it was in the early days of bicycling. So Mr. Kelly got valuable experience that was the foundation of his future work. He learned human nature, he learned salesmanship, the value of service, of keeping your word. In other words, he found it worth while to establish a reputation and live up to it.

One day he was in Denver with a crowd of other young salesmen when the famous "King" Kelly was expected to be present on some occasion. Young Charley Kelly innocently allowed himself to be photographed and was featured the next day in the daily newspapers as "King"



CHARLES F. U. KELLY

Director of Sales, Tire Division, Quaker City Rubber Co., and one of the liveliest, keenest, most popular sales executives in the tire business. He is adding to the prestige of the Quaker City products in direct proportion to his own unlimited energy and resourcefulness.



Announcing AUTO-GALLEY-KOOK-KIT

For Motor Boats, Yachts, Etc.

SPECIFICATIONS

Body size, 20 $\frac{1}{4}$ " x 10 $\frac{1}{2}$ " x 5 $\frac{1}{2}$ ". Legs, 2" high. Body made of heavy galvanized iron, strongly riveted; all fittings galvanized or of copper or brass. Gasoline tank made of brass, with pressure gauge. Each stove is equipped with a full sheet of galvanized iron slotted to fit the stove legs, for use as a covering for the bench or table on which the stove is mounted. Price complete with all equipment\$20.00

If desired, Auto-Galley-Kook-Kit can be had with the gasoline tank separate, so that it can be mounted outside the galley, minimizing the danger in case of fire. Tank made of galvanized iron, riveted and soldered inside, complete with pressure gauge and brass pump.

Price with 3 gallon separate tank and 20" pump.....\$35.00

Price with 1 gallon tank and small pump\$27.50

Made by the Makers of
the Famous

KAMP KOOK KIT

DESIGNED and built by the manufacturers of the famous Auto-Kamp-Kook-Kits, as the result of requests from prominent boat owners and builders, and according to their ideas and suggestions. A galley stove, perfect in every detail, embodying all the features of the Auto-Kamp-Kook-Kit, but adapted to the requirements of fresh and salt water craft.

Auto-Galley-Kook-Kit burns ordinary motor gasoline—gives a steady hot blue flame that a thirty mile wind will not blow out.

It has been tested under the most severe conditions and has proven itself beyond a doubt the most efficient, most satisfactory galley stove on the market.

Write or wire today for details

Prentiss-Wabers Stove Co.

18 Spring Street, Wisconsin Rapids, Wisconsin



L. G. LEHOUSSE

The live wire representative of the tire department of the Quaker City Rubber Co., a popular and well known business man.

Kelly himself. That name has stayed with him ever since.

Mrs. Kelly Helped Hold the Job

Executives in those days who hadn't had experience on the road were not used to a traveling man's expenses. So in 1897 Mr. Kelly met Mr. Works in Chicago and was told very sorrowfully that the board of directors felt they had to reduce expenses and had decided to dispense with his services for the time being. Mr. Kelly turned and presented Mr. Works to Mrs. Kelly.

"Well," said Mr. Works, "I didn't know that there was a Mrs. Kelly."

"There wasn't until today," said Chas. F. U. "We have just been married."

"You come to see me tomorrow and you are still going to be on our payroll," answered Mr. Works. He recognized that Mr. Kelly was a man too valuable to lose, even though the board of directors did think that they would have to reduce their expenses.

He stayed with the B. F. Goodrich Company for many years. In fact his knowledge of the trade, his persistence, his hard work, made Chas. F. U. Kelly an asset to the other tire manufacturers with whom he has been associated. He not only loves his work, loves the business, loves to sell tires but finds a genuine pleasure in being associated with men of fine character, men who have splendid ideals and will do their best to put them into effect in their business.

That is one reason why he is so proud of his connection with Mr. Daniels of the Quaker City Rubber Company, an institution of high class reputation, whose products live up to their reputation. The company that has marketed Daniels P. P. P. packing to the highest class of trade

in the country for years could not afford to make or sell any but the highest grade tires in the highest grade way.

On Tour of Western Connections

Mr. Kelly has been spending considerable time among the company's representatives throughout the Mississippi Valley, the South, Southwest and far West.

It was a sincere regret with him that on his twenty-fifth wedding anniversary he was one side of the continent and Mrs. Kelly was on the other. Nevertheless since "thought knows no distance and love can bridge continents as well as oceans," there was a satisfaction in knowing that his charming wife was with him in thought.

The far western representative of the Quaker City Rubber Company is L. E. Lehoussé, who was also associated with Mr. Kelly prior to their connection with the Quaker City Company.

The Faust & Rau Hardware Co., Wichita, Kan., has purchased the stock of the North Main Street Hardware Company and are planning to remodel the store, and enlarge the stock. The company has been incorporated, with a capital stock of \$15,000. Clyde Faust, Mrs. Faust, Phil M. Ray, Mrs. Ray and Otto Sounders are the stockholders.

Frank Youngdale, formerly connected with the Hedman-Johnson Hardware Co., has purchased the Tornell & Son Hardware Company at Turlock. The mill and contracting part of the business will be retained by Tornell & Son.

The Garvanza Hardware Company at Highland Park has moved into its new store, which will give them facilities for carrying an increased stock. They report a satisfactory season and a good outlook.

O. E. and E. C. West have opened a new hardware store at San Pedro, and will carry a full line of builders' hardware, house furnishings, etc. The new firm will be known as the Pacific Avenue Hardware Company.

The Corbett Hardware Company at Tucson, Ariz., has recently enlarged its store in order to carry an increased stock. The sheet metal department has been greatly enlarged.

The Marshfield Hardware Company at Marshfield, Ore., has been purchased by the Elblad Hardware, Pioneer and the Schroeder & Hildebrand companies. The stock has been divided among these companies.

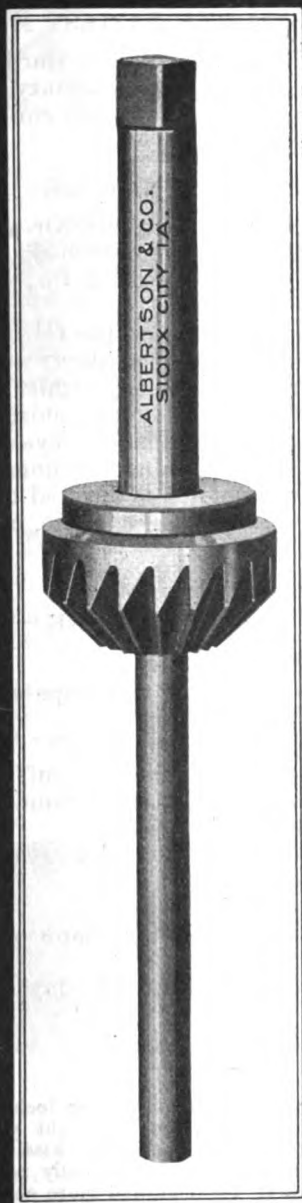
G. C. McConnell and R. E. Kirkland have leased a building at 633 East Broadway, Los Angeles, and will carry a complete line of builder's hardware, to be known as the Builders' Hardware & Supply Co.

F. L. Crane has purchased the hardware store of McClellan & Larkin at Baldwin Park. The business will be conducted under the same management.

Witherow & Brown's Hardware Store, a new enterprise at Fairfield, are erecting a new warehouse to provide facilities for a larger stock.

The Bain Hardware Co. at Kenosha, Wis., recently opened for business, with Harry Bain as proprietor. They will carry a complete line of hardware.

Patented Feb. 17, 1914, Feb. 26, 1918



SIoux REAMER

SAVE hours of tiresome valve grinding by removing the carbon pits and other irregularities from valve seats with this rapid cutting and absolutely accurate Sioux Reamer.

The Sioux Reamer Pilot extends through the valve stem guide and keeps reamer perfectly centered, thus insuring accurate cutting.

SIoux SERVICE

keeps reamers sharp at no cost to you but carrying charges. When reamers get dull send them prepaid and direct to us, including return postage, and they will be sharpened and returned to you the same day received. We maintain a special department for this service. Be sure you get Sioux Reamers if you want Sioux Service. Keep an extra set of Sioux Reamers on hand for use while the other set is being resharpened.

We make reamers to fit every engine made.



**Your Jobber
Sells Them**

ALBERTSON & CO.
SIOUX CITY, IOWA

When Hardware Men Tell Stories (to Ladies)

BREAKING IT GENTLY



Andrew Carrigan can always tell a good Irish story, as his friends know.

There was an accident at the mine and McCarthy went on the long journey into space. Pat was sent ahead to break the sad news gently to McCarthy's wife. Pat knocked. The lady came to the door. Pat said, "Are you the widow of McCarthy?" "Sure I'm Mrs. McCarthy," says she, "but I'm no widow." "The hell y'ain't," says Pat. "Wait till ye see what they're bringing up the stairs."

NO ACORN

An Ohio jobber tells a story of a man who brought for entrance into a college there, a student, his son, for whom he wished a shorter course than the regular one.



"My boy can never take all that in," said he. "He wants to get through quicker. Can you arrange it?"

"Oh, yes," said the president. "He can take a short course; it all depends on what you want to make of him. When God wants to make an oak he takes a hundred years, but He takes only two months to make a squash."



Hamp Williams tells this one:

The doctor had called at the Brown home. The occurrence was so unusual that Sed Green, from the next farm, decided to investigate.

"Yes," answered Brown, upon being questioned, "Eliza, the wife, is sick. Don't know jest what's ailin' her. She got up this mornin' and had breakfast for me and the hands at five, and then she did some washin' and some bakin' and the churnin' and a little cleanin', besides a-diggin' some taters and a-weedin' a patch of garden. She got dinner, and was a-sewin' and a-mendin' this afternoon when she sorto' keeled over. I jest kain't think what kin be the matter, for she's been a-doin' nothing but keepin' house here, easy-like, for the last fifteen years."

"GEORGE, THE LADDER"

R. W. Shapleigh tells of a little boy who slept in an upper berth in the sleeping car. In the night he awakened and sat up.

"Do you know where you are, Bobby?" asked his mother.

"Of course I do," answered Bobby promptly, "I'm in the top drawer."



Speaking of blow-outs—it's difficult to say which is the more to be avoided—an automobile tire or a church social.

AT LAST! THE LAZIEST MAN



Frank Bare of the Tritch Hardware Co. tells of a man who is so lazy that he married a widow with five children.

THE WONDERS OF NATURE

Whether this happened in a New Orleans school or not we are not informed, but W. M. Pitkin of A. Baldwin & Co., vouches for it:

At a high school examination the following definition was given of anatomy:

"Anatomy is the human body, which consists of three parts—the head, the chist and stummick. The head contains the eyes and brains, if any; the chist contains the lungs and a piece of liver; the stummick is devoted to the bowels of which there are five—a, e, i, o, u, and sometimes w and y."



SEATTLE ALWAYS SQUARE

As Mr. Bilger tells it:



Teacher—"What is the shape of the world?"

Little boy—"I don't know."

Teacher—"What kind of cuff buttons does your father wear on Sunday?"

Little Boy—"Square."

Teacher—"What kind does he wear on week days?"

Little Boy—"Round."

Teacher—"Now, what is the shape of the world?"

Little Boy—"Round on week days and square on Sundays."

AND IS INFINITE

A stenographer for a New Orleans jobber decided to "brush up" on grammar by attending night school. The teacher asked her to parse the word "kiss."

Sten—"The word is a noun, but is usually used as a conjunction. It is never declined, and more common than proper. It is not very singular, in that it is usually used in the plural. It agrees with 'me'."

POT AND KETTLE

"You have such strange names for your towns," an Englishman remarked to one of his new American friends. "Weehawken, Hoboken, Poughkeepsie, and ever so many others."

"I suppose they do sound queer to English ears," said the American, thoughtfully. "Do you live in London all the time?"

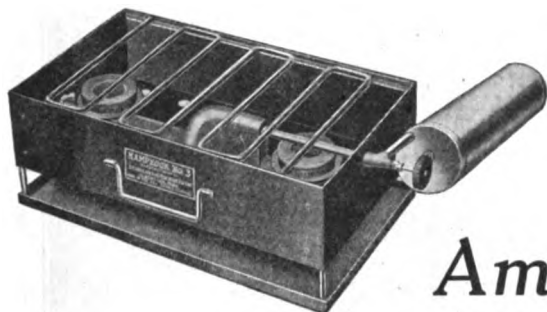
"Oh, no," said the unsuspecting Briton. "I spend a part of my time at Chipping Norton, and then I've a place at Pokes-togg-on-the-Hike."

"Look, mother," wailed Ned, pointing to a hole in the stocking, "I've had a blow-out!"

AMERICAN KAMPKOOK

TRADE MARK REG. U.S. PAT. OFFICE

THE IDEAL CAMP STOVE



Most Progressive Dealers Sell the *American Kampkook*

Now Made in Four Styles and Sizes

Kampkook No. 3, the popular size, retails at \$7.50; larger size retails at \$8.50. No. 9, same size as the No. 3, with rust and corrosion proof brass case, retails at \$9.50, and the new three burner size, No. 12, retails at \$12.00.



IT'S ALL INSIDE

All Kampkooks fold up like a miniature suit case when not in use with all parts including tank packed inside the case protected against loss or breakage.

Because it is the choice of motor tourists and campers everywhere who appreciate the value of compactness, convenience and dependable service.

Because the Kampkook has more heating capacity in less space than any other stove and is the easiest to operate. Second burner turned on without generating after first burner is lighted.

Because the Kampkook is perfectly safe anywhere—the tank never gets hot. Many Kampkook owners use their Kampkook as an emergency stove in the home kitchen. Burns without smoke, soot or odor.

Because the Kampkook is fool proof and trouble proof. The burners cannot clog and never require cleaning. Burns ordinary motor gasoline or distillate.

Because the Kampkook has been so well advertised that "Kampkook" is almost synonymous with "camp stove." You eliminate sales resistance when you offer your customers the genuine American Kampkook.

Because Kampkooks are sold only through legitimate jobber-dealer channels. We have no "agency proposition" or "special introductory discounts." The dealer is assured a fair and reasonable profit.

Every dealer in sporting goods should write at once for our latest folder and price list describing in detail our complete line of Kampkooks, Kampovens, Kampkook Kitchenettes and Kampkook folding fry pans; also names of Kampkook jobbers near you. Ask about free selling helps.

AMERICAN GAS MACHINE CO., Inc.

FACTORY, ALBERT LEA, MINN.

Eastern Branch

78 Beade Street,

New York, N. Y.



60,000 SQUARE FEET OF AUTOMOTIVE EQUIPMENT

Few firms anywhere convey the impression of solidarity and strength that is gained in a visit to the new automotive equipment headquarters of Ballou & Wright at Portland. Five floors and a basement 100x100 are exclusively devoted to warehousing, displaying and merchandising automotive equipment, garage supplies, bicycles and similar lines.

The building and land represent an investment of about \$200,000, and the company first occupied it the first of the year. The basement and first floor are concrete fireproof construction, while the upper floors are heavy mill construction, designed to carry the heavy stock.

On the first floor are the general offices and salesrooms, shipping department and service stock. In the basement are oil and tire storage, as well as space under the sidewalk for a carload of coal fuel for the steam heating plant. Stationary machinery and equipment is displayed on the second floor, where is also located a women's rest room. The upper floors are devoted to general storage and general stocks.

A spiral chute for merchandise makes possible quick deliveries from the upper floors to the shipping room, while a high-speed freight elevator also operates between floors. The elevator machinery as well as reserve water supply for the fire-sprinkler system is located in the tower.

Ballou & Wright is one of the oldest firms in the Northwest, having started the bicycle business in 1896. President Charles F. Wright has at all times been a leader in the trade and is a past president of the state automobile association. The new building is in a way the fruit of years of planning and labor, and is a just reward for faithful following of business standards.



The Ballou & Wright offices are spacious and well lighted and arranged for the most economical and rapid method of handling business



C. F. WRIGHT

No man in the automotive equipment industry is better known and no institution enjoys a wider reputation than do Ballou & Wright.

The service and cooperation which they give the trade, coupled with the management in the institution and lines which they handle, has placed them in an enviable position.

On moving into the new quarters at Tenth and Flanders Streets, with its spur track service, the company gave up its retail department and became strictly wholesale.

Illustrating Ballou & Wright's standing in the trade as well as in their community, the company's housewarming on December 30 was attended by 600 friends and well-wishers. Many factories whose goods the company handles sent representatives thousands of miles to attend. And to prove the building's suitability for all occasions, spring bumpers and shock absorbers yielded the floor to a grand ball.

WINDSHIELD CLEANER PAD

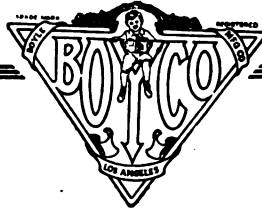
The Sharpe Ever-Ready Auto Windshield Cleaner Pad has been placed on the market by the Sharpe Chemical Company, 403 Stevens Building, Detroit.

The pad is within a genuine leather cover, handsomely lettered, protecting a cloth which has been chemically treated and which is said to last the life of the average car and provide a clear vision windshield in all weather. The pad is made in a size convenient for the motorist's pocket or car pouch.

MERCHANTS MISSING OPPORTUNITY

Many a business opportunity is lost through inaction when special crowds such as convention gatherings are in town. People are sure to like to look around and to see something new, and if the displays are attractive and the price is right and interest is won by some special type of hospitality or demonstration, business is sure to follow.

V. E. Blodgett has opened a hardware store at Santa Ana and will carry a complete line of hardware.



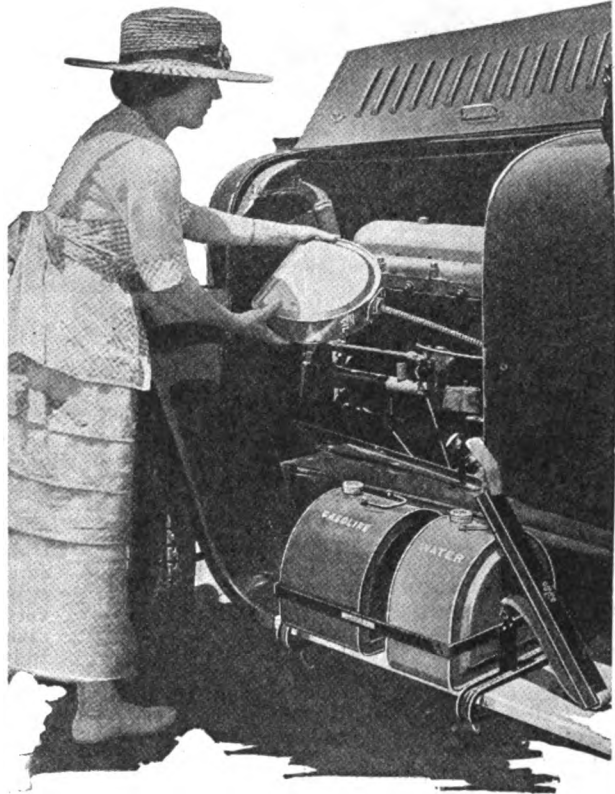
*Now is the time to place orders
for the vacation trade*

*Cash in on the practical usefulness
of the Service Unit*

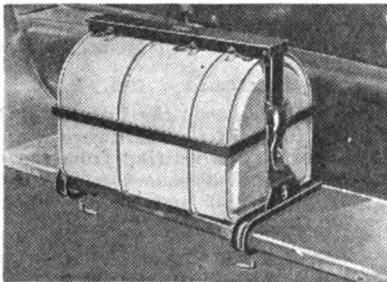
Boyco Service Units are Products Every Dealer Can Depend On

BOYCO Service Units are combinations in neat, attractive form of Boyco Autocans for water, gasoline and oil. They are neat in appearance; they attach firmly to the running board on all standard makes of cars; they are instantly accessible and clean in use.

They sell readily and dependably because they are practical in design and construction and because they fill an actual, universal need — protect against running out of fuel or water.

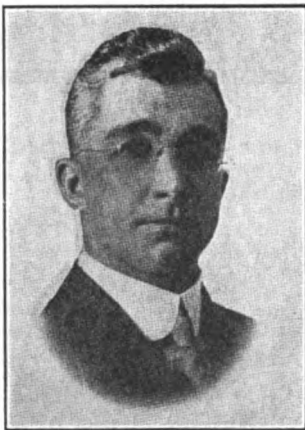


The New Model No. 221



THE illustration at the left shows the new No. 221 Boyco Service Unit—the latest and most improved number in this fast-selling line. Autocans for gasoline, oil, and water are higher and narrower, eliminating possibility of protruding over the running board edge. The construction is strictly all-steel—durable, sturdy and compactly rattle-proof. Provisions for locking have been incorporated in this model, effecting theft-proof security. For pouring a flexible filling tube is furnished (note illustration above). This tube carries inside the gasoline Autocan when not in use and for filling gas tank or crank case it threads into the filling cap in the Autocan top and prevents all troublesome leaking or drippage. Complete information concerning the full line of Boyco Service Units will be gladly furnished on request.

BOYLE MANUFACTURING COMPANY
LOS ANGELES CALIFORNIA



GEORGE GODDARD—MOST MODEST

This will surprise Mr. Goddard just as much as it will please his hundreds of friends among the manufacturers' representatives and household goods buyers and salesmen, as well as the good friends of the Seattle Hardware Co. who have come in contact with him during his many years' congenial connection with that institution.

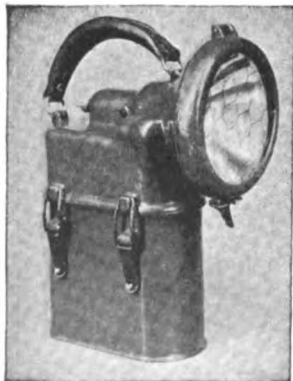
As a matter of fact, Mr. Goddard does not realize the natural advantage he has over the vast majority of men, in the attractiveness and general aesthetic effect of the reproduction of his features. Mr. Goddard assured us that no mere man had caught him off his guard to take a picture for many a long year, and that the publication of the same would be entirely beyond the reach of human imagination.

Therefore, we know our readers and Mr. Goddard's friends will agree with us that Mr. Goddard is entirely out of order, and that any man who has as good a picture of as good a face as this should further the causes of art and the taste of our readers in encouraging such publication.

In private life, and beyond the screen of his modesty, Mr. Goddard is household goods buyer for the Seattle Hardware Co., and in that capacity he has served more years than the youth of his brow and the creaseless area of his visage would indicate. There are few more popular, few more capable, few more genuine and pleasant, and few less self-aggressive men in the trade anywhere.

McGowan Bros. Hardware Co., Spokane, recently took possession of their new location, which will give them facilities for carrying an increased stock. Extensive remodeling will be done.

THE EXCELLIGHT



A product of the great war, the powerful electric Excellight is now manufactured by the National Marine Lamp Company of Forestville, Conn. It has aluminum case, silvered mirror reflector, wired fire-glass front, leather handle, two extra bulbs in top and uses two No. 6 dry batteries, practically water-proof; focusing range for flood light or 600 foot spot light. List price, \$13.00.



W. H. MARSHALL TRANSFERS FROM THE ATLANTIC TO THE PACIFIC

W. H. Marshall took charge of the builders' hardware department for the Seattle Hardware Co. recently and he is being welcomed into the membership of the leaders of the trade on the west coast, just as he left his former associations in similar lines on the northern Atlantic seaboard.

With natural modesty, Mr. Marshall prefers to let his work and his department speak for him, but if training and experience count for anything (and they surely do in the builders' hardware line), Mr. Marshall comes well qualified. For five years he learned at the very source, with the Norwalk Lock Co. For the last nine years he has been connected with the J. C. Bidwell Co. along similar lines.

This mixture of East and West, combining experience and insight in the manufacturing centers with the strategic position and progressive policies of the Seattle Hardware Co. in a great distributing region should prove most mutually congenial and profitable.

The Oxnard Hardware & Implement Co. at Oxnard has purchased another building in order to increase their facilities for an increased stock.

The Grandview Hardware Co. has purchased the stock of the Gray Hardware Company at Grandview, Wash.

J. C. McCreight has purchased the interest of J. T. McNulty in the McNulty & Co. hardware store at Ontario, Ore. Mr. McNulty is retiring from the business and Mr. McCreight will assume complete control of the business. Mr. McCreight first became connected with the firm seven years ago.

MUST HAVE BEEN "W. M.," THE AUTOMOTIVE SECRETARY

A teacher asked her class, "Who wrote the dictionary?" "Webster," was the response. "Which Webster, Daniel or Noah?" she asked. "Noah," spoke up Johnny. "It couldn't have been Noah, teacher, 'cause he built the Ark," Sammy replied. "Well, you bet it wasn't Daniel, for he was in the lion's den," shot back Sammy—

And to settle the dispute the **HARDWARE WORLD** has decided "W. M." it must have been.

Two New Movie Slides

*Put Your Name
on the Screen
together
with*



No. 5



No. 6

WEED TIRE CHAINS

THEY wanted new slides. Here they are! Hundreds of dealers asked for them because numbers 1 to 4 brought them such excellent results.

There is no better medium than slides for tying up your name with the national advertising of Weed Chains. You can reach the people of your neighborhood at the psychological moment—when they are in a mood to read any message placed before them.

Prepare for the snow, the slush, the sleet, and the rain. Remind the folks that your store is the headquarters for Weed Chains.

FREE Weed Movie Slides are Free. Specify which slides you want us to send you. Write us today

AMERICAN CHAIN COMPANY, INC.

BRIDGEPORT



CONNECTICUT

In CANADA: Dominion Chain Company, Limited, Niagara Falls, Ontario

District Sales Offices: Boston Chicago New York Philadelphia Pittsburgh Portland, Ore. San Francisco
THE LARGEST MANUFACTURERS OF CHAIN IN THE WORLD

No. 1



No. 2



No. 3



No. 4





J. F. HUGGINS DIRECTS NEW ACCESSORY DEPARTMENT OF GEO. LAWRENCE CO.

Department managing is never as easy for the man in the chair as it is for the man on the outside who can tell his friend, his customer, or his competitor just how things ought to be managed. For the man who is building a new department out of whole cloth, the problems he meets and the demands of his task are sure proof of his own metal.

J. F. Huggins, manager of the new automotive equipment department of the Geo. Lawrence Co., is in just this position. Although this institution is one of the oldest, soundest, sanest and most generally well directed in the West, the automotive business is comparatively new to them, and the stock as well as the sales have had to be built up from the ground, working always through the existing organization.

With a training covering 20 years with such institutions as Marshall-Wells and Ballou & Wright in the same territory and in the same lines that Mr. Huggins is now developing, he is naturally well qualified for his present undertaking.

The department is being planned to carry a general stock of staple goods, rather than exclusive agencies or lines. In addition to the regular sales force of the company which cover the Northwest states, special automotive equipment men are in the field working with the salesmen for the particular accommodation of the company's customers.

Nineteen million automobile tires were made in the United States during the past year.

1921 tire sales were more than the total number of tires manufactured throughout the year.

Walter Doust is opening a hardware store at Mt. View.

The stock of the Lamb Hardware Company has been purchased by Uewhall-Littlefield Company, at Santa Cruz.

The Glendale Hardware Co. at Glendale are making improvements to give needed facilities for carrying an increased stock.



SPECIAL REMINGTON CUTLERY MAN

Thomas E. Wharton, widely known among the hardware trade in Tennessee, Kentucky and Alabama through his long connection with the Odell Hardware Company, has become associated with Remington Arms Company, Inc., as special representative in the Cutlery Division. Mr. Wharton comes to Remington with a long experience both in the North and the South.

For about ten years Mr. Wharton represented the Robeson Cutlery Company of Rochester, N. Y., as traveling representative, and for nearly eight years he was associated with the Odell Hardware Company of Greensboro, N. C., in which firm he ultimately became assistant manager of their retail hardware division under Mr. C. H. Ireland. He is a native of the "Tar Heel" State.

PASSING OF FRED M. LYON

The automotive equipment trade was saddened by the announcement of the passing of Fred M. Lyon, vice president of the Chanslor & Lyon Co., brother of the well known Phil Lyon, head of the institution.

His passing was not wholly unexpected, as he has been in ill health for some months.

Mr. Lyon was a typical westerner, big and generous of heart and disposition and most popular with everyone who knew him.

He was a director of the Merchants National Bank and active in various clubs and institutions. He is survived by a widow, a son and daughter, mother and sister, and his brother, to whom the sincere sympathy of the trade will be extended.

The Hermosa Hardware Co. is a new enterprise at Hermosa Beach.

The M. B. O'Brien Hardware Store at Grass Valley, Ore., was recently destroyed by fire.

Henry Myers is again reentering the hardware and sporting goods trade at Santa Barbara, after an absence of several years.

O'Keefe & Merritt Luggage Carriers

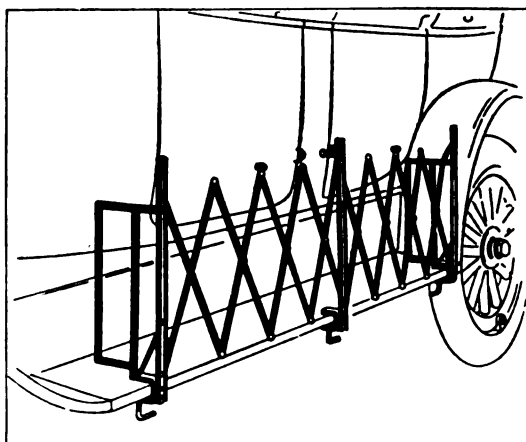
No. 1 With Folding End Gates

Adjustable from 12 to 72 inches. The long rigid end gates form a complete basket, the proper length, in which the luggage snugly fits. Clamps on the running board. No tools required.

The bottom remains the same distance from the running board, regardless of length extended.



Made of extra heavy steel; finished in black baked Japan; packed 1 in carton; weight 15 lbs.; size, extended, 15x72 in.; price, each, \$4.00.



No. 2 FORD SPECIAL LUGGAGE CARRIER

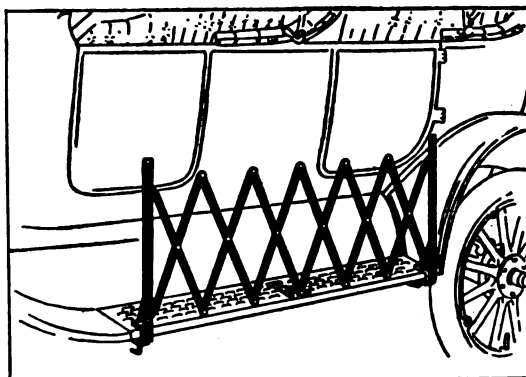
The No. 2 Luggage Carrier was designed especially for Ford or other small cars.

Light, strong and adjustable from 9 to 50 inches. It gives the Ford owner a necessary accessory at a very low cost.

Requires no tools. Clamps on the running board. Can be attached in a jiffy. The bottom does not raise when extended.



Finished in baked black Japan. Size, extended, 15 x 50 inches; weight 9 lbs.; packed in fibre cartons, price, \$2.50.



O'KEEFE & MERRITT CO.

251 South Avenue 17

Los Angeles, Cal.



A FULL STOCK, NO WASTE SPACE, PLENTY OF ROOM

Here's a store and stock arrangement that combines the practical with the artistic, wastes no space and at the same time makes a convenient, roomy, attractive and compact work floor. It is the hardware department of Kilmer Bros. at Spokane, and the arrangement was planned and carried out by experienced, progressive Department Manager Charley E. Robertson.

A glance will indicate the completeness of the tool stock. Wrenches, hammers, saws and similar items are racked uniformly in open alcoves right in front of the buyer, presenting the whole assortment at a glance and at the same time making it possible to keep the stock on each item right in mind. Reserve stock and package items are shelved up above, reached by a rolling ladder. Calipers, chisels, drills, bits and similar items are sampled on panels toward the rear and stocked on shelves immediately behind.

Glass show cases and counters with shelves and display racks have been used throughout. Since no household goods are included in this stock, the center tables can be effectively used for abrasives, tool specialties and other straight line items. Many items that come packed in separate boxes are opened up and stacked in long sliding drawers—cold chisels, punches, drills, etc. Thus the customer sees a full assortment as he makes his selection, and more than half the time buys two or three instead of the one he wanted, just because he sees how many are made.

Kilmer Bros. is one of the leading hardware stores of the Inland Empire, including both hardware and automotive equipment in somewhat equal proportions. J. G. Kilmer is manager of the accessory department, while W. J. Kilmer, the father, is president and general manager. His other son, Racey Kilmer, has charge of outside sales.

S. S. Whitacre is opening a new hardware store at Laurel, Mont.

Ernest Elliott has leased a storeroom at Glendale and is installing an up-to-date hardware store.

The Square Deal Hardware Company is the style of a new business opened in Salem, Ore., by W. Cohen.

The Kerman Hardware Store suffered a loss of \$100 by theft at Kerman recently.

The Midway Hardware Co. is a new enterprise at Long Beach, the proprietors being H. P. Welborn and J. W. Scifres.

L. A. Stevenson and Mr. Evans of Los Angeles have purchased the sheet metal plant and heavy hardware stock, pumps and equipment of H. W. Beers at Escondido.

B. E. Coffman of Montebello has purchased the hardware business of Cochran & Coffman and the business will be continued under the name of the Montebello Hardware Co.

The Jones Hardware Co. are erecting a new salesroom at Porterville.

C. H. Whipple has purchased the Oxnard Hardware & Implement Co. at Oxnard.

J. W. Akin has purchased the hardware and paint business of J. D. Switzer at St. Helena, Ore.

The Tujunga Lumber and Supply Co. will erect a new building and will install a full line of lighting fixtures and bathroom supplies and will increase all lines of hardware.

The West Hardware Co. of Yerington advise us that conditions in their section are improving and farmers are planning a greater variety of farm products. Most every ranch has a dairy, a few pigs, turkeys, chickens, etc., which together with a few cars of potatoes or hay and grain they are sure of something coming in practically throughout the year.

The completion of several irrigation systems will insure increased crops for the coming season.

They anticipate a big influx of farmers and home-seekers in their section.

This New Try-Square

Is

Automatic

=

*Display it
and it sells itself*

All these positions in one tool

Simore Automatic

The New Standard Square

PATENTED

ONLY once in a great while do you get an opportunity to handle a fast-selling article that has the display and demonstrating possibilities of the SIMORE AUTOMATIC UNIVERSAL TRY-SQUARE.

Put the Simore Automatic on the counter. We have a fine display card and illustrated folder. Show it to your customers. Press the button in the aluminum handle and show how the blade instantly engages automatically in the obtuse or acute miters, obtuse or acute octagons or the square, and is held there as if it were riveted until released by light pressure on the button.

Or, by swinging the blade to the other side, the tool becomes a bevel square and protractor square for computing and locating any angle, and can be locked at any angle.

The SIMORE AUTOMATIC is made in three sizes—four and one half inch, six inch and seven and one-half inch blades. It is the same size and weight as the ordinary try-square and fits the hand just right.

A demonstration is practically a sale. Every man who uses a saw or hammer, whether he is an expert mechanic or an amateur, will ultimately have this tool in his kit.

The retail price of the four and one-half inch and six inch SIMORE AUTOMATIC is \$3.75, the seven and one-half inch \$3.90, and the discounts insure you a good profit, particularly when you consider how fast this tool will sell.

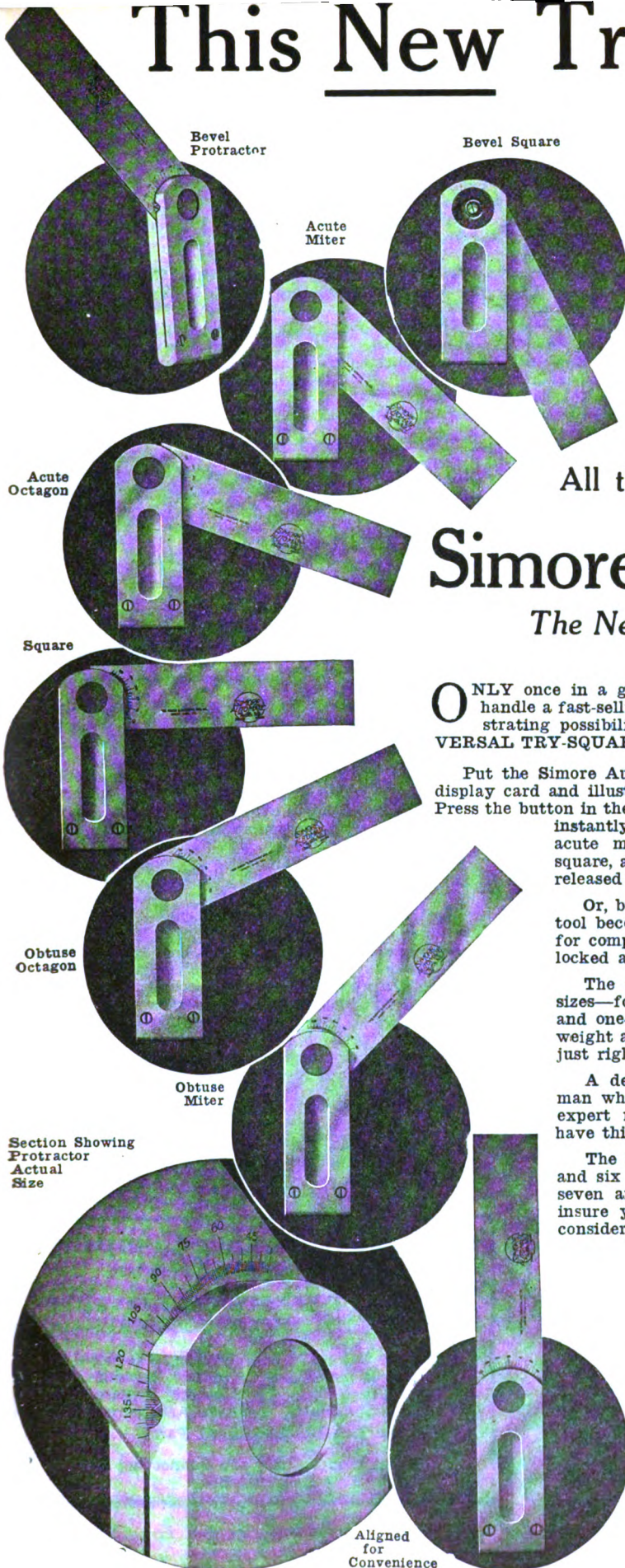
Write or wire at once for full details and prices. Get acquainted with the first of our series of the new, patented, "SIMORE LIGHTNING CHANGE" tools. Innovations and sure sellers.

**The Simon & Skidmore
Manufacturing
... Company ...**

**110 East Sixth Street
SANTA ANA - CALIFORNIA**

Watch for our next new patented
"Lightning Change" tool

Digitized by Google



Section Showing
Protractor
Actual
Size

Aligned
for
Convenience

TIPIFY CONVENTION SPIRIT



No, they are not foreign diplomats or advisers to the Armament Conference, though they look every inch the part.

The natty, clean-cut, handsome fellow on our left is J. Scott Jensen, actively taking up his father's duties and responsibilities in connection with the management of Jensen, King & Byrd, doing an extensive general hardware business, both retail and wholesale, and featuring especially automotive equipment. Mr. Jensen is one of the strongest of the younger men in the association and takes an active interest in the convention every year.

On our right is George W. Trenary of Koooskia, one of the northernmost hardware merchants within the immediate borders of the United States. Mr. Trenary's store is situated in a remote, rough country in the northern panhandle, and in connection with hardware he operates a restaurant and candy store, which departments he recommends as promoting sociability, comfort and trade from out-of-town customers.

Just such meeting, friendship and exchange of ideas every year between thousands of differently situated merchants in every part of the country may be regarded as the greatest feature of the annual association conventions.

NEW IDAHO OFFICERS ELECTED

After an enthusiastic three-day convention at Boise, during which time the new association amply justified itself in the good work and good felling already accomplished, the following new officers were elected:

W. N. Sweet, Boise, president; H. W. Wulff, Weiser, vice president; directors, A. L. Gowan, Nampa; C. M. Merrick, Buhl; Wm. Cowden, Caldwell; D. M. Taggart, Ontario; R. E. Davis, Boise.

The William E. Barnes Hardware Co. at Memphis, Tenn., was recently damaged by fire.

O. E. Boettcher of Potters, Wis., has succeeded Albert Hehnke in the hardware business.

The Meierhoff Hardware Company has been incorporated, with a capital stock of \$30,000, at 510 Central Ave., Highland Park, Chicago.

The Kiehl Shenelec Company at Livingston, Mont., hardware and implement business, has incorporated with with a capital of \$30,000.

The Oxnard Hardware & Implement Co. recently purchased the hardware stock of C. H. Spurgin at Oxnard, of which E. V. Shillington is manager.

A new enterprise has been opened at Salem, Ore., under the name of The Square Deal Hardware & Furniture Company, with Mr. W. Cohen as proprietor.

E. H. Slaymaker has purchased the interest of I. S. Bell in the business of Bell & Rundall, and the new firm will be known as Rundall & Slaymaker, at Maingo, Iowa.

A new hardware store will be opened at Valparaiso, Neb., by J. W. Pokorny.

James Loughbridge is engaging in the hardware business at Hawthorne, Cal.

Will Gilland has purchased the hardware business of Johnston Bros. at Superior, Neb.

The Horel George Metal Ware Company recently opened a hardware store at Eau Claire, Wis.

The Monrovia Hardware Company at Monrovia are planning a new storeroom, which will give facilities for an increased stock.

GOLD MEDAL CAMP TABLE PROVES POPULAR

Each year the motoring tourist and professional camper grows more and more discriminating in his selection of equipment. Articles that were considered luxuries a few years ago have now advanced to the place of necessities.

Folding furniture, for instance, is today considered indispensable and great advances have been made during the past few years by the various manufacturers of folding furniture to meet the ever-increasing demand for comfort among the disciples of the great outdoors. One of the most recent developments in this line is a compact folding table, manufactured by the Gold Medal Camp Furniture Mfg. Company, of Racine, Wis. This particular table not only "folds," but "rolls," also.

It is an excellent table for the tourist or camper, as it is extremely light and folds compactly, and at the same time is strong and rigid. The frame is made of thoroughly seasoned hardwood, nicely varnished, and is very substantially put together. The top is of imitation leather and drill, stitched at intervals of about one and one-quarter inches, permitting the insertion of hardwood slats, which constitute the top of the table. It is very appropriate as a card table for either camp or home, as it measures 31x31 inches, open, and is 28½ inches high. It weighs only 11 pounds, and when folded forms a compact bundle measuring 31 inches by 4 inches by 6 inches. A strong containing sack is furnished regularly with each table—a feature that greatly facilitates handling and storing when not in use.

This new table promises to be one of the best sellers of this well known concern's justly popular line of folding furniture.



Electric Appliance Company

807-809 Mission St., San Francisco

JOBBER OF ELECTRICAL AND AUTO SUPPLIES AND ACCESSORIES

Electric Ranges	Washing Machines
Suction Cleaners	Ironing Machines
Fan Motors	Heating Devices
Wiring Materials	Auto Accessories
Tires—Tubes—Ford Parts	

Genuine Crank Shaft and Connecting Rod Bearings, Etc.

Jansen & Son recently suffered loss by fire at Stamford, Neb.

Barber & Henderson have purchased the Homer Hardware Co. at Homer, Neb.

The Lincoln Park Hardware Company is a new enterprise at Wyandotte, Mich.

Ed. Knapp has purchased the interest of G. P. Wetzel in the Wetzel & Helbig hardware and furniture business at North Loup, Neb.



NEW ERA

So light and neat they grace any car, yet strong enough to cushion hardest blows. Approved by Underwriters Laboratories. Interchangeable for all cars. Immediate shipments. Send for catalog.

New Era Spring & Specialty Co.
65 Cottage Grove Ave.
Grand Rapids, Mich.

"BETTER" SPRING BUMPERS



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR—FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-5.

Curtis Pne. Mch. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

"HEXALL"

Trade Mark Reg. U. S. Pat. Off.

SOCKET WRENCHES

Set No. 5 (illustrated)—one of the favorites—contains 10" handle, made from 1/4" Hexagon Steel, 7 Hexagon Sockets. Sockets pack neatly on handle when not in use. Friction ball prevents them from falling off. Used as a speed wrench by putting socket on straight end and using turned end as grip. Weight 21 oz. All sockets are made from Bar Steel, broached and PAOK-hardened.

Every "HEXALL" carries this guarantee:


"Break Any 'HEXALL' Wrench and We Repair it—No Charge"

R. F. SEDGLEY, Inc. Est. 1897

Also Makers of "BABY" Hammerless Revolvers
2311-13-15 North 16th St., PHILADELPHIA, PA.

Pacific Coast Representatives:
McDonald & Linforth, San Francisco, Cal.

"HEXALL" Socket Wrench, No. 5—8 Pieces
Patented Dec. 31, 1918



KNOWLSON SPRING SPREADERS

<p>No. 1 Nickel Plated and polished ..\$2.00</p> 	<p>No. 3 Gunmetal finish\$1.50</p> 
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Easy to operate. Fits any spring. All dealers, or sent prepaid Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich. Western Representative, Walter A. Scott Co., Mills Bldg., San Francisco, Cal.





"The Sign of Accuracy"



No. 311 Combination Assortment

Assortment No. 473

Essential Tools for the Garage and Auto Trade

Every garage or repair shop can recall a job held up by lack of threading tools. Good service requires adequate tools—be the one to sell them to your trade. The "Little Giant" Combination Screw Plate No. 311 will do the trick. Supplement it with the

"Hexagon" Rethrading Die Set—the dies that go anywhere a nut will go, without any expensive holders. Fit any sort of wrench. Remember that GTD goods stay sold—because they are **RIGHT**. Insist on them.



GREENFIELD TAP AND DIE CORPORATION
GREENFIELD, MASSACHUSETTS

CARRIED IN STOCK BY PRACTICALLY EVERY JOBBER



VARIED IN STATURE BUT ALIKE IN ENTERPRISE AND NORTHWEST SPIRIT

A representative group of Northwest hardware merchants at the recent convention. Any selection from the membership or delegates is regrettable for the absences and omissions. Fact is that there are so many really big, broad, strong merchants in this association and present at that convention every year that no picture could include them all. The best we can do is to give a representative indication of the character and appearance of the several hundred delegates in attendance.

From left to right.—President-elect S. Cavanaugh, Auburn; Past President O.E. McCutcheon, Deer Park; Past President C. S. Robertson, Bremerton; T. J. Cook, Ephrata; Past President A. L. Callow, Minnard & Co., Elma; T. H. Howay, Grandview; R. R. Anderson, Lewiston; Secretary E. E. Lucas, Spokane; John Hoene, Cottonwood, Idaho; George P. Lilly, Basche-Sage Hardware Co., Baker, Oregon.

The Baldoni Hardware Co. is a new enterprise at Detroit, Mich.

The Lincoln Park Hardware Co. has opened for business at Wyandotte, Mich.

D. N. Morris & Son Hardware Co. recently suffered a loss by fire, at Kankakee, Ill.

Frank S. Whitmer of Maywood is enlarging his building to accommodate increased stock.

The Young County Hardware & Furniture Co. at Eliasville, Texas, recently suffered a loss by fire.

L. J. De Heer Hardware Co. was recently burned out at Corsica, S. D.

The Alcorn Hardware Co. is the successor of Nord & Westlund at Yanktown, S. D.

The Jefferson Hardware Company recently suffered a loss of \$1000 by fire, at Jefferson, Wis.

The William Rindt Hardware Co. at Embarrass, Wis., has been incorporated, with a capital stock of \$25,000.

Wm. Gilliland has purchased the hardware and implement business of Johnston Bros., at Superior, Neb.

Your Saw Sales Profits Should Increase

WHEN it comes to selling saws dealers will find that there is ever an increasing demand for the SIMONDS. It has always been a good saw with all the qualities a carpenter or other mechanic desires. Therefore the demand has been steady.

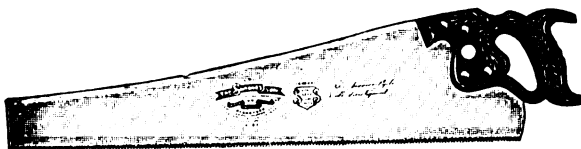
Now under the new standardization plan it is increasing rapidly. A less number of styles with a lower cost price makes it an attractive saw to sell.

Simonds Manufacturing Company

FITCHBURG, MASS.
PORTLAND, OREGON
SEATTLE, WASH.

"The Saw Makers"

CHICAGO, ILL.
SAN FRANCISCO, CAL.
VANCOUVER, B. C.



A LENTEN IDEA

Lent begins the first day of March.

It lasts forty days.

Palm Sunday falls on the ninth day of April.

Good Friday is on the fourteenth of the month.

Easter Sunday falls on the sixteenth of April.

Easter commonly marks the advent of warm weather activities and needs. What have you to sell?

What Lenten plans are you making for bigger and better business?

One retailer last year ran a blind ad with a post office box number.

He stated that he had certain articles, mentioning them, for sale reasonable.

He received a large number of replies of those who wanted to buy.

He followed up these prospects promptly.

He presented to them the advantages of the new goods he had to sell.

He did not tell them how he got his list to follow up.

He did a lot of business which would not have come his way otherwise.

He set a whole fleet of other ideas to work.

Sometimes while other people slept and played, he figured and planned.

His plans were of three classes.

These classes were service, goods, publicity.

He works with enjoyment, without waste of time, and unhurried.

The results are satisfaction, business prestige and increasing profits.

HONOR PHILADELPHIA PIONEERS

The Hardware Merchants and Manufacturers Association of Philadelphia recently tendered a complimentary luncheon to Charles M. Biddle, chairman of the board of the Supplee-Biddle Hardware Co. and Thomas Devlin, president of the Thomas Devlin Mfg. Co.

Messrs. Biddle and Devlin are the old oldest members of the Hardware Merchants and Manufacturers Association of Philadelphia, which was established in 1886. Both men addressed the large body of members in attendance and their tracing of the history of the growth and development of the association and Philadelphia's manufacturing interests to the present day was an interesting feature.

The officers of the association, elected following the luncheon were: William B. Munroe, president; Horace Diston, vice president; T. James Fernley, secretary and treasurer.

J. B. Taylor & Sons of Lewisport, Ky., have been incorporated, with a capital of \$10,000.

Peter Wenger of Sabetha, Kansas, has purchased the implement and hardware business of Gus Dornes.

A. E. Quigg & Son have sold their implement and hardware business at Elk City, Kansas, to Frank A. Quigg.

Shufe & Son at Clarion, Iowa, have succeeded to the implement and hardware business of Shufe Bros.

Sell Simonds Saws To Please Your Customers

DEALERS everywhere are showing their appreciation of the Simonds Hand Saw sales plan, not only because it reduces the number of saw styles they will have to carry, but because they know they are able to give their customers something better at less cost. The same high-grade edge-holding steel and the same exceptional workmanship are contained in Simonds Hand Saws.

When you sell a Simonds Saw you are assured of a satisfied customer.

Write for selling proposition and discounts.



FRANKLIN D. JACOBS AGAIN IN HARNESS

The friends of Franklin D. Jacobs, well known throughout the country among the hardware trade, foundry supply houses and kindred lines, will be glad to know that he has so far recovered from his illness that he has removed from Milwaukee to Cleveland, where he is resuming his active work as special sales representative with The Osborn Manufacturing Company.

During Mr. Jacobs' connection with The Osborn Manufacturing Company, he has become well known in the hardware and general supply trade, having at various times covered extensive territories in the middle West, including Kansas City, Omaha, Lincoln; also in the South, working from Louisville to Birmingham, Atlanta, Richmond and Norfolk; and later spending a number of years in Philadelphia, New York and New England.

Acting as special sales representative, Mr. Jacobs during the next year will cover a wide territory, and is enthusiastic at having so far regained his health and strength that he can look forward to the pleasure of meeting his many old friends and acquaintances.

CALDWELL MANUFACTURING COMPANY'S 1922 CATALOG

The Caldwell Manufacturing Co. of Rochester, New York have issued their 1922 catalog featuring their sash balances and a line of hardware specialties.

They make a complete line of sash and window balances, sash locks, casement window fasteners, door and window holders, door stops, screen door checks, nutmeg graters, trousers and skirt hangers, shaving glasses, etc., and will be glad to send their catalog and full information to any of our readers upon request.

NEW VALET AUTOSTROP RAZOR
MODEL C

The AutoStrop Safety Razor Company are announcing what they term the "biggest razor value for \$1.00" ever offered to the public, which is their Model C \$1.00 Valet AutoStrop Razor, a self-stopping razor complete with strop and blades to retail for \$1.00.

Merchants everywhere are quite enthusiastic over this and recognize it as one of the best values that has ever been offered in the razor line.

The manufacturers say that it is not an old razor reduced to a "sale" price, but a legitimate razor manufactured to sell at a new low mark. It is a new model which does not replace any other model and they ask that it not be confused with other so-called razor "sales."

Their experimental department has been working for many years upon a new razor, more economical to produce, fitted in price to the average pocketbook.

The outfit consists of a highly polished nickel-plated self stopping razor, three genuine Valet AutoStrop blades and one horsehide strop. It is packed in a metal case beautifully finished in black and velvet lined, all complete to retail for \$1.00.

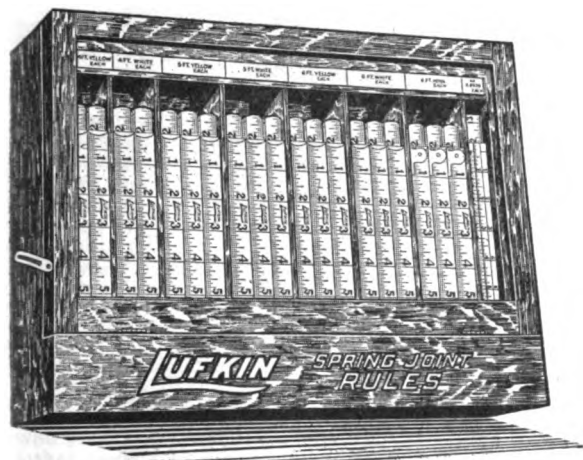
They will be glad to give full information to any of our readers upon request.



EXCLUSIVELY WHOLESALE
AUTOMOTIVE EQUIPMENT OF ALL KINDS
TIRES, OILS, BICYCLES and SUPPLIES

Tenth at Flanders Street, Portland, Ore.

1515 12th Ave., Seattle, Wn.



SPECIAL LUFKIN OFFER

Attention is directed to the announcements of the Lufkin Rule Co. Their new assortment No. 4, which they are offering, is most attractive. If a dealer will display this assortment it sure to result in an increase of sales.

The rules offered are of the highest grade, and the assortment includes their most popular selling numbers.

This attractive display is sure to attract the attention of every mechanic and everyone who has use for a rule.

The well known merits of the Lufkin line need no comment.

The distribution of this No. 4 spring joint rule display case started February 1, and this is something that no merchant should overlook.

Bradford-Gokey Hardware Co. is a new enterprise at Three Lakes, Wis.

Harry E. Millee of Ponca, Neb., has succeeded his father in the hardware business.

D. H. Greenwood will be the manager of the new East Side Hardware Company's new store, No. 2, at Pasadena, Cal.

The Central Oregon Hardware & Implement Company at Prineville, Ore., has been incorporated, with a capital stock of \$5000.

Edgar Bros. Company, implement and hardware store, will occupy a new building, to be erected by A. S. Carr at Calexico.

S. S. Smith & Company is a new hardware store at Aberdeen, Wash.

**KNOWLES
AUTOMATIC STRIKER SPOON**

Automatically hooks the fish the instant he strikes.

S. E. KNOWLES CO., Mfrs, 320 Market St., San Francisco, U.S.A.
PHIL B. BEKART CO., Pacific Coast Distributors
SOUTH BEND BAIT CO., Eastern Distributors
SOUTH BEND, INDIANA

EUREKA CEMENT

15¢ Save The Pieces 15¢
MEND WITH
EUREKA CEMENT
READY FOR USE
WATERPROOF and IRRESISTIBLE to TILES and WALLS (PORCELAINE)

We want to make you acquainted with the wonderful selling value of **EUREKA CEMENT**. It is cheaper than any other Cement on the market—it is guaranteed—it will satisfy you and your customer.

The handsome display card holding twelve 15c tubes **SELLS ON SIGHT** and a **SURE REPEATER**.

EUREKA CEMENT CO.
543 N. Dearborn St., Chicago

Greene, McKee & Swasey, 24 California Street, San Francisco, Cal.

**No. 1
Bartlett Tree Trimmer**

Built with compound lever head. Hook and side lever construction heavy enough to cut limbs up to 1¼-inch diameter.

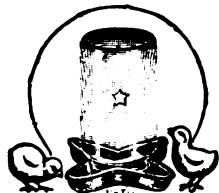
Improved position of the handle lever.

Your customers will be impressed with the quality and strength of this Tree Trimmer.

Prices on request.

BARTLETT MFG. CO., 36 Lafayette Ave., E., Detroit, Mich.

Moe's Line of Good Poultry Supplies



Popular Star
Fountain

Raising poultry is popular and profitable everywhere. Your customers buy poultry supplies and the Hardware man is the logical man to take care of their needs.

You can easily sell Moe's poultry yard fixtures along with your wire netting, garden tools and house furnishings.

Moe's Line is complete, designed by specialists, and has been the standard for years. Be prepared for the big baby chick season, and watch your sales grow. Poultry raisers are making money, and are buying supplies.

Quick Shipments from Chicago, Ill., and Los Angeles, Calif.

Ask your Jobber and send for our new catalogue



Round
Chick Feeder

Retails for 10c

412 No. Ashland Ave., Chicago, Ill.

HOEFT & COMPANY, Inc., Manufacturers

216 No. Alameda St., Los Angeles, Cal.

In Two Sizes

**ROBERT S. ERB**

President and General Manager of the Erb Hardware Co., whose spirit and cooperation has been a large factor in the growth of the institution.

BIG BROTHER AT LEWISTON

When Robert S. Erb established the Erb Hardware Co. as a comparatively small retail institution at Lewiston, Idaho, in 1910, he had small capital, considerable experience, more enthusiasm, and unlimited good will and high principle.

In the twelve years since, the institution has grown steadily and substantially, and although Mr. Erb has contributed no new capital to the enterprise, he has taken none out of it, so that the earnings provide for new development and expansion. The company is both retail and wholesale, but separately and distinctly each, so that each department is conducted to the interests of the trade and of neighboring dealers, and this has been in large measure the cause of the growth.

Thus "Bob" Erb and the Erb Hardware Co. stands in the position of big brother to the entire trade in his immediate vicinity around Lewiston.

In the retail department prices are absolutely maintained. Moreover the company issues a printed price book, showing their own retail prices and their wholesale prices on each item. By adhering to these prices the local market is set, more or less. Since merchants know what to count on, they have pretty generally adopted the policy of drawing on the convenient nearby warehouse in small quantities, making quick turn-overs, and maintaining the suggested price. They are rather in the position of co-workers than competitors.

Although Mr. Erb is sole proprietor of the business, it is conducted through a board of directors and council of the executives and chief members of the organization. M. M. Murray of the purchasing department is chairman of the board, while B. L. Pennington of the outside sales department, William Hewitt, credit manager, and the managers of the hardware, house furnish-

**M. M. MURRAY**

Buyer and Chairman of the Administrative Board of the Erb Hardware Co., is one of Mr. Erb's able lieutenants, and together with the other associates make a team that is hard to beat.

ings and automobile accessories department, together with Mr. Erb, constitute the other members of the board.

THE POPULAR AUTO GALLEY KOOK KIT

The Prentiss-Wabers Stove Company of Wisconsin Rapids, Wisconsin, have placed on the market their Auto Galley Kook Kit, which is especially adapted for motor boats, etc., being designed and built at a request from prominent boat owners and builders for a stove to embody their ideas and suggestions.

This is a galley stove, perfect in every detail, embodying all the features of the Auto Camp Kook Kit, which has proven so popular, but adapted to the requirements of fresh and salt water crafts.

This Auto Galley Kook Kit burns ordinary motor gasoline, gives a steady hot blue flame that a thirty-mile wind will not blow out.

It has been tested under the most severe conditions and has proven a most efficient and satisfactory galley stove on the market.

The Delanco Shipbuilding Co., Delanco, N. J., have adopted it as a standard equipment in their boats. They are looking for a large demand for it in all sections of the country.

They shall be glad to give full information to any of our readers upon request.

Jesse Jamison of Glasco, Kansas, has purchased the hardware and implement business of P. R. Neal.

The Sampson-Rossi Hardware Co. have enlarged their store, which will give them facilities for carrying an increased stock, at Vallejo.

<h1>HONES</h1>	<p>AMERICAN HONE CO. OLEAN, N.Y. LARGEST LINE OF RAZOR HONES IN THE WORLD</p>
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A B C ANNOUNCES OSCILLATOR AT \$99

A sensation in the electric washer field has been sprung by Altorfer Bros. Company of Peoria, Illinois, through the recent announcement of an oscillating-type cabinet washer of full-size, six-sheet capacity, equipped with copper tub, to retail at \$99. (\$105 west of the Rockies.)

The trade is especially interested in this move, inasmuch as dealers are allowed a full profit, notwithstanding the low retail price placed on the A B C Oscillator.

There is said to be no other standard value in oscillating washers, even of lighter construction or smaller size, that can be sold at such a price with a full profit to the retailers. Comparable values are stated to range from as much as \$35 to \$50 more in price.

Altorfer Bros. Company offers as its reason for this step the fact that there are thousands of people who are sold on the need for electric washers, but who either cannot afford or will not pay over \$100. And at such a figure, it is said, these people demand a high-grade, modernly-designed washer backed by a big responsible maker.

It is further asserted that at \$99 the A B C Oscillator can be featured and sold right off store floors because it is exactly the value so many people have awaited. A successfully tried-out plan for staging a merchandising "scoop" on this washer is also offered to dealers by the A B C organization.

In construction the A B C Oscillator is said to be free from experiment. The same gear assemblies and other moving parts successfully used for years in producing other types of A B C washers, are incorporated into the new model. This should minimize repair service for the dealer.

The cabinet is of galvanized "Armco" iron, gray enameled. All moving parts, while safely enclosed, are yet easy of access. The frame is of heavy angle-iron, which is extremely rigid. The operating mechanism is springless and quiet. The copper tub is heavy and lined with tin. A snug-fitting copper lid is provided.

The construction is said to be first quality in every respect and worthy of the A B C name. In appearance the washer is very attractive, being finished all over in gray.

NEW RELIABLE FEATURES

Time and time again we are amazed by the rapid progress being made in the various industries in perfecting devices that have to do with the everyday work of the producer.

The Reliable Incubator & Brooder Co., Quincy, Ill., in issuing their new catalog, has set forth some improvements that are really worthy of special mention. Our readers' attention is invited to their mammoth incubator, heated by the usual well tried methods which have made the Reliable famous for more than forty years.

Then, too, there is the Reliable standard coal burning colony brooder, containing some late improvements that are very important; in fact, they are putting out an entirely new design for their stove. Here you have a combination of utility, durability and economy, with an absolute guarantee of satisfaction.

The third special improvement stands out conspicuously. John W. Myers, president of the Reliable Incubator & Brooder Co., is the originator of the Reliable standard blue flame wickless oil heated colony hover. Here is a wonderful revolution in this system of brooding.

All of these special features are thoroughly explained in the Reliable catalog, which is good enough to guide successfully every poultryman in America who wants to simplify his incubating and brooding operations. A copy may be had by addressing the Reliable Incubator & Brooder Co., Dept. J, Quincy, Ill. Just say, "Send me the 'Old Reliable' catalog."

Erb Hardware Company
WHOLESALE HARDWARE
LEWISTON, IDAHO

BELTING

PACKING

MILL AND MILL SUPPLIES

WAGON WOOD STOCK

AUTO SUPPLIES

IRON AND STEEL

BUILDERS' HARDWARE

STOVES

TIN AND ENAMEL WARE

SPORTING GOODS

OFFER LIFE PRESIDENCY

When the nominating committee of the Oregon association met to canvass the field for eligibles for the association's presidency, they decided that they need look no further than A. L. Jameson, incumbent official for three successful years in the association's life. The convention heartily accepted the report, and to assure the future strength of the association threatened to elect Mr. Jameson to a life sentence. Only the constitution prevented.

The following other officers were elected at the conclusion of a most successful convention, featured by the annual banquet tendered by the jobbers, as well as a trip down the river to the new Port of Portland terminal docks, also under the auspices of the jobbers' reception committee, headed by W. K. Slater:

Vice president, W. W. Baldwin, Klamath Falls; directors, A. C. Hubbard, Medford; W. E. Craven, Independence; B. A. Kendall, Redmond; O. G. Sapper, Hermiston. The addition holdover directors are: G. W. Hyatt, Enterprise; Emil Piel, Ashland; J. G. Bennett, Vancouver, Wash.; F. M. Sexton, The Dalles, and E. P. Lewis, Marshfield.

R. P. Shank has opened a hardware store at Palms, Cal.

Doughton & Miller, Salem, Ore., report a good year's business and an excellent outlook.

The Nord & Westlund Hardware Co. at Yankton, S. D., has been purchased by Peterson & McMann.

A. J. Joehne has purchased the Albertson Hardware & Implement business at Osmond, Neb.

The implement and general merchandise business of Bailey Bros. has been purchased by Miles K. Lewis, at Lompoc.

Plumbing and Heating

YOUNG MAN, JUDGE FOR YOURSELF

An infallible test of whether you are a success or failure can be self-applied in the privacy of your own sanctum sanctorum.

Can you save money? It isn't enough to earn it alone—you must save it regularly, steadily, systematically.

According to an authority here are the lowest figures in the case. If you have done better than this, no reason to be discouraged.

You must have saved, yourself, by your own efforts, as follows:

At 25 years of age.....	\$ 228
At 30 years of age.....	534
At 35 years of age.....	942
At 40 years of age.....	1,404
At 45 years of age.....	1,984
At 50 years of age.....	2,676
At 55 years of age.....	3,570
At 60 years of age.....	4,764
At 65 years of age.....	6,000

Statistics go to show that out of every one hundred male children born, sixty-four live to reach the age of sixty years. Out of these, five are wealthy and independent of financial worry. Six are able to earn their own living and are obliged by circumstances to do it. And fifty-three are dependent upon their children, other relatives, or charity.

We like to think of ourselves as a thrifty, forward-looking, self-controlled people. But are we? With all our opportunity in this great rich country, the following figures are given out by a leading banking institution:

"More than 5,250,000 persons in the

United States are compelled to ask for food, clothing, fuel and medicine each year, one in every twenty of our population.

"These figures do not include the inmates of poor-houses or asylums for the deaf, dumb, blind and insane. Every tenth person who dies in a large city is buried in the potter's field. We shall never be as solid, prosperous, self-respecting as we ought to be as a people, if we continue to spend all we earn.

We should be humiliated when we think that only 108 Americans in each 1000 of our population have accounts at our saving banks. Italy more than doubles our figures. England, Germany, France and Belgium multiply our figures three times, and Switzerland five times."

All of which proved that this little story which ran in the Atlanta Constitution is not pure fiction. It says that a stranger knocked at a door and told of a fortune to be made.

"Um," said the man. "It appears that considerable effort will be involved."

"Oh, yes," said the stranger. "You will pass many sleepless nights and toilsome days."

"Um," said the man; "and who are you?"

"I am called Opportunity."

"Uh," said the man; "you call yourself Opportunity, but you look like Hard Work to me."

And he slammed the door.

STOCK TURNOVER NECESSARY FOR BUSINESS HEALTH

It is turnover which brings us face to face with our profits. The more frequent the turnover the more rapid the appearance of profits. And stock is kept up-to-date and fresh and more nearly at replacement values by brisk turnover.

Mental turnover is equally important. It prevents the pool from getting stagnant and keeps the brain soil loosened up and aerated so that new ideas and plans can take root and grow. A person whose mental turnover is at a standstill or deadly slow is in a bad way. He needs a tonic and something in the way of personal or printed contact with successful people to revive him and to help him to realize his own possibilities.

The Turlock Plumbing Co. recently filed certificate of co-partnership at Turlock.

M. M. Williams and L. H. Wilson have engaged in the plumbing, heating and gas-fitting business in Covina.

The Commercial Plumbing & Heating Co. has been awarded the contract for the plumbing and heating fixtures in the C. A. Hultin Bldg., at Seattle.

Dependable Service Quality Goods

We are exclusive agents for

**Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating
Valves**

Durabla { **Valve Discs
Rod Packing
Sheet Packing
Union Gaskets
Gauge Glasses**

Distributors of
Wm. Powell Valves and Specialties

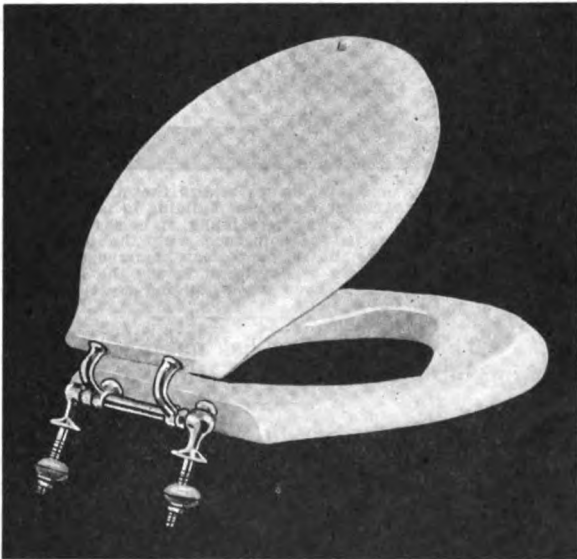
The M. L. Kline Co.

Wholesalers

**PLUMBING, HEATING AND STEAM
SUPPLIES**

84-86-87-89 Front Street - - Portland, Ore.

Church Seats



**No. 500
With Non-Soil Hinge
No Metal on Under Side of Seat or Cover**

The glistening pure whiteness of Church Closet Seats recommends them for use on your most particular installations.

People demand sanitation and expect lasting satisfaction—that is why Church is the natural choice.

*Write for Latest
Catalog*

C. F. Church Mfg. Co.

Holyoke, Mass.

New York

San Francisco

Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

THIS WILL INTEREST YOU IF YOU SHIP OR RECEIVE MERCHANDISE

(Copyright by Elton J. Buckley)

I have before me the report of a case just decided which may be useful to both the readers of these articles who ship merchandise and those who receive merchandise. It creates an exception to the rule that when goods are sold f. o. b. the seller's store or depot, and the seller delivers them to the railroad, delivery is legally made at that moment to the buyer, and after that the goods are his, together with the risks of transportation.

The Meyercord Co. is a manufacturer of store signs in Chicago, Ill. It made a contract to deliver to a certain retail dealer 200 window signs. There was in the contract this clause: "As it is impossible to make the exact quantity, it is agreed that an overage or shortage not to exceed 10 per cent shall be accepted as filling this contract."

In due course the Meyercord Co. delivered this buyer's signs to the Adams Express Co. for shipment, but instead of 200, or the 10 per cent over or under, there were 297. The express company lost them; they never were delivered to the buyer. The Meyercord Co., therefore, sued the buyer to recover for 220 signs, on the theory that as they were sold f. o. b. Chicago, delivery to the express company at Chicago was delivery to the buyer, and if the goods were lost en route, the buyer must still pay for them, but could present a claim to the express company. The buyer refused to pay, and the case got into court. The decision was that the buyer did not have to pay because delivery to the express company or railroad is delivery to the buyer only when the goods delivered are in accordance with the contract. In this case the delivery was not in accordance with the contract, because that called for 200 signs, or 10 per cent more or less, and the Meyercord Co. delivered 297. Read the following part of the decision; it is interesting:

On November 22 the plaintiffs delivered to the Chicago office of the American Express Co., for transportation to the defendant, 297 window signs. The signs were never delivered to the defendant by the express company. Claim was made on the defendant for the price of 297 window signs, which amounted to \$495. Defendant refused to pay. At the trial of the case the above stated facts were admitted and binding instructions were given to the jury to render a verdict in favor of the plaintiff for the price of 220 signs as per the contract (200 plus 10 per cent).

By the terms of the contract it will be observed the signs were to be shipped by express f. o. b. Chicago, and we think there is no question that if the signs had been shipped in accordance with the terms of the contract delivery to the express company would have been delivery to the defendant and so far as the obligations of the plaintiff were concerned. But the signs were not shipped in accordance with the contract. The contract was for 200 signs, which might be increased to 220 because of the difficulty in this character of work of manufacturing an exact number of signs. By the terms of the 44th Section of the Uniform Sales Act, "Where the seller delivers to the buyer a

quantity of goods larger than he contracted to sell, the buyer may accept the goods included in the contract and reject the rest, or he may reject the whole." In this case the buyer never had an opportunity to accept the whole or to accept the amount of his contract or to reject the whole. A delivery of the exact amount of the contract to the American Express Co. would have been a delivery to the buyer, but surely a delivery of a number of signs which he had a right to reject or accept, or partially reject and partially accept, could not be construed to be a delivery to him.

Judgment is hereby entered in favor of the defendant.

The Uniform Sales Act referred to in this opinion is in force in practically all the states, and what is said of it here would therefore apply virtually all over the United States.

The point of the decision is that legal delivery to a buyer does not take place either indirectly or directly unless the goods delivered are what were ordered. If you sell certain goods f. o. b. your station and deliver something else either in quantity or quality, to the railroad, you are not making a good delivery under the contract and the goods are yours until the railroad company delivers them to the buyer and he accepts them.



Enterprising plumbers always realize that there is business to be developed whether much new building is taking place in the community or not. The remodeling of homes is always going on aside. Personal acquaintance with the home owners or calls at the homes and residences can be arranged for. A great deal of business can be developed among the home owners of any community, even when building is at a low ebb.

Thos. Warburton has purchased the plumbing business of Lesan & Miller at Madera.

The James Smyth Plumbing Co. of Spokane have been awarded the plumbing and heating contract of \$75,000 for the new Idaho Hotel at Lewiston.

Andrew Hansen and William E. Yost are planning to engage in the plumbing business at Atascadero and will open under the name of El Camino Real Engineering Co. They plan to carry a complete line of up-to-date plumbing and heating fixtures, etc.

Moore's Current Price Lists

*Prevailing Market Information Applying
to the Northwest and Alaska*

Brass and Rubber Goods		F-23	
Moore's A. 1921		Price	List
Change			
• BATH COCKS			
0	E1906 Self Closing H.P. 6-Arm Brass Hot China Index Plate with Nut for O.D. Tubing	5.30	5.50
	E1905 Self Closing H.P. China Index Lever Hot. Plate Brass Nut with Nut for O.D. Tubing	6.00	6.50
	E1904 Self Closing H.P. Plate China Lever Hot. China Index Nut with Nut for O.D. Tubing	6.50	6.50
• LAVATORY SUPPLY PIPES			
	E2151 With W.E. Stop	9.00	9.50
	E2151 With 6-Arm Brass Index Hot. Handle	10.00	10.50
	E2151 With 6-Arm AH China Index Handle	11.00	11.50
	E2157 With W.E. Stop	9.00	9.50
	E2157 With 6-Arm Brass Index Hot. Handle	10.00	10.50
	E2157 With 6-Arm AH China Index Handle	11.00	11.50
• SLIP JOINT ELBOW			
	E2270 H.P. Teal L.P. Outlet, 1/2" J. 1/4" O.D.	94	94
• LAVATORY SHAMPOO			
	E2204 Regatta Lavatory Shampoo Bottle	14.00	14.00
• PANTRY COCKS			
	E2000 Regatta H.P. Index China Hot Lever Hot. with Nut for O. D. Tubing	7.70	8.10
	Additional for Hot Spot	.40	.40
	Additional for Hot Spot	.40	.40
0	E2000 Regatta H.P. Double Index China Hot Lever Hot. with Nut for O.D. Tubing	17.04	17.04

Specimen Page from Plumbing and
Heating Book—Half Size

Loose-leaf Books with Change Sheets
Once a Week or Oftener Give

Wholesale Costs and Current Resale Figures

For Complete Stocks

Market information is secured from most
authentic sources and prices are compiled
by experts.

Endorsed unanimously by hundreds of
merchant subscribers.

HARDWARE BOOK—Greatly enlarged and revised edition now
being compiled, to contain jobbing cost on all items, as well as suggested
resale price.

Price Complete, with Leather Binder \$12.50
Monthly Service, \$2.00 per Month

PLUMBING & HEATING BOOK—Subscribers tell us this is the best
book of the kind they have ever seen. Third edition now being issued.
Master plumbers and heating men can't do without it.

Price Complete, with Leather Binder \$15.00
Monthly Service, \$1.50 per Month

C. L. MOORE

505-6 PIONEER BUILDING

SEATTLE, WASH.

SUCK-SESS SEEK-RETS

Ole Tomorrow Smith Agoin' to



Onst there wuz a Man who went into bizness for hisself. He wuz awlways sayin', "I'm agoin' to tidy this place up jest as Soon as I get to it." Oh, "I'll do that Thing tomorrow, sure." Or, "When I get out of the woods **this time**, I'll either pay cash or discount my Bills."

Peepul listened to him with a good Deal of attenshun—for a while. An' then they begun to mumble, "**WE HERD YOU THE FIRST TIME**," an' they'd Amble Away as fast as they could go.

A Wag who wuz awlways sayin' things with barbs on them, remarked that, "Brother Smith never Did today what he could put Off until Tomorrow." An' sew peepul nicknamed him "Ole Tomorrow Smith."

An' when they wuz anything big like a Speshul Agency or A extra good Deal to be passed out, peepul kep' away from Ole Tomorrow, for they sed that he'd never get around to push the Goods or Service Because he wuz awlways—"jest agoin' to."

His next doar Nabor wuz a Regglar Go-Getter, an' Ole Tomorrow used to shake his Hed an' wonder how he did it.

Won day his Nabor kum in an' when Ole Tomorrow begun to grumble about his Hard Luck, his Nabor snapped out Crossly:

"The difference between you and me is that I **GET STARTED AN' KEEP GOIN'**. AN' YOU DON'T DO EITHER. IT'S WON THING TO BRING HOME THE BACON AN' ANOTHER JEST TO TALK ABOUT IT!"

Walter Bellon is planning to engage in the plumbing business at San Diego, resigning his position as city plumbing inspector.

R. E. Gipps has purchased a half interest in the Escondido Plumbing Co. at Escondido. Chas. R. Hinman, former full owner, will continue to be in charge of the business as manager for the present.

Wm. S. LaChapelle has moved into his new building, 3459 Mission Street, San Francisco, where he will conduct a general plumbing business. This will give him facilities for carrying an increased stock.

Breaking records are not worth while if they entail breaking hearts.



DUAL COMBINATION WATER HEATER AND STEAM GENERATOR

The dual (combined) water heater and steam generator to be operated electrically is being offered to the trade by the Motocic Products Corp. of Detroit, Michigan. This heater not only maintains a constant supply of hot water at a pre-determined temperature through thermostatic control, insuring hot water at all times without attention, but through its patented dual control valve serves the purpose of changing the heating coil from heating water to generating steam.

The dual heater is particularly adapted for use in the home and other places where steam and hot water may both be required.

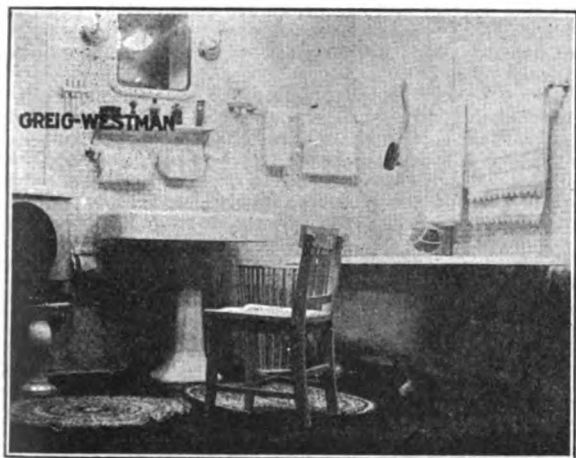
When radiators are desired for taking the chill off of the rooms in early fall or late spring or in climates as do not necessitate a regular heating plant, the heater fills a long-felt demand. The dual valve may be operated by a remote control located in any convenient situation away from the heater. Steam may be had in a few seconds when desired. It can also be used for furnishing steam for clothes and dish washers and other purposes for which steam is used.

The system has been brought to its present high state of efficiency through the efforts of Wm. A. Sharpe, well known chemist and electrical engineer.

The company will also soon place on the market a complete line of toasters, grills, irons and other electrical household appliances. They have recently perfected a new heating element and a simplified process of using same, which greatly reduces the manufacturing costs and subsequently the retail prices to the consumer.

Interesting data may be had at this time by addressing the company at 1825 E. Euclid Ave., Detroit, Mich.

R. E. Charles & Son plumbing shop of San Fernando are planning to move into new quarters in order to give them facilities for carrying an increased stock.



SHOW GOODS, SELL THEM—HIDE THEM, KEEP THEM

These words are quite expressive, one would think, to see how merchants apparently endeavor to conceal the goods which they are supposed to sell, that they buy them for the purpose of keeping them, and they don't wish to be disturbed in attending to business, but the Grieg Westman Co., who are one of our live subscribers, believe not only in displaying goods as they come from the manufacturer or jobber, but adding the home or personal touch.

Surely a bathroom display with the towels, soap rack and chair added has a more homey and attractive appearance and is sure to create within a man or a woman a feeling to possess a bathroom with just such conveniences.

It is these displays that often determine the success or failure of merchants.

F. W. ISHERWOOD'S NEW QUARTERS

One of the pioneer stove and furnace men began the new year in new quarters with a completely new line, and the further he gets into his new venture the better he likes it. After many years as the representative of Bridge & Beach, Mr. Isherwood has become a manufacturer's agent under his own name, to take stove and furnace lines for distribution throughout the Northwest.

At Fourteenth and Glisan Street, Mr. Isherwood has just moved into a fine new concrete building with a floor area 100x100 and with windows on two sides solid. The construction was so planned that two addition stories can be added onto the first one now complete. The floor is all concrete, and bins and racks have been provided for parts and extras.

Thus Mr. Isherwood has provided to carry a stock, to furnish service, and to display adequately the stoves and appliances which he represents.

NO MEN NEED APPLY

Posted in a Washington women's college by the instructress in astronomy is this sign:

"Anyone wishing to look at Venus please see me."

Savill Patented Swan-Neck Faucet

The Savill Patented Swan-Neck Faucet is opened and closed quickly, a half turn of the handle allowing a full stream of water. It can be shut off quickly; this feature has led to its introduction in hotels and restaurants, and it also finds a ready place in the kitchen, where time and labor are of importance in drawing water.

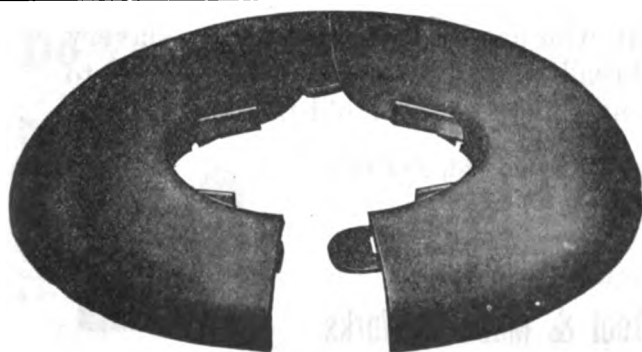
THOMAS SAVILL'S SONS

Wallace and Watts Sts. . . . Philadelphia, Pa.

Send postal card for catalogue showing 23 styles



Sold by Jobbers of Plumbing Supplies Everywhere



No. 10 Steel 1/4" to 4"

Plates that Please

ORDER NOW

and be ready with a stock
Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.

Largest and Oldest Plate Company in the World

Pacific Coast Representative

W. ERWIN GILCHRIST

681 Market St.
San Francisco, Cal.





C. L. MOORE'S ENLARGED PRICE BOOK

Merchants in the Northwest will be especially interested in the announcement from C. L. Moore, director of the Quotation Service Bureau, that the price book and market information service which is issued from his office for the hardware trade is being re-issued in greatly enlarged and augmented form.

Henceforth wholesale prices will be given on a full hardware stock, as well as average and suggested retail selling prices on these items. Among the items that will be added to the old book are enamel ware, aluminum and other utensils, and similar supplementary items in today's hardware stocks.

These prices are based on the most reliable and

genuine sources and the prices are compiled by experts. A special correspondent at Spokane keeps the market information for the territory east of the mountains strictly up-to-date.

So popular has the plumbing price book issued by the same agency become that it is now in its third edition. The new hardware book will cost \$12.50, including the leather covered loose-leaf binder. The current change sheet service is \$2.00 per month. The initial cost of the plumbing book is \$15.00, while the monthly service is \$1.50. C. L. Moore's headquarters are at 505 Pioneer Building, Seattle.

1922 CLARK JEWEL CATALOG

The 1922 catalog No. 114 of the Clark Jewel gas stoves has been issued and as usual it is in keeping with the high character of this institution and of their products.

It is attractively printed in colors, showing the full Clark Jewel Lorain equipped line.

A customer who has used the Clark gas stoves or a merchant who has sold them really needs no introduction to the merits of their stoves. The agency is always counted as a desirable asset, and the cooperation the manufacturers give make it a most attractive agency.

F. P. Allen has engaged in the plumbing business at 2409 Macdonald Ave., Richmond.

THE YOUNG PRACTITIONER

"Well, Bloom," a physician asked a young colleague who was just starting in, "how's your practice?"

"In the mornings practically no one comes," was the reply, "and in the afternoons the rush falls off a bit."



Nye, the Die Man

Sink the Submarines!—

Blow up the battleships!—dismiss the army!—discharge the navy!—but if anyone attempts to take away your

NYE DIES

Shoot him on the spot!—or as near the spot as you can.

No man who has been freed from the slavery of pipe threading troubles will ever go back to old-fashioned methods and old-fashioned tools.

War is what Sherman said, and so is
a poor pipe die

HARRY G. NYE

The Nye Tool & Machine Works

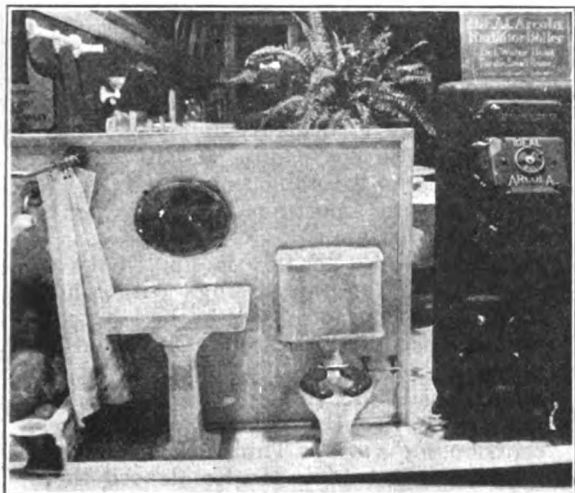
108-128 N. Jefferson Street Chicago, Ill.



Nye Solid Die



Nye Armstrong Die



Here is another homey display of another one of our subscribers. As a matter of fact the same lavatories and bathtubs can be used from week to week, but make a little different arrangement, a different chair, different towels, change the shape of the mirror; all of these things are sure to create interest and help to make sales.

Too many contractors do not pay close enough attention to quantities, in estimating.

They often order a few, if not many, more of each fitting than is needed. When the job is completed they have a great deal of money tied up in material that is not readily salable. This accumulates from job after job until a large portion of their stockroom is occupied with it. In addition to the loss of income on the money invested, there is the expense of insurance and handling, to say nothing of the inconvenience and worry caused the stockman or those handling stock.

Bergh-Griggs Co. of Tacoma have been awarded the \$131,375 plumbing and mechanical equipment contract in the new United States Public Service Hospital at Fort Walla Walla.

THE VANISHING POINT

Ethel—"Is she economical?"

Gladye—"I should say she was. You ought to see the evening dress she made out of her last summer's bathing suit."

INTERNATIONAL DIET

Two Tommies, turned punsters, went into a restaurant over on the eastern front and said to the waiter, "We want Turkey with Greece."

The waiter replied, "Sorry, sirs, but we can't Servia."

"Well then, get the Bosphorus."

The boss came in and heard their order and then said, "I don't want to Russia, but you can't Roumania." So the two Tommies went away Hungary.



No. 208 Torch. List Price Each \$17.00
Ask for Discount

Do You Want Service?

You can secure it, plus the greatest economy in time and fuel expense by using No. 208 Double Blunt Needle Torch. The Improved Burner produces 300 degrees more heat, burns gasoline or kerosene and lasts longer than any other make. Upper Needle cleans the orifice, lower Needle regulates. Both are blunt, not sharp pointed, which overcomes sixty per cent of all Burner troubles. Jobbers supply at factory prices. Get a catalogue.

CLAYTON & LAMBERT MFG. CO.
10611 Knodell Ave. - Detroit, Mich., U. S. A.

Garden Hose Valves OF Recognized Quality

Which command repeat orders for you



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist

Pacific Coast Representative
681 Market Street, San Francisco

WATCH IT GROW!

One morning a husband said the coffee was
punk

And the eggs were boiled too hard
And he went to work clad in a deep blue grouch.
As he was going into the shop, a hunch-back
boy smiled

And said, "Good morning."

Husband felt low and mean, so to make up for
everything,

He smiled at the foreman, and the foreman
Smiled at the sweeper, and the sweeper
Smiled at the time clerk, and the time clerk
Smiled at a bird from the shipping department.
And the day's work started with a bang.
And by that time friend husband decided to be
a man.

At noon he beat it to a telephone and called up
the wife

And told her he was sorry, and
Everything was all right, and wouldn't she wear
Her purple dress with the black sash that night,
Just to please him.

And she felt great—

And smiled at the grocery boy, and he smiled
at a cop—

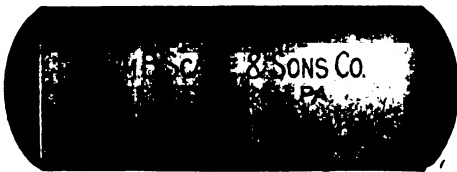
And the cop smiled at another boy on a bi-
cycle—

And—

Gee! It Was a Great Day All Around!

SCAIFE "Copper-Brazed" TANKS

For Air, Gas and Liquids



Pneumatic and Storage Tanks

Range Boilers, Riveted
or Welded

SEND FOR CATALOGUES

WM. B. SCAIFE AND SONS CO.
PITTSBURGH, PA.

38 South Dearborn St.

Chicago, Ill.

SUCK-SESS SEEK-RETS

Onst there wuz a man who
went into bizness for Hissself. He
had taken a Korrespondence
Course in Several Subjects, an'
subscribed to 2 Publications, an'
attended the meetings of the
Know-It-All Union.



Accordingly he felt it his Dooty to
educate the Ignorant Beings with whom
he came in contact. Sew he had his sta-
tionery specially Prepared. On his letter-
heads an' enveloPes he had printed his
most dRastic idees about free tRade, Dis-
armament, prohIbition, Soldier Bonuses,
reliGion, an' various Things that the other
fellow ought to do. He Kondensed these
into one-sentence Sentiments an' had 'em
done in Red.

Well, now an' again peppul was tick-
led because they Agreed with what he had
to say, an' some foakes wuz amused an'
thought he wuz kiddin'. An' some wuz
plain mad an' sed he wuz a fool an' they
woodn't have nothin' to do with him.

Various ruMors spread around that he
was a Bolshevik, an' a anarchist, an' a
Socialist, an' a Occultist, an' a lot of other
things. Sum sed he wuz nutty, an' even
those who had trusted him with their
bizness, now begun to be afraid an' to go
Elsewhere.

After a While, he got wise an' sed to
hissself, "Sam, I reckon you have made a
Mistake, for peppul don't understand you,
an' PERHAPS they have got a rite to
their own Idees as Well as you have."

Sew he stopped the propaGanda for
this, that, an' the other, an' tried the
stunt of mindin' his own Bizness. He had
plenty of time in which to do it, an' in
sPite of his efforts to be aGreeable an' to
win back Trade—it didn't come. The Pro-
sheshun moved Away From Him rather
than Toward Him—an' it NEVER CAME
BACK!

It doesn't pay to adopt a policy which
prejudices and which costs us our Oppor-
tunity.

HOLD 'ER, NEWT!

A Packard drove up to a gasoline filling station.
"How far to Kansas City?" asked the tourist.

"'Bout five hundred miles," replied the attendant.

"Then gimme twelve gallons of gas and a couple
quarts of oil."

Soon after a Buick stopped. The distance to Kansas
City was inquired and eight gallons of gas and a quart
of oil were purchased.

Then, up rattled a Lizzie. Query and answer as to
the distance to Kansas City were exchanged.

"Well," said the driver, "Gimme a pint o' oil—
and hold this son-uv-a-gun 'till I get in."

MONEY IS A CROP GROWN FROM IDEAS AND EFFORT

Ideas swarm in up-to-the-minute publications like **HARDWARE WORLD**.

Make these ideas your own by reading, reflection and adaptation.

Many a good idea fails because it is launched too soon.

Profit is the result of wise and timely use.

March is here.

It is time to make plans for April and its business.

Spring always shows increased business activity.

Business depression and unemployment are substantially relieved.

The man who wants more business must go after it.

Going after it means hustling and beating the other fellow to it.

What are your April plans?

Expense doesn't mean a thing if circumstances warrant the expenditure.

Increased business automatically takes care of expense and leaves a margin.

Timidity never gets a man anywhere.

It takes a brave man to do the right thing under all circumstances.

Many fail because they stop short of the final necessary effort.

Obstacles test the mettle of the man.

The present has its obstacles.

Let's be thankful for them.

They will give us our opportunity, rightly met.

Get ready for April business now!

"Hey, Bill, your doctor's out here with a flat tire, and he wants to know what it's going to cost him," announced the garage owner's assistant.

"Diagnose the case as flatulency of the perimeter, and charge him \$5.00," came the answer.

Did you ever stop to reason why the successful contractor figures a low net profit on a big job? It is because of the number of times he turns his investment in it, where the contract is properly drawn, to allow him to collect 85 per cent of the selling price every thirty days, on the goods installed and journeyman's services rendered.

By this means he carries a large job with a small capital, using the same money over and over. In collecting 85 per cent of the selling price, he is getting back about 90 per cent of his cost, leaving but a very small amount of his investment, except profit, tied up in the job; and not earning any interest.

INFLATED IDEA

"Here, waitress, this doughnut has a tack in it."

"Well, I declare! I'll bet the ambitious little thing thinks it is a flivver tire."

TUBE BAD

"We had nothing but trouble all the way; four punctures and two blow-outs."

"Quite a tiresome journey."

JUST BEFORE HE WILTED

Hub.—"What a glorious spring day! I could dare anything, face anything, on a day like this."

Wife.—"Come on down to the milliner's."



Patented
No. 1
Bulb Furnace
No. 2
Pump Furnace

HARD TO BEAT

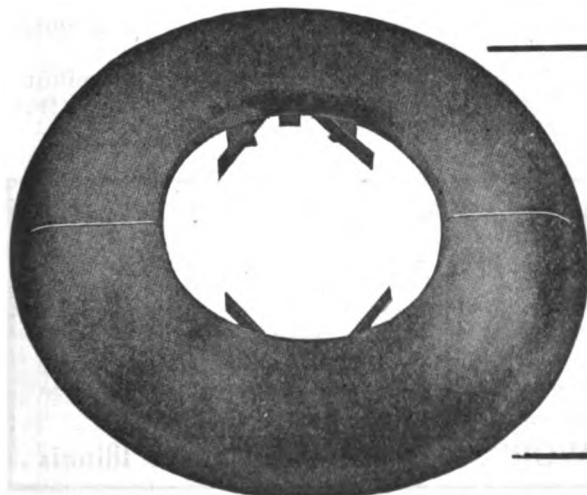
the "ALWAYS RELIABLE" furnaces and torches. Yes, many mechanics have said it in the past and shall continue to say it in the future. But why is such the case? A trial will convince your customers quickly.

Many patented features are used on this line which assure perfect satisfaction. The quality cannot be improved, therefore, the reason for long service.

It would pay you to investigate these "cold facts."

Most jobbers can supply from stock. Others will gladly order for you.

OTTO BERNZ CO. Newark, N. J.
Established 1876



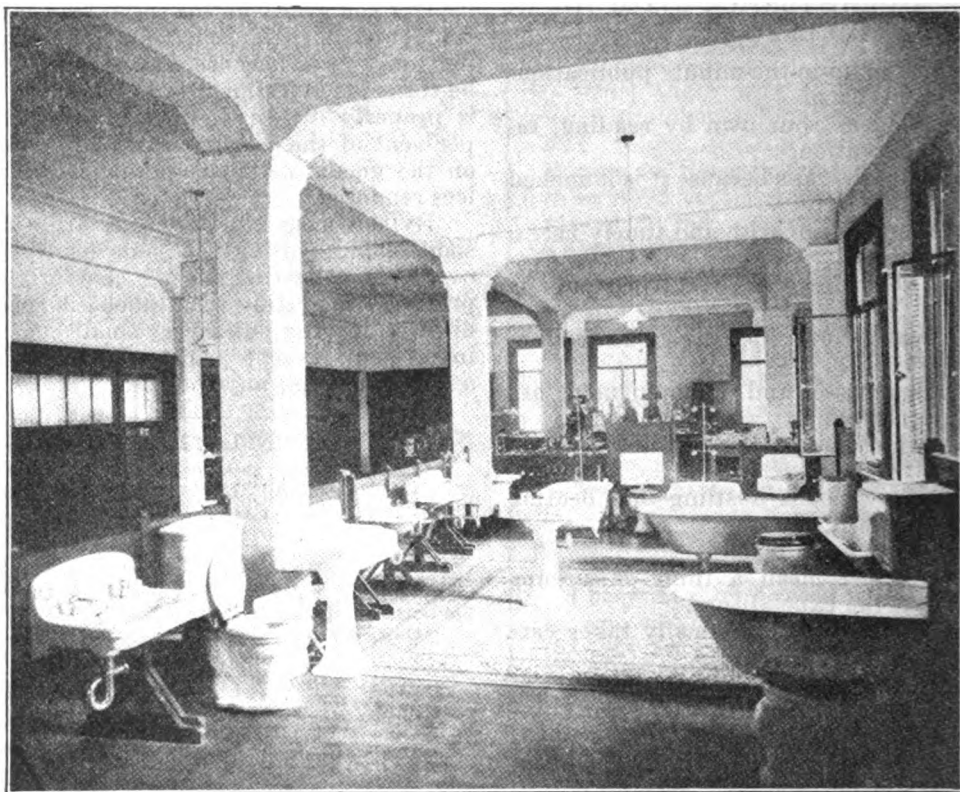
THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, New Birks Building, Montreal, Quebec, Canada.





If large plumbing houses with their splendid organizations and their facilities for going after business find it necessary to devote so much space to display rooms, is it not all the more reason why smaller houses should follow the example of the larger houses?

This is one reason why institutions do grow and succeed, they give special attention to methods of holding the trade. A smaller space can be made equally attractive if a little thought is given to it.

Plumbers have found their wives and daughters can assist them in offering many excellent suggestions for salesroom or window displays.

WHEN FATHER GREW UP

Johnny had eaten the soft portions of his toast at breakfast and piled the crusts on his plate.

"When I was a little boy," remarked his father. "I always ate the crusts of my toast."

"Did you like them?" asked Johnny, cheerfully.

"Yes," replied the father.

"You may have these, then," said Johnny, pushing his plate across the table.

Congress has appropriated \$10,000 to eradicate the squirt from grapefruit, but nothing is being done to cultivate a non-skid surface on green peas to keep them on a knife.

"Pop," said little Willie, "what are ancestors?"

His father tried to explain by illustration. "I'm one of your ancestors, and your grandpa is another."

Willie pondered the matter for a minute, and then floored his father with this: "But, pop, why do folks brag about them?"



"HOTTER-EN-THAT"

The Torch With No Regrets

Will produce 400 degrees more heat on either gasoline or kerosene—no changing of parts necessary. Shut off and needle valve separate.

MR. DEALER, don't pass up this item, it means more profit to you. Every Turner Torch is thoroughly tested and guaranteed to give satisfaction. Any reliable jobber can supply you or write direct to

THE TURNER BRASS WORKS - - Sycamore, Illinois

PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

BATHS AND LAVATORIES

(Bath Tub Prices Less Fittings)

BATH TUBS—K64, C370, P1990, Essex, on Feet—4-ft., \$43.85; 4½-ft., \$43.35; 5-ft., \$40.35; 5½-ft., \$45.70; 6-ft., \$62.70.

K57, C860, P1991, Essex, on Base—4½-ft., \$53.35; 5-ft., \$52.00; 5½-ft., \$58.70; 6-ft., \$78.70.

K80, P1933, Knickerbocker—5-ft., \$41.70; 5½-ft., \$47.00.

K10 to K10½, P2160 to P2178, Cardinal, Conrod, Enam.

All Over—4½-ft., \$76.00; 5-ft., \$80.00; 5½-ft., \$86.70.

K10 to K10½, P2160 to P2178, Conrod, Enam. Inside,

Cardinal—4½-ft., \$60.00; 5-ft., \$64.00; 5½-ft., \$70.70.

K10½, P2180 to P2186, Recona, Enam. All Over, Cardinal

—4½-ft., \$72.00; 5-ft., \$74.70; 5½-ft., \$81.50.

K10½, P2180 to P2186, Recona, Enam. Inside, Cardinal—

4½-ft., \$60.00; 5-ft., \$64.00; 5½-ft., \$70.70.

F12 to F15, C316 to C319, P2305 to P2313, Pembroke,

Corner, Viceroy, Sierra—4½-ft., \$95.35; 5-ft., \$100.00; 5½-

ft., \$108.00; 6-ft., \$140.00.

F16 to F17, C320 to C321, P2315 to P2318, Pembroke,

Recess, Viceroy, Sierra—4½-ft., \$86.00; 5-ft., \$91.35; 5½-

ft., \$100.00; 6-ft., \$134.70.

F10 to F11, P2319 to P2322, Pembroke, Pier, Viceroy—

5-ft., \$133.50; 5½-ft., \$141.50; 6-ft., \$157.30.

F7 to F8, P2380 to P2388, Woodmere, Corner, Imperator—

5-ft., \$180.00; 5½-ft., \$186.70.

F9, P2390 to P2393, Woodmere, Recess, Imperator—5-ft.,

\$166.70; 5½-ft., \$173.35.

F5, Imperator (Standing Pattern)—5-ft., \$261.50; 5½-ft.,

\$278.70.

F6, Imperator (Wall Pattern) 5-ft., \$280.70; 5½-ft.,

\$244.00.

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection,

light weight, Corner—5-ft., \$145.35; 5½-ft., \$153.85.

H5015, 2028N, Special selection, light weight, Corner—

5-ft., \$177.00; 5½-ft., \$193.35.

H5020, 2028N, Regular selection, light weight, Recess—

5-ft., \$188.35; 5½-ft., \$146.70.

H5020, 2028N, Special selection, light weight, Recess—

5-ft., \$166.70; 5½-ft., \$183.35.

SHOWER RECEPTORS—K112, P2510, with Strainer and

Waste—86x86-in., \$84.00; 42x42-in., \$112.00.

K108, P2511, with Strainer and Waste—86x86-in.,

\$113.50; 42x42-in., \$150.70.

K107, P2512, with P2530 Drain—88x88-in., \$149.50.

K105, P2525, with P2530 Drain—86x86-in., \$120.00;

42x42-in., \$158.50.

SHOWER MIXING VALVES—N01, H15, P2745, \$80. N01,

H12, P2746, \$30.00. NF1, H10, P2747, \$30.00. P2748,

\$30.00.

SHOWERS—

H965, P2766, Shower and Rose Sprays.....\$110.00

H1014, P2771, Shower and Needle Bath.....109.00

NF1200, H911, P2790, Shower.....54.70

H909½, P2791, Shower and Shampoo.....64.00

N0100, H952½, P2803, Shower.....33.85

H958½, P2804, Shower.....30.70

N01100, H954½, P2807, Shower.....41.85

N01100 (with stops), H954½, P2809, Shower.....40.70

H948½, P2815, Shower.....48.70

H944½, P2816, Shower.....46.70

H945½, P2819, Shower.....56.70

H946½, P2820, Shower.....55.85

N01100½, H956, P2821, Shower and Shampoo.....47.70

P2823, Shower and Shampoo.....54.70

H1402, P2826, Shower.....16.00

H1406, P2827, Shower.....15.70

H1400, P2828, Shower and Shampoo.....31.70

H1404, P2829, Shower and Shampoo.....30.70

H1410, P2836, Shower.....36.70

H1411, P2837, Shower.....38.00

H1408, P2841, Shower and Shampoo.....50.70

H140 P2842, Shower and Shampoo.....52.00

NF1050, H900, P2855, Shower.....38.70

NF1050½, P2856, Shower and Shampoo.....51.00

NF1055, H895, P2857, Shower.....46.70

H904, P2860, Sho cr.....45.35

P2861, Shower and Shampoo.....58.00

H1246, P2868, Shower.....34.70

H1250, P2870, Shower.....27.70

H1600, Industrial Mixometer Shower.....34.70

H1625, Industrial Combination Valve Shower.....14.15

H1202, P2914, Shower.....52.00

H1200, P2916, Shower.....66.85

H1206, P2918, Shower.....44.85

H1204, P2919, Shower.....46.00

P2920, Shower and Shampoo.....59.00

P2921, Shower and Shampoo.....60.35

Portable Showers—

H1275, P2946, Portable Shower.....21.85

S124, Portable Shower.....15.00

Wall and Ceiling Showers—

H1270, P2950, Wall Shower.....13.00

H1268, P2952, Ceiling Shower.....13.00

LAVATORIES—(Less Fittings)—

C105, P3050, P3055, P3057, Copley—18x27-in., \$52.00;

22x33-in., \$66.65.

C114, K205, P3110, P3115, P3117, Laton—20x24-in.,

\$33.85; 22x27-in., \$38.70; 22x30-in., \$46.70.

C145, K332, P3840, P3845, P3846, P3847, Ophir—17x21-

in., \$14.70; 18x24-in., \$17.00; 20x24-in., \$22.70; 22x27-in.,

\$36.00.

C145, K332, P3850, P3855, Ophir—20x24-in., \$22.80.

C152, K582, P4045, Ralwon, 17x19-in., \$10.80.

P4125, Arlon—19x24-in., \$22.65.

P4205, Othello—18x21-in., \$12.15.

K580, C150, P4206, Othello—18x21-in., \$13.80.

K608, C162, P4335, Beverly—18x21-in., \$12.70.

K614, C164, P4345, Crescent—17x19-in., \$8.70.

K752, P4365, Alva—14x16-in., \$8.70.

K668, C180, P4940, P4945, Athena—20-in., \$25.35.

K668, C180, P4946, Athena—20-in., \$25.35.

K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in.,

\$18.20.

K690, C184, P4980, P4985, Verdun—16-in., \$14.35.

P5080, P5085, P5086, P5087, Everett—19-in., \$18.70.

K732, C190, P5110, P5115, Yale—16-in., \$11.00.

K762, C192, P5145, Aida—16-in., \$9.00.

Add for Waste when required—P11285, Imperial, \$9.35;

P11289, Empire, \$8.00; P11290, Princess, \$6.70.

BRASS AND RUBBER GOODS

BATH FITTINGS, BUILT-IN—

H7025 Special, P11000—Compression, ½-in. Valves, 2-

in. Waste (End Wall), \$29.00.

P11001—½-in. Valves, 2½-in. Waste, \$42.70.

H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back

Wall), \$31.70.

P11003—½-in. Valves, 2½-in. Waste, \$45.85.

P11010—½-in. Valves, 2-in. Waste, \$37.85.

P11011—½-in. Valves, 2½-in. Waste, \$44.70.

P13012—½-in. Valves, 2-in. Waste, \$42.70.

P11013—½-in. Valves, 2½-in. Waste, \$47.85.

P11016, "Quicks" —½-in. Valves, 2-in. Waste, Top

Nozzle, \$42.70.

P11016—½-in. Valves, 2½-in. Waste, Top Nozzle, \$47.85.

P11017—½-in. Valves, 2-in. Waste, Top Nozzle, \$45.85.

P11018—½-in. Valves, 2½-in. Waste, Top Nozzle, \$50.00

Compression—

P11025—½-in. Valves, 1½-in. C. W. & O., \$28.70.

P11026—½-in. Valves, 1½-in. C. W. & O., \$28.85.

P11080—½-in. Valves, 1½-in. C. W. & O., \$27.85.

P11081—½-in. Valves, 1½-in. C. W. & O., \$32.00.

P11040—½-in. Valves, 1½-in. Waste, \$46.70.

P11041—½-in. Valves, 2-in. Waste, \$51.85.

N02570—Fittings for Por. Tubs, ½-in. Valves, 2½-in.

Waste, \$64.00.

H2466—Speakman Dasher, ½-in. Valves for Por. Tubs,

\$36.00.

H2460—½-in. Valves for Enameled Iron Tubs, \$80.00.

Exposed for Essex Baths—Compression—

P11065—½-in. Valves, 2-in. Waste, \$34.70.

P11066—½-in. Valves, 2½-in. Waste, \$50.70.

"Quicks"—

P11090—½-in. Valves, 2-in. Waste, \$46.00.

P11091—½-in. Valves, 2½-in. Waste, \$50.70.

Exposed for Conrod Tubs—

H6978 Special, 11115—½-in. Valves, 2-in. Waste, \$30.35.

Exposed for Pembroke and Woodmere Baths—

Compression—

H6978 Special, P11115—½-in. Valves, 2-in. Waste, \$40.00.

½-in. Valves, 2½-in. Waste, \$40.00.

P11125—½-in. Valves, 2-in. Waste, \$48.00.

Bath Cock Combination Fittings—For Essex Baths—

P11150—Compression Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$7.70.

P11155—"Quicks" Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$8.70.

P11160—Compression Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$18.60.

P11165—"Quicks" Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$20.00.

BATH WASTES—P11175—Imperial 2-in. Waste, \$13.40.

P11176—Imperial 2½-in. Waste, \$16.70.

P11179—Imperial 3-in. Waste, \$18.00.

Bath C. W. & O.—

P11185—1½-in. N. P. C. W. & O. for Essex Bath, \$2.80.

P11188—1½-in. N. P. C. W. & O. for Conrod Bath, \$5.50.

1½-in. N. P. C. W. & O. for Conrod Bath, \$6.00.

P11189—1½-in. Rough C. W. & O. for Conrod Bath, \$5.00.

1½-in. Rough C. W. & O. for Conrod Bath, \$6.00.

P11190—1½-in. Rough C. W. & O. for Pembroke Bath,

\$6.00.

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

COMBINATION LAVATORY FITTINGS—

P11260—Verona, Compression, Enamel Lavatory.....20.00
P11263—Verona, Compression, Vitreous Lavatory.....20.00

LAVATORY WASTES—

P11285—Imperial, China Knob..... 9.35
P11288—Imperial, China Knob..... 9.35
P11289—Empire, China Knob..... 8.00
P11290—Princess, China Knob..... 6.70
P11291—Princess, China Knob..... 6.70
P11293—Princess, China Lever..... 6.70
P11294—Princess, China Lever..... 6.70
P11295—Princess, China Lever..... 6.70
P11296—Princess, "B" China Handle..... 6.70
P11297—Princess, 4 Ball Handle..... 6.70

SHAMPOO FIXTURES—

P11358—Quicko Double Basin Cock..... 9.35
P11359—Pedestal China Soap Dish with Drain..... 2.70
P11360—Compression, as described..... 20.00
P11363—Quicko, as described..... 20.00

MIXOMETER FIXTURE—H2385—Built-in Mixometer, \$52.35.

LAVATORY SUPPLY PIPES—Strictly I. P. Size—Pipes to

Wall—Short Pattern, 6-in. x 7-in.
P11371—With W. H. Stop, ¾-in., \$7.45; ½-in., \$3.70.
P11372—With O. I. Stop, ¾-in., \$8.15; ½-in., \$3.85.
P11373—With L. K. Stop, ¾-in., \$7.45; ½-in., \$3.70.

LAVATORY PLUGS AND CHAIN STAYS—

P11395—P. O. Plug for Porcelain Enamelled Lavatory... .75
P11396—P. O. Plug for Vitreous Lavatory..... 1.50
P11397—Chain Stay for Vitreous Lavatory..... 40

COMBINATION SINK AND SUPPLY FAUCETS—P11425—

Quicko, Swing Spout, No. 190, Classic or Faultless, \$10.35.

NICKEL PLATED SINK AND LAVATORY TRAPS—

Tubing Pattern, less Cleanout—
P11450—¼-in. Plain "P," \$2.00; ½-in., \$1.80.
P11451—¼-in. Vented "P," \$3.00; ½-in., \$3.15.
P11456—¼-in. Bag, \$4.70; ½-in., \$4.60.
P11462—¼-in. Plain "S," \$2.70; ½-in., \$2.70.
P11463—¼-in. Vented "S," \$3.60; ½-in., \$4.00.
With Cleanout—
P11450—¼-in. Plain "P," \$2.80; ½-in., \$2.70.
Cast Brass Traps with Cleanout—
P11450—¼-in. Plain "P," \$2.75; ½-in., \$2.70.
P11451—¼-in. Vented "P," \$3.75; ½-in., \$3.95.
P11456—¼-in. Bag, \$3.75; ½-in., \$3.70.
P11458—¼-in. "P," (N. Y. Reg.), \$2.70; ½-in., \$3.10.
P11462—¼-in. Plain "S," \$3.20; ½-in., \$3.40.
P11463—¼-in. Vented "S," \$4.15; ½-in., \$4.85.

COMPRESSION BIBBS—H100—¼-in. Rough Plain SSS,

\$1.00; Finished, \$1.15; Nickel Plated, \$1.35; ½-in. Rough, \$1.40; Finished, \$1.55; Nickel Plated, \$1.65.
H102—¼-in. Rough Hose SSS, \$1.15; Finished, \$1.40; Nickel Plated, \$1.50; ½-in. Rough Hose, \$1.50; Finished, \$1.60; Nickel Plated, \$1.80.
H110—¼-in. Rough Plain SOT, \$1.15; Finished, \$1.25; Nickel Plated, \$1.50; ½-in. Rough Plain SOT, \$1.50; Finished, \$1.60; Nickel Plated, \$1.80.
H112—¼-in. Rough Hose SOT, \$1.40; Finished, \$1.35; Nickel Plated, \$1.65; ½-in. Rough Hose, \$1.65; Finished, \$1.80; Nickel Plated, \$2.00.
H135—¼-in. N. P. Plain Adj. Flange, \$2.05; ½-in., \$2.50.
H137—¼-in. N. P. Hose Adj. Flange, \$2.20; ¾-in., \$2.60.
H140—¼-in. N. P. Plain Set Screw Flange, \$1.35; ¾-in., \$2.25.

H142—¼-in. N. P. Hose, \$2.05; ¾-in., \$2.40.
H265—¼-in. N. P. Comp. Stub W. T. Bibbs Plain, \$1.50.
H267—¼-in. N. P. Comp. Stub W. T. Bibbs Hose, \$1.70.

QUICK COMPRESSION BIBBS—H410—¼-in. Nickel Plated,

Plain SOT, Metal Handle, \$1.65; ½-in., \$2.00.
H412—¼-in. Nickel Plated, Hose SOT, Metal Handle, \$1.85; ½-in., \$2.20.
H413—¼-in. Nickel Plated, Plain SOT, China Handle, \$2.35; ½-in., \$2.60.
H414—¼-in. Nickel Plated, Hose SOT, China Handle, \$2.20; ½-in., \$2.50.
H435—¼-in. Nickel Plated, Adj. Flange, \$2.15; ½-in., \$2.60.

H437—¼-in. Nickel Plated, Adj. Flange, Hose, \$2.30; ½-in., \$2.80.

H438—¼-in. Nickel Plated, Plain, \$2.50; ½-in., \$3.00.
H439—¼-in. Nickel Plated, Hose, \$2.65; ½-in., \$3.10.
H440—¼-in. Nickel Plated, Plain SS Flange, Metal Handle, \$2.00; ½-in., \$2.35.

H442—¼-in. Nickel Plated, Hose, SS Flange, Metal Handle, \$2.15; ½-in., \$2.50.

H443—¼-in. Nickel Plated, Plain, SS Flange, China Handle, \$2.30; ½-in., \$2.60.

H444—¼-in. Nickel Plated, Hose, SS Flange, China Handle, \$2.50; ½-in., \$2.85.

SELF-CLOSING BIBBS—H478—¼-in. Finished, Plain SOT,

\$2.80; Nickel Plated, \$3.00.

FULLER BIBBS—H510—¼-in. Nickel Plated, Plain SOT,

\$1.75; ½-in., \$2.05.

H512—½-in. Nickel Plated, Hose, SOT, \$2.00; ¾-in., \$2.25.

H540—¼-in. Nickel Plated, Plain SS Flange, \$2.20; ½-in., \$2.50.

H542—¼-in. Nickel Plated, Hose SS Flange, \$2.35; ½-in., \$2.60.

GROUND KEY BIBBS—H575—¼-in. Finished, Plain SSS,

\$1.45; ½-in., \$2.00.

H577—¼-in. Finished, Hose SSS, \$1.65; ½-in., \$2.20.

H577—¼-in., \$2.00.
H577—¼-in. Finished, Hose SSS, \$1.65; ½-in., \$2.20.

H585—¼-in. Finished, Plain SOT, \$1.60; ½-in., \$2.20.

H587—¼-in. Finished, Hose SOT, \$1.75; ½-in., \$2.35.

COMPRESSION STOPS—H600 and H603—¼-in. Rough I. P.

Both Ends T. H., \$1.10; ½-in., \$1.45. ½-in. Nickel Plated Both Ends T. H., \$1.45; ¾-in., \$1.80.

H605 and H608—¼-in. N. P. I. P. Both Ends W. H., \$1.80; ½-in., \$2.20.

H615 and H618—¼ x ¼ O. D. T. H. or W. H. N. P., \$1.50. ½ x 9-16 O. D., \$1.50. ½ x 11-16 O. D., \$1.75.

H620 and H623—¼-in. I. P. Both Ends Finished, Loose Key, \$1.60; ½-in. I. P. Both Ends N. P., Loose Key, \$1.80; ¾-in. I. P. Nickel Plated, Loose Key, \$2.80.

SELF CLOSING STOPS—H640 and H641—¼-in. I. P. both ends N. P., \$3.65.

COMPRESSION SILL COCKS—H650 to H654—¼-in. Angle Pattern, \$1.45; ½-in., \$1.60.

BOILER DRAIN COCKS—H655 and H658—¼-in., 90c; ½-in. Rough N. P. Male, \$1.00; ¾-in., \$1.00.

H656 and H659—¼-in. Rough N. P. Female, \$1.00; ½-in., \$1.00.

H700—¼-in. TH or LH Stops, Solid Head, \$1.45; ½-in., \$2.05.

H703—¼-in. TH or LH Stop and Waste, \$1.50; ½-in., \$2.10.

GROUND KEY STOPS AND STOP AND WASTES—H730 and H731—¼-in. TH or LH Stops, Loose Handle, \$1.05; ½-in., \$1.50.

H733 and H734—¼-in. TH or LH Stop and Waste, Loose Handle, \$1.05; ½-in., \$1.50.

COMPRESSION BASIN COCKS—H852—No. 1 ¼ Midget Basin Cocks, Pair, \$3.40.

H855—No. 2 Medio Basin Cocks, Pair, \$4.30.

H856—No. 3A Medio Basin Cocks, Pair, \$5.25.

No H870—No. 5 Dunlo Basin Cocks, Pair, \$5.85.

H871—No. 5A Dunlo Basin Cocks, Pair, \$5.95.

QUICKO BASIN COCKS—H901—No. 1 ¼, \$3.35.

H902—No. 2 Quicko Basin Cocks, \$4.00.

H903—No. 3 Quicko Basin Cocks, \$7.50.

H908—No. 5 Quicko Basin Cocks, \$7.50.

"Allwite" Quick Comp. Basin Cocks, \$10.95.

FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks, \$5.25.

H926—No. 0 Fuller Basin Cocks with Union, \$6.90.

SELF CLOSING BASIN COCKS—H950—"Standard" Ball Bearing, Cross Handle, pair, \$3.10.

H951—"Standard" Ball Bearing, China Level, pair, \$9.45.

H970—"Standard" Boston, pair, \$6.60.

Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair, \$7.50.

DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks, each \$10.50. (For China Soap Cup see U11359).

Glauber "Winton," Nu-Rapid Double Basin Cock with Goose-neck and China Index Lever Handles, 12-in. O to O of Cock Holes, \$16.50.

PANTRY COCKS—

H1000—No. 1 Compression, pair..... 5.50

H1010—No. 1 Quicko, pair..... 8.65

H1015—Quicko, Double, each..... 12.00

H1020—No. 1 Fuller, pair..... 8.80

SLOP SINK COCKS—

H1070—Compression..... 19.50

H1075—Fuller..... 19.50

DOUBLE BATH COCKS—

H1100—No. 8 Compression..... 4.90

H1105—No. 8A Compression..... 5.25

H1142—No. 1 ¼ Quicko..... 5.60

H1150—No. 2 ½ L Quicko..... 4.90

H1152—No. 2 ½ Quicko..... 5.75

H1160—No. 10 Quicko..... 10.80

H1170—No. 5 ½ L Fuller..... 4.90

H1172—No. 5 ½ L Fuller..... 5.25

H1175—No. 4 ½ L Fuller..... 4.90

H1177—No. 4 ½ Fuller..... 5.25

CHICAGO FAUCET COMPANY'S BRASS GOODS—

A100—"Classic" N. P. Quatern Swing Spout Mixing Faucet with Index Lever Handles, \$10.35 each. Extra Washers for same, \$2.00 per hundred.

A500—N. P. Quatern Plain Bibbs SOT, Detachable Tapered Shank, ½-in., \$3.00.

A900—N. P. Quatern Plain Bibbs with Detachable Shank, Adjustable Screw Flange, ½-in., \$3.10.

A1600—N. P. Quatern Single Pantry Cock with China Lever Handle, \$5.90.

A1700—N. P. Quatern Double Pantry Cock with China Indexed Lever Handle, \$17.40.

A1900—N. P. Quatern Basin Cock with Top China Indexed Lever Handle, \$3.80.

A2000—N. P. Quatern Basin Cock with Side China Indexed Lever Handle, \$4.90.

A2100—N. P. Quatern Double Basin Cock with China Indexed Lever Handle, \$14.70.

A4500—No. 102 Amazon Basin Cocks, N. P. with China Index Top, \$5.50.

Phosphor Bronze Removable Sleeve Seats for all "Quatern" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball Cocks, etc., Hot or Cold, 40c each.

N. P. BRASS ANNEALED TUBING—¼-in. O. D. N. P. Brass Annealed Tubing, \$24.00 per hundred ft.

O. D. N. P. Braced Brass Tubing—Per 100 ft.—¾-in., \$37.50; ½-in., \$41.25; ¼-in., \$48.75; 1-in., \$39.00; 1 ½-in., \$42.75; 1 ¾-in., \$48.00; 2-in., \$52.50; 2 ½-in., \$56.25; 3-in., 75.00.

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

SEAMLESS BRASS PIPE—I. P. Size, per lb.— $\frac{1}{4}$ -in., 61c;
 $\frac{1}{2}$ -in., 57c; $\frac{3}{4}$ -in., 53c; $\frac{1}{2}$ -in., 50c; $\frac{1}{2}$ -in., 47c; 1-in., 47c;
 1 $\frac{1}{2}$ -in., 47c; 1 $\frac{1}{2}$ -in., 47c; 2-in., 47c; 2 $\frac{1}{2}$ -in., 47c; 3-in.,
 47c.

Add 70 per cent for Nickel Plating Pipe. Add 10 cents
 for cut lengths. Add 75 per cent for Copper Pipe.

MISCELLANEOUS BRASS TRIMMINGS—

1 $\frac{1}{2}$ -in. Laundry Tray Plug, 1 $\frac{1}{2}$ O. D. Tail Piece, doz.	19.90
1 $\frac{1}{2}$ -in. Laundry Tray Plug, 1 $\frac{1}{2}$ I. P. Tail Piece, doz.	19.90
Fin. Brass Wash Tray Plug, 1 $\frac{1}{2}$ Met. Stopper, doz.	5.50
N. P. Chain Stays, No. 1, doz.	4.50
N. P. Chain Stays, Nos. 1, 2, 3, dozen.	5.80
Chin. Chain Stays, doz.	9.60
N. P. Chain Stay and Cock Hole Cover.	6.75
N. P. Basin Cock Hole Cover, doz.	4.40
N. P. Basin Chain w/ Snap, No. 00, do	1.50
N. P. Basin Chain w/ Snap, No. 0, doz	1.70
N. P. Bath Chain w/ Snap, No. 00, doz	2.00
N. P. Bath Chain w/ Snap, No. 0, do	2.40
N. P. Basin Chain 12 Yd. Box, No. 00, t.	2.10
N. P. Basin Chain 12 Yd. Box, No. 0, b.	2.50
N. P. Basin Chain 12 Yd. Box, No. 1, b.	3.10
N. P. Basin Chain, No. 00, per 100 feet.	5.50
N. P. Basin Chain, No. 0, per 100 feet.	6.80
N. P. Basin Chain, No. 1, per 100 feet.	8.50
N. P. Basin Chain, 500-foot reels, No. 00.	5.30
N. P. Basin Chain, 500-foot reels, No. 0.	6.40
N. P. Basin Chain, 500-foot reels, No. 1.	8.20
Beaded Basin Chains, per dozen.	8.50
Beaded Bath Chains, per dozen.	8.90
N. P. Chain Snaps, large, per dozen.	.26
N. P. Chain Snaps, small, per dozen.	.24
N. P. Chain "S" or "8" Hooks, per dozen.	.48
$\frac{1}{4}$ -inch Threaded Brass Rod, per foot.	.87
$\frac{1}{4}$ -inch Rough N. P. Brass Nuts, threaded through, 100.	6.40
$\frac{1}{4}$ -inch N. P. Brass Cap Nuts, per 100.	5.60

FAIRFACTS BUILT-IN BATH ROOM ACCESSORIES—

F 1—Built-in Paper Holder, 6x6.	8.80
F115 and F125—Built-in Soap Holder, 6x6.	4.40
F140—Built-in Grab Rail, 6x6.	8.80
F150—Built-in Comb. Rail and Soap, 6x6.	8.80
F160—Built-in Tumbler Holder, 6x6.	4.40
F170—Built-in Sponge Holder, 6x6.	7.10

BRASSCRAFTERS ALL WHITE ACCESSORIES—

14086—Slab Soap Dish	3.00
14089—Wall Soap Dish	2.90
14076—Wall Soap Dish	3.85
14049—Wall Soap Dish	4.30
14078—Wall Soap Dish	3.00
14044—Tub Rim Soap Dish	2.60
14080—Tub Rim Soap Dish	3.50
12306—6-inch Three arm Swinging Bar.	4.50
12103—14-inch Three arm Swing Bar.	5.90
12518— $\frac{1}{2}$ x18-inch Towel Bar	3.35
12524—24-inch Towel Bar	3.75
12580—30-inch Towel Bar	4.55
11818— $\frac{1}{2}$ x18-inch Towel Bar	4.00
11824—24-inch Towel Bar	4.40
11880—30-inch Towel Bar	5.00
11612—1x18-inch Towel Bar	5.90
11618—18-inch Towel Bar	6.40
11624—24-inch Towel Bar	6.60
11680—30-inch Towel Bar	7.85
11912—1 $\frac{1}{2}$ x12-inch Towel Bar	12.00
14241—Wall Pattern Soap and Sponge Holder.	11.70
14502—Wall Towel Basket	19.90
15124—Tumbler and Toothbrush Holder	4.80
15118—Tumbler and Toothbrush Holder	4.95
15167—Tumbler Holder	3.40
15285—Combination T. T. B. and Soap.	11.90
15222—Combination T. T. B. and Soap.	8.15
15150—Tooth Brush Holder	1.40
15108—Tooth Brush Holder	1.60
15176—Tumbler Holder	3.40
15195—Tumbler and Toothbrush Holder	4.80
15192—Tumbler and Toothbrush Holder	4.95
15298—Tumbler and T. B. and Soap.	11.90
15291—Tumbler and T. B. and Soap.	8.15
15297—Tumbler and T. B. and Soap.	6.95
15293—Tumbler and T. B. and Soap.	12.70
14811—Comb Tray	5.70
14800—Comb Tray	6.95
15752—6x24 Shelf	10.95
15706—5x20 Shelf	8.00
15710—5x18 Shelf	7.70
15712—5x24 Shelf	8.30
15714—5x30 Shelf	9.50
15801—5x20 Rail	4.55
15202—5x24 Rail	5.00
15804—5x30 Rail	6.70
15807—6x24 Rail	5.75
15485—Paper Holders (Roll)	6.15
15420—Paper Holders (Roll)	3.90
15451—Paper Holders (Sheets)	4.95
15510—Hooks	.60
15532—Hooks	1.10
15512—Hooks	1.30
15584—Hooks	2.55
15582—Hooks	3.30
15521—Hooks	1.15
15520—Hooks	1.20

15501—Hooks	1.75
14510—Stool	12.70

CHURCH BATH ROOM TRIMMINGS—

No. 2 White Pyralin Routh Bath Stool, Rub'r Bumpers.	19.15
No. 7 White Pyralin Square Bath Stool, Cork Top.	22.20
No. 1 French Beveled Plate Glass Oval Mirror with White Pyralin Frame, 16x4	34.30
No. 2, same, 20x28	48.35
No. 1, same, Oblong with Square Corners.	42.50
No. 2, same, 20x28	42.20
No. 3, same, 20-inch Round	36.70
No. 4, same, 24-inch	48.35

BRASSCRAFTERS NICKEL PLATED ACCESSORIES—

1612—1x12-inch N. P. Towel Bar.	4.10
4600—20-inch Roller Towel Bar with Lock.	5.20
2112—14-inch 2-arm Crystal Swing Rack.	3.10
2118—14-inch 3-arm Crystal Swing Rack.	4.10
2818— $\frac{1}{2}$ x18-inch Crystal Bar	1.95
2924—24-inch Crystal Bar	2.20
2918—1x18-inch Crystal Bar	3.40
2924—24-inch Crystal Bar	3.80
2930—30-inch Crystal Bar	4.55
2936—36-inch Crystal Bar	6.00
2618— $\frac{1}{2}$ x18-inch Opal Bar	1.95
2624—24-inch Opal Bar	2.20
2718—1x18-inch Opal Bar	3.54
2724—24-inch Opal Bar	3.95
2730—30-inch Opal Bar	4.60
2736—36-inch Opal Bar	6.15
5610—5x18-inch Crystal Shelf	4.50
5612—5x24-inch Crystal Shelf	4.90
5606—5x20-inch Crystal Shelf	4.60
5301—5x20-inch N. P. Shelf Rail	8.15
5101—Crystal Tooth Brush Holder.	.90
5150—Opal Tooth Brush Holder	.95
5108—N. P. Tooth Brush Holder.	.55
5146—Comb, Tumbler and T. B. Holder.	1.55
5191 and 5117—Tumbler Holder	1.95
5170—Tumbler Holder	1.10
5196 and 5141—Tumbler and Toothbrush Holder.	3.00
5222—Tumbler, T. B. and Soap Holder.	5.95
5291—Tumbler, T. B. and Soap Holder.	5.95
5298—Tumbler, T. B. and Soap Holder.	8.15
5298—Tumbler, T. B. and Soap Holder.	8.40

DRAIN COCKS—E1739—T. H. Compression for Range Boiler
 Hose or Plain Rough, N. P. $\frac{1}{4}$ -inch \$1.00; $\frac{1}{2}$ x $\frac{1}{4}$, \$1.10.

URINAL COCKS—E1765—Self Closing N. P. $\frac{1}{4}$ -inch, \$8.10.

BALL COCKS—E1771—Silent $\frac{1}{4}$ -inch O. D. without Integral
 Stop, less Ball and Stem, \$8.10.

BASIN COCKS—

E1876—N. P. Comp. 4-arm China Index Brass Handle with Nut for O. D. Tubing	1.95
E1887—N. P. Comp. 4-arm, All China Index Handle with Nut for O. D. Tubing.	2.90
E1902—Rapidac N. P. China Index Side Lever Handle with Nut for O. D. Tubing	2.70
E1905—Rapidac N. P. China Index Top Lever Handle with Nut for O. D. Tubing.	2.20
E1912—Rapidac N. P. 4-arm, All China Index Handle with Nut for O. D. Tubing.	2.95
E1915—Rapidac N. P. Double China Index Side Lever Handle with Special Br. Y. with Nut for O. D. Tub.	10.40
E1926—Rapidac N. P. China Index Side Lever Handle (large pattern), Nut for O. D. Tubing.	5.30
E1935—Self Closing N. P. 4-arm Brass Handle China Index Nuts with Nut for O. D. Tubing.	3.60
E1995—Self Closing N. P. China Index Lever Handle, Plain Brass Nut with Nut for O. D. Tubing.	4.20

CLOSETS AND TRIMMINGS

CLOSET SEATS—

L3500—White Seat, less Cover	11.35
L3600—Birch Mahogany, less Cover.	4.90
L3700—Oak, less Cover	4.70
L3501—White Seat and Cover	12.15
L3601—Birch Mahogany and Cover.	5.55
L3701—Oak and Cover.	5.35
B. O. T. Church, B326, 47-1A, L3503—All White Seat and Cover, White Hinge	30.00
L3515—White Crescent Seat	11.80
L3615—Birch Mahogany Seat	10.15
L3615 $\frac{1}{2}$ —Birch Mahogany, Cantonment Type.	5.30
L3715—Oak Seat, Mahogany, Cantonment	4.90
L3715—Oak Seat, Cantonment Type.	4.70
L3516—White Crescent Seat and Cover	15.00
L3616—Birch Mahogany Crescent Seat and Cover	8.70
L3716—Oak Crescent Seat and Cover	8.70
L3520—White Horseshoe Seat	12.50
L3620—Birch Mahogany Horseshoe Seat	8.80
L3720—Oak Horseshoe Seat	8.80
L3521—White Horseshoe Seat and Cover	16.70
L3621—Birch Mahogany Horseshoe Seat and Cover.	8.70
Oak Mahogany Seat and Cover	8.70
L3535—White Extended Seat Closet Front.	17.35
L3635—Birch Mahogany Extended Seat Closet Front.	13.35
L3735—Oak Extended Seat Closet Front	13.35
L3536—White Extended Closet Front with Cover.	22.70
L3636—Birch Mahogany Ext. Closet Front with Cover.	16.70
L3736—Oak Extended Closet Front with Cover.	16.70
L3565—White Extended Open Front and Back.	16.70
L3765—Oak Extended Open Front and Back.	16.90
L3566—White, Ditto, with Cover.	26.70
L3766—Oak, Ditto	30.00

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

DRAINS

DRAINS, CESSPOOLS, ETC.—

Extra Heavy Stable Cesspool—12x12x10, \$8.75 each; 16x16x10, \$11.25.
 C. I. Plain Top Cesspools—6x6x2, \$1.10 each; 9x9x3, \$1.90; 12x12x4, \$3.35; 13x13x4, \$3.95.
 C. I. Extra Heavy, Hinged Top—6x6x2, \$1.75 each; 9x9x3, \$3.15; 12x12x4, \$7.50; 13x13x4, \$9.40.
 Galvanized Refrigerator Drains, 1½-in. I. P., \$1.60 each.
 Blake, Iron w/ B. W. Valve—G102, 2-inch, \$10.15 each; G103, 3-inch, \$16.15; G104, 4-inch, \$24.75.

JOSAM DRAINS—

I. P. Govt. Pattern—203A, 5x2-inch, \$14.40 each; 207A, 6x3-inch, \$20.00; 203B, 6x2-inch, \$21.60.
 300—4-inch N. P. Strainer, 2-inch I. P., \$8.15 each.
 Roof Drains—400, 4-inch, \$14.40; 401, 5-inch, \$17.55; 402, 6-inch, \$19.20.
 Wood Roof Drains—400A, 4-inch, \$19.20 each; 401A, 5-inch, \$22.55; 402A, 6-inch, \$24.00.
 Floor Drains, 4-inch I. P.—500A, 10-inch, \$13.15; 600, 8-inch, \$9.00.

M. & J. SAFETY DRAIN WITH B. W. VALVE—

2-inch Flat Iron Top, \$19.80 each; 4-inch Flat Iron Top, \$28.95; 4-inch Raised Iron Top, \$37.95.

SHOWER STRAINERS—

¾-inch N. P. Top by 1½-inch I. P. Female Outlet, P2998, \$2.40 each; 4-inch ditto by 2-inch ditto, \$2.70.
 5-inch N. P. Top by 2-inch I. P. Outlet Combination Drain and Trap, P2986, \$10.35.

PENBERTHY AUTO CELLAR DRAINERS—

No. 1, \$28.15 each; 2, \$45.00; 3, \$62.00. No. 1, Non-Automatic, \$21.90.

Washing Machine Drainers, \$4.20 each. Hose and Adapters, 80c.

FIRE AND HOSE GOODS

FIRE HOSE, RACKS, EXTINGUISHERS, ETC.—

No. 901—Antex Electric Light Extension Reel with 25 feet of Flexible Waterproof Cord.....16.00
 No. B1101—2½-gal. Badger's Chemical Extinguisher.....20.00
 No. B1107—Extra Hose with Nozzle.....1.50
 No. B1108—Hanger......25
 No. B1106—8-oz. Acid Bottles......75
 No. B1114—Universal Soda and Acid Recharge.....10.00
 No. 0—Fire Gun Extinguisher, 1 qt.....12.00
 No. 1—Fire Gun Extinguisher, 1½ qt.....14.00
 No. 2—Fire Gun Extinguisher, 1½ qt.....14.00
 Universal Liquid for Recharging Fire Gun, per quart.....1.75
 No. B1118—2½-gal. Foamite Firepan Extinguisher.....30.00
 No. B1118—Pump Tank Extinguisher, 5-gal.....15.00
 No. M1201—1-pint Safety Gasoline Cans.....8.00
 No. M1204—1-quart Safety Gasoline Cans.....8.35
 No. M1201—2-quart Safety Gasoline Cans.....4.65
 No. M1205—1-gal. Safety Gasoline Cans.....5.85
 No. M1208—3-gal. Safety Gasoline Cans.....5.60
 No. M1206—5-gal. Safety Gasoline Cans.....10.00
 No. M1207—6-gal. Justrite Oily Waste Can.....6.65
 8-gal. Justrite Oily Waste Can.....7.85
 10-gal. Justrite Oily Waste Can.....8.00
 No. S502—Small First Aid Kit.....7.50

GAS WATER HEATERS

AUXILIARY TYPE—500, 1½-inch.....80.00
 No. 1½, Lion, No. 25 Raud, AUTOMATIC TYPE—
 Double Copper Coil.....19.70
 No. 2, Lion, No. 35 Raud, Pressure Valve, Pittsburgh—
 Triple Copper Coil.....43.50

STORAGE TYPE—

Pittsburg or Raud Multi-Coil Storage Heaters—
 No. Each
 30.....50.00
 50.....60.00
 100.....240.00
 200.....285.00
 300.....350.00
 500.....570.00
 Moment Valve Thermostats—
 No. Each
 30, ¾-inch.....40.00
 50, ¾-inch.....40.00
 100, ¾-inch.....65.00
 200, 1-inch.....70.00
 300, 1-inch.....70.00
 No. 40, ditto.....47.50

LEAD GOODS

HALF AND HALF SOLDER—500 lb. lots, \$31.50; 100 lb. lots, \$32.70; Less, \$34.00.

EXTRA WIPING SOLDER—500 lb. lots, \$27.10; 100 lb. lots, \$28.40; Less, \$29.75.

Wire Solder, Smooth, \$33.35.

WALKING LEAD—2000 lb. lots, \$8.40; 500 lb. lots, \$8.75; Less, \$9.10.

PIG LEAD—2000 lb. lots, \$8.10; 500 lb. lots, \$8.40; Less, \$8.75.

SHEET LEAD—Full Rolls, \$13.10; Cut Pieces, full width, \$13.40; Cut Pieces, odd sizes, \$14.40.

¼-inch Lead Tubing, \$16.25.
 Bar Tin, \$50.00.

Block Tin Pipe, full reel and coils, \$50.70.
 Block Tin Pipe, cut pieces, \$68.70.

LEAD BENDS—4x5½x10, \$1.50 each; 4x5½x12, \$1.70; 4x5½x15, \$2.00; 4x5½x18, \$2.30; 4x5½x20, \$2.50. 4x10x10, \$1.95; 4x10x12, \$2.15; 4x10x15, \$2.45; 4x10x18, \$2.75; 4x10x20, \$2.90.

LEAD PIPE—¾-inch to 1½-inch, full reels and coils, \$11.75;

2, 3, 4-inch Lead Soil Pipe, full lengths, \$11.75; Other sizes 2½ to 5-inch, full lengths, \$12.40; Cut Pieces, all sizes, \$13.10.

Note—Add to lead pipe when full reels are taken \$2.70 per reel.

Wood reels when returned to American Smelters Securities Co., San Francisco, Cal., direct via prepaid freight will be credited at \$2.00 each net, no freight allowance, on receipt of prepaid B. L.

LEAD WASHERS—\$26.20 per 100 lbs.

LEAD WOOL—\$18.70 per 100 lbs.

TRAPS—Standard—1½ Short "P," 50c each; 1½ Long "P," 75c; 1½ Short "P," 75c; 1½ Long "P," \$1.05. 1½ Short "S," 60c; 1½ Long "S," 95c; 1½ Short "S," 90c; 1½ Long "S," \$1.35.

Extra Heavy—1½ Short "P," 80c each; 1½ Long "P," \$1.15; 1½ Short "P," \$1.10; 1½ Long "P," \$1.50. 1½ Short "S," 90c; 1½ Long "S," \$1.45; 1½ Short "S," \$1.25; 1½ Long "S," \$1.95.

COMBINATION BENDS AND FERRULES—4x5½x12, \$2.30 each; 4x5½x14, \$2.40; 4x5½x16, \$2.60.

COMBINATION FERRULES, LEAD AND IRON—4x4, 50c each; 4x6, 85c; 4x8, \$1.05; 4x10, \$1.25; 4x12, \$1.40; 4x14, \$1.60; 4x16, \$1.75.

Lead Traps and Bends not shown above—Barrel lots, plus 40 per cent; Less, 50 per cent.

Lead Drum, Traps, Comb, Lead and Iron Ferrules and Bends, and Soldering Nipples—Barrel lots, plus 40 per cent; Less, 50 per cent.

PIPE

PIPE—	Wrought Steel		Wrought Iron		Standard Thread
	Random	Blk.	Gal.	Blk.	
¾	4.80	7.00	11.10	14.85	.16
1	4.95	7.40	11.10	14.85	.16
1½	4.95	7.40	11.10	14.85	.16
2	6.85	8.15	11.35	14.55	.16
2½	7.90	10.00	13.90	17.55	.16
3	11.15	14.80	19.95	25.35	.18
4	15.10	19.85	26.95	34.30	.22
5	18.00	23.15	32.20	40.95	.24
6	24.15	31.10	46.40	57.70	.30
8	39.95	51.15	74.00	87.15	.46
10	52.15	66.95	96.75	113.95	.60
12	67.20	84.90	116.85	143.15	.76
14	79.55	100.95	137.90	168.30	1.06
16	112.15	141.75	207.80	262.30	1.66
18	145.55	184.00	268.90	340.50	2.10
20	200.00	253.35	.....	.....	2.56
24	299.35	365.35	.....	.....	3.00
30	294.70	.....	.....	.....	3.76
36	320.00	.....	.....	.....	4.50
42	412.00	.....	.....	.....	7.50

Cutting Charge—½ Standard Threading. All prices quoted per 100 feet.

Plugged and Reamed—2-in., \$40.00; 2½-in., \$65.95; 3-in., \$86.40.

PIPE FITTINGS

CAST IRON—BLACK—

	¾	1	1½	2	3	4
Bends, Y.....	.31	.43	.52	1.00	1.43	2.80
Bends, Rt. O.P.....	.40	.46	.84	1.25	2.34	2.88
Bends, Rt. CP.....	.27	.31	.82	.62	.87	2.58
Bushings.....	.05	.05	.06	.08	.12	.18
Crosses.....	.24	.32	.41	.81	1.14	3.04
Elbows, 90 dg.....	.08	.09	.12	.16	.31	1.14
Elbows, 45 dg.....	.09	.11	.15	.18	.37	1.27
Elbows, Red.....	.09	.11	.14	.18	.35	1.29
Plugs.....	.03	.03	.04	.05	.09	.13
Tees.....	.12	.12	.14	.18	.23	.44

MALLEABLE—BLACK—

	¾	1	1½	2	3	4
Bends, Rt. OP.....	.26	.32	.54	1.26	1.62	.....
Bends, Rt. CP.....	.21	.24	.46	.74	1.06	.....
Caps.....	.04	.06	.10	.12	.22	.86
Crosses.....	.08	.14	.20	.28	.46	.86
Crosses, Red.....	.12	.22	.30	.54	.66	1.18
Couplings, WI.....	.10	.12	.16	.24	.38	1.08
Elbows, 90 dg.....	.08	.10	.12	.18	.28	1.42
Elbows, Red.....	.10	.12	.18	.20	.34	1.78
Elbows, 45 dg.....	.04	.08	.14	.20	.32	1.38
Elbows, St.....	.06	.10	.18	.18	.32	1.04
Locknuts.....	.02	.02	.04	.10	.14	.26
Reducers.....	.10	.06	.10	.12	.20	1.14
Tees.....	.10	.12	.10	.16	.38	1.76
Tees, Red.....	.12	.16	.22	.22	.48	2.18
Tees, 4-Way.....	.10	.18	.22	.40	.96	1.52

MALLEABLE—GALVANIZED—

	¾	1	1½	2	3	4
Bends, Rt. OP.....	.38	.48	.78	2.06	2.68	5.94
Bends, Rt. CP.....	.34	.36	.66	1.18	1.88	.....
Caps.....	.06	.08	.14	.18	.36	1.42
Crosses.....	.10	.20	.30	.42	.66	1.04
Crosses, Red.....	.18	.32	.46	.80	1.14	1.90
Couplings, WI.....	.14	.18	.24	.32	.58	.72
Elbows, 90 dg.....	.12	.14	.14	.24	.48	.80
Elbows, Red.....	.14	.18	.26	.30	.58	1.04
Elbows, 45 dg.....	.08	.12	.20	.30	.62	.96
Elbows, St.....	.10	.16	.28	.30	.54	1.04
Locknuts.....	.04	.04	.08	.14	.20	.26
Reducers.....	.14	.08	.12	.18	.28	.40
Tees.....	.16	.18	.18	.28	.64	1.12
Tees, Red.....	.18	.20	.34	.36	.80	1.38
Tees, 4-Way.....	.16	.22	.34	.60	1.24	2.24

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

NIPPLES—WROUGHT IRON—Per 100—Black—

	1/2	3/4	1	1 1/4	1 1/2	2	3	4
Cl. Sh....	8.42	4.28	4.80	6.40	10.40	14.40	38.40	72.68
Long....	5.14	5.98	7.20	10.40	16.00	21.60	57.60	102.60
4-in. Long	5.98	6.84	.....	.....	.....	.....	.....	.....
5-in. Long	6.84	8.56	8.80	12.00	20.00	25.60	.....	.....
6-in. Long	8.56	10.26	10.40	14.40	23.20	30.40	68.00	.....
NIPPLES—GALVANIZED—Per 100—								
Cl. Sh....	5.40	5.40	6.84	9.40	17.96	28.08	59.86	121.50
Long....	9.90	9.90	11.98	16.24	29.92	40.18	94.06	168.80
4-in. Lg.	10.80	11.70	.....	.....	.....	.....	.....	.....
5-in. Lg.	13.50	14.40	15.40	20.52	33.84	44.46	.....	.....
6-in. Lg.	15.80	16.20	17.96	28.94	39.84	52.16	111.16	.....

PIPE OUT TO ORDER

On Pipe cut to specified lengths, where the loss occasioned by cutting up stock lengths is assumed, a higher price is charged than for pipe in random lengths. This advance covers the pipe only, and there is an extra charge for cutting and threading as follows:

(1) Pipe cut to special lengths and threaded both ends, two threads are charged for each piece of pipe furnished, and no charge made for the cut.

(2) Where one end of the pipe is left blank, the charge is for one thread and one cut on each piece, the price of the cut being one-half of the threading list.

(3) Where both ends are left blank, a charge is made for all cuts and for the one thread necessary to make the remaining scrap salable. This applies to whatever the number of cut pieces may be.

(4) When pipe is made up to sketch, all couplings used are charged for and all pipe is charged at cut length prices.

(5) When pipe of any size is furnished in exact lengths longer than one random length by coupling on a short piece, the cut price is charged for the entire length. All couplings furnished are charged for, but only two threads. This applies to whatever number of random lengths may be included in the run.

(6) A customer can make his own measurements, and to call for the exact lengths necessary to make up the run required, which will be charged at the cut price with two threads with additional charge for any extra couplings furnished.

(7) In the case of an order for specified amount of pipe, WHERE EXACT MEASUREMENTS ARE NOT ABSOLUTELY NECESSARY, the cut length price may be charged for the last piece furnished necessary to equal the amount called for after the random measurements have been ascertained.

(8) When pipe is furnished in random lengths by customer (he assuming the loss on the scrap), to be cut to order, the actual work done is charged for; that is, all cuts and all threads actually made. In such cases the scrap belonging to the customer, and no credit allowed for same.

(9) In charging cut pipe, no allowance is made for couplings or for threads already on the pipe.

(10) Where pipe in sizes to 2 feet inclusive is cut on roller cutter in pieces of 12 inches or less and not reamed or threaded, one cut is charged for each piece at one-quarter of the Threading list.

PLUMBERS' TOOLS

STOCKS AND DIES—Walworth Standard Stocks and Dies (Solid Die Type)—No. 0, complete, 1/4-inch to 1/2-inch, \$10.40 each; No. 1, 1/2-inch to 1-inch, \$18.65; No. 1 1/2, 1/2-inch to 1 1/2-inch, \$12.85; No. 1 1/2, \$12.85; No. 2, 1 1/2-inch to 2-inch, \$18.85; No. 3, 2 1/2-inch to 3-inch, \$45.50.

Extra Dies and Bushings—List plus 50 per cent. Miller's Reversible Ratchet Stocks and Dies—"B" complete, 1/4-inch to 1-inch, \$21.20 each; "C," 1-inch to 1 1/2-inch, \$24.05; "D," 1 1/2-inch to 2-inch, \$28.10.

Extra Dies, Bushings and Die Frames, List plus 30 per cent. All other Parts, List plus 40 per cent.

Armstrong Stocks and Dies—No. 1, 1/2 to 1-inch, \$10.80 each; No. 2, 1 to 1-inch, \$14.40; No. 2 1/2, 1/2 to 1 1/2-inch, \$16.80; No. 3, 1 to 2-inch, \$25.20.

Extra Dies—List plus 80 per cent. All other Repairs list plus 80 per cent.

Toledo Stocks and Dies—No. 00 complete, 1/4 to 1/2-inch, \$36.60 each; 1/4 to 3/4-inch, \$22.40; 1/2 to 1-inch, \$14.00. Dies with Heads—1/4, 1/2 or 3/4-inch, \$4.20; 1/2 or 3/4-inch, \$4.90.

Extra Dies (4 segments), all sizes, \$2.80 each. Ratchet only, \$4.20.

No. 0 complete, 1/4 to 1/2-inch, \$22.40. R. H. Dies, complete, 3 sets, \$9.00. L. H. Dies complete, 5 sets, \$15.00.

No. 1 complete, 1 to 2-inch, \$26.40.

1-A Ratchet complete, 1 to 2-inch, \$38.00. Dies complete (3 sets), 1 1/4, 1 1/2, \$6.75. Same, Single Set, 4 pieces, \$2.25.

2-inch Dies for No. 1 or 1-A, \$3.25.

No. 2 complete, 2 1/2 to 4-inch, \$110.00. Dies, complete, 4 sets, \$85.20. Dies, single sets, 5 pieces, \$8.50.

No. 3 complete, 4 1/2 to 8-inch, \$330.00. Dies, complete, 5 sets, \$66.00; Dies, single sets, 5 pieces, \$13.20.

No. 4 complete, 9, 10 and 12-inch, \$550.00. Dies complete, 3 sets, \$66.00. Dies, single set, 5 pieces, \$22.00.

No. 10 complete, 1 to 3-inch, \$36.40. R. H. Dies complete, 4 pieces, \$5.52. L. H. same, \$5.52.

No. 10-A Ratchet, complete, 1 to 2-inch, \$44.20.

No. 25, complete, 2 1/2 to 6-inch, \$253.04. Dies, complete, 4 pieces, \$8.80. All other repairs, list plus 80 per cent.

Toledo Power Drive, D. C. or A. C. Motor, \$660.00 each.

Beaver Stocks and Dies—No. 3 Ratchet, complete, 1/4 to 1-inch, \$30.60 each. Extra Die Heads and Chasers, 3/4-inch, \$5.10; 1/2 or 3/4-inch, \$5.96; 1-inch, \$6.80. Extra Chasers, any size (4), \$2.76.

No. 6 Beaverette, complete, 1/4 to 3/4-inch, \$24.00. Extra Dies, per set, \$4.50.

No. 23 Stock and Die, complete, 1-inch to 2-inch, \$26.40. Extra Die Heads, 1/2 or 3/4-inch, \$6.06.

No. 25, complete, 1 to 2-inch, \$36.00. Extra Dies, per set, \$4.66.

No. 26, Ratchet, complete, 1 to 2-inch, \$42.00.

No. 41, complete, 2 1/2 to 4-inch, \$110.00. Extra Dies, per set, \$12.00.

No. 61, complete, 2 1/2 to 6-inch, \$264.00. Extra Dies, per set, \$26.60.

Other repair parts for No. 6—List plus 50 per cent.

Other repair parts for 23, 25, 26, 41 and 61—List plus 33 1/3 per cent.

WRENCHES—Warnock Brass Pipe Wrenches—12-inch, 1/4 to 2-inch, \$5.00 each; 18-inch, 1 to 5-inch, \$10.00. Extra Straps—12-inch, \$1.00; 18-inch, \$2.00. Basin Wrench, \$2.30; Spud Wrench for Radiator Nipples, \$3.00.

Vulcan Bijaw Pipe Wrenches—No. 30 or 10, 1/4 to 3/4-inch, \$3.50 each; No. 31 or 11, 1/2 to 1 1/4-inch, \$4.90; No. 32 or 12, 3/4 to 2 1/4-inch, \$7.00; No. 33 or 13, 1 to 4-inch, \$9.80; No. 33 1/2 or 13, 1 to 6-inch, \$12.60; No. 34 or 14, 1 1/2 to 8-inch, \$15.40; No. 35 or 15, 2 to 12-inch, \$25.20. Extra Parts, List plus 70 per cent.

Agrippa Chain Wrenches—No. 21, 1/4 to 1 1/4-inch, \$6.50 each; No. 22, 1/2 to 2 1/4-inch, \$9.30; No. 23, 3/4 to 4-inch, \$13.00; No. 23 1/2, 1 to 6-inch, \$16.75; No. 24, 1 1/2 to 8-inch, \$20.50; No. 25, 2 to 12-inch, \$38.50. Extra Parts, List plus 100 per cent.

Walworth Bostong Wrenches—No. 0, 1 to 4-inch, \$18.00 each; No. 1, 2 to 6-inch, \$32.00; No. 2, 2 1/2 to 10-inch, \$64.00; No. 3, 3 to 14-inch, \$120.00.

Walworth Reversible Bostong Wrenches—No. 2, 1/4 to 2-inch, \$11.00.

PIPE CUTTERS—Barnes Three Wheel Type—No. 1, 1/4 to 1-inch, \$4.50 each; No. 2, 1/2 to 2-inch, \$6.00; No. 3, 1 1/2 to 3-inch, \$10.00; No. 4, 2 1/2 to 4-inch, \$20.00; No. 5, 4 to 6-inch, \$30.00; No. 6, 6 to 8-inch, \$40.00. Extra Parts, List plus 20 per cent.

Knurled Wheels—No. 1, 70c each; No. 2, 84c; No. 3, \$1.12; No. 4, \$1.40; No. 5, \$1.54.

Saunders Roller Type—No. 1, 1/4 to 1-inch, \$3.90 each; No. 2, 1 to 2-inch, \$5.96; No. 3, 2 to 3-inch, \$14.80; No. 4, 2 1/2 to 4-inch, \$23.40; No. 5, 4 to 6-inch, \$6.46. Extra Parts, List plus 40 per cent.

Knurled Wheels—No. 1, 70c each; No. 2, 84c; No. 3, \$1.12.

Trimco—No. 1, 1/4 to 1 1/4-inch, \$4.95 each; No. 2, 1/2 to 2-inch, \$6.60; No. 3, 1 1/2 to 3-inch, \$11.00. Extra Parts, List plus 20 per cent.

Beaver Square End—No. 1, 1/4 to 1-inch, \$27.00 each; No. 5, 1/2 to 2-inch, \$30.00; No. 10, 2 1/2 to 4-inch, \$120.00.

Extra Knives, per set—No. 1, \$1.80 each; No. 5, \$2.34; No. 10, \$3.74.

Toledo—No. 250, 2 1/2 to 6-inch, \$168.00 each. Extra Blades (Set of 4), \$1.76.

MISCELLANEOUS CUTTERS—Ohesteron or Fletcher Gauge Glass Cutter, A5903, \$4.00 each.

Gasket Cutter, \$1.60.

PIPE TAPS AND REAMERS—R. H. A4201—1/4 to 1-inch, List less 30 per cent; 1 1/2 to 2-inch, List less 10 per cent; 2 1/2 to 3-inch, List plus 40 per cent; 3 1/2 to 4-inch, List plus 70 per cent.

L. H. A4201 and Reamers—A4202—1/4 to 1-inch, List plus 10 per cent; 1 1/2 to 2-inch, List plus 32 per cent; 2 1/2 to 3-inch, List plus 70 per cent; 3 1/2 to 4-inch, List plus 110 per cent.

Combined Drill and Tap—A4203, 1/4 to 4-inch, List plus 10 per cent.

Mueller Ratchet Reamer—ER E4850, 1/4 to 1 1/4-in., \$12.48 each; E4851, 1/2 to 3-inch, \$18.16.

Reed No. 6 Bit Brace Taper Burring Reamer—1/4 to 3-inch, \$19.20 each.

TORCHES AND FIRE POTS, O. & L.—No. 31 Torch, 1 qt., \$14.60 each; No. 32, 1 qt., \$15.86; No. 37, 1 pt., \$13.06; No. 38, 1 pt., \$17.66; No. 108, 1 qt., \$14.60.

No. 1 Firepot, 7 pts., \$26.12 each; No. 5, 5 pts., \$35.82; No. 10, 1 gal., \$14.40; No. 20, 1 gal. with Pump, \$15.94; No. 31, 1 gal., \$20.36. Parts, List less 4 per cent.

RANGE BOILERS

Standard Galvanized Vertical Pattern, High or Low Top—

Extra Heavy Galvanized Vertical or Horizontal—

No. Each.

18, 12x36 12.00

24, 12x48 12.00

30, 12x60 12.00

40, 14x60 16.35

52, 16x60 28.00

66, 18x60 48.00

82, 20x60 55.00

100, 22x60 80.00

120, 24x60 90.70

144, 24x72 146.70

168, 24x84 185.35

192, 24x96 160.00

Standard Galvanized Horizontal—

No. Each.

30, 12x60 13.20

40, 14x60 18.00

52, 16x60 30.80

66, 18x60 52.80

No. Each.

30, 12x60 14.70

40, 14x60 19.35

52, 16x60 37.35

66, 18x60 68.70

82, 20x60 82.00

100, 22x60 112.00

Double Extra Heavy, Vertical, six-year guarantee—

30, 12x60 20.00

No. Each.

40, 14x60 26.70

Graves 200-lb. W. P. 6-year guarantee Boiler, coated with heat proof blue enamel—

No. Each.

30, 12x60 47.50

40, 14x60 57.35

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Range Boilers—Continued.

Extra Heavy, Horizontal or Vertical, with 1-inch Steam Coil—	12-in. American Ring.. 2.30
30, 12x60	14-in. American Ring.. 2.55
40, 14x60	16-in. American Ring.. 3.60
52, 18x60	18-in. American Ring.. 5.00
66, 18x60	20-in. American Ring.. 6.00
82, 20x60	22-in. American Ring.. 8.00
100, 22x60	24-in. American Ring.. 9.35
Boiler Stands—	1/2-in. Range Boiler Relief Valves
Hawks Universal.... 2.70	1/2-in. Stack Combination Relief Valves & Faucets
Sanders Adjustable... 2.15	Set 85 lbs..... 7.35
Foster	Ditto, Set 150 lbs..... 7.35

SINKS AND FOUNTAINS

WASH SINKS—(Less Bibbs and Trap)—F910, P6450—8-ft., \$64.50; 4-ft., \$82.20; 5-ft., \$100.00; 6-ft., \$185.50.
P6495, Enameled inside, less Supply Pipe and Bibbs—48x24-in., \$40.00; 60x24-in., \$60.00; 72x24-in., \$73.35.
P6496, Enameled inside, less Supply Pipe and Bibbs—4x24-in., \$60.00; 5x20-in., \$76.00; 5x24-in., \$85.35; 6x20-in., \$96.70; 6x24-in., \$112.70.

DOUBLE WASH SINK COCKS—H1645, P6500, \$7.35; P6501, \$8.00; H1640, P6502, \$8.85; H1635, P6503, \$10.00; P6504, \$10.00.

CHICAGO FAUCET DRINKING FOUNTAINS—B7000, Wall Fountain with Trays, \$19.10; B7500, Self Closing Sink Bubbler, \$7.35; B7600, Self Closing Sink Bubbler, \$5.55; B7800, Self Closing Swinging Sink Bubbler, \$12.00; B8000, Self Closing Swinging Basin Bubbler, \$9.20; B8100, Self Closing Basin Bubbler, \$7.35; B9200, Self Closing Basin Bubbler, \$14.70; B8800, Self Closing Swinging Basin Bubbler, \$13.40; B8700, Nozzle 1/2-in. I. P., \$1.50.

GLAUBER DRINKING FOUNTAINS—H503A, \$8.55; H504E, \$7.80; H510A, \$9.10; H510B, \$9.10.

MUELLER DRINKING FOUNTAINS—E8728, \$8.70; E8729, \$10.65.

RUBBER MATS—P6990, for Interchangeable Drain Board—18x18-in., \$3.50; 18x24-in., \$4.50; 20x18-in., \$3.70; 20x24-in., \$4.70; 22x18-in., \$4.00; 22x24-in., \$5.85.
P6991, P6706-7, P6715-16, P6720-21—20x24-in., \$3.70; 20x30-in., \$4.35; 22x36-in., \$5.35.

P6710—20x30-in., \$4.35; 22x32-in., \$4.70; 22x36-in., \$4.70.

P6780-31, P6230-31—30x30-in., \$4.35; 22x36-in., \$5.35.

P6814—22x26-in., \$4.00.

P6815-16—20x24-in., \$3.70; 20x30-in., \$4.35; 22x30-in., \$4.50; 22x36-in., \$5.35.

P6817-18, P6822-23, P6826-27—20x30-in., \$3.50.

ADJUSTABLE SINK LEGS—P6992—Type "A"—Painted, \$2.65 each; enameled, \$4.00.

Type "B"—Painted, \$3.50 each; Enameled, \$5.35.

The Adjustable Sink Legs have an adjustment of 6 inches, making it possible to set the Sink at any height ranging from 30 to 36 inches from floor to top of rim.

SINK BACKS—K1176, C730, P7010—20-in., \$5.00; 24-in., \$6.35; 30-in., \$6.70; 36-in., \$10.35; 40-in., \$12.35; 42-in., \$12.70; 48-in., \$16.35.

END PIECES—K1182, P7012—18-in., \$5.70; 20-in., \$6.20; 22-in., \$6.90.

FLAT RIM SINKS—K1160, C725, P7020, with Nickel Plated Duplex Strainer—12x18-in., \$7.75; 14x20-in., \$8.35; 16x24-in., \$8.35; 18x24-in., \$8.80; 18x30-in., \$8.80; 18x36-in., \$14.40; 20x24-in., \$9.35; 20x30-in., \$9.35; 20x36-in., \$15.70; 22x36-in., \$16.35; 20x40-in., \$20.00; 24x48-in., \$26.70.

STEEL SINKS—New Era Galvanized—16x24-in., \$5.30; 18x30-in., \$6.90; 18x36-in., \$7.80; 20x30-in., \$7.80; 20x36-in., \$9.30; 20x40-in., \$10.70.

New Era, Painted—16x24-in., \$4.40; 18x30-in., \$5.60; 18x36-in., \$6.70; 20x30-in., \$6.40; 20x36-in., \$8.00; 20x40-in., \$9.35.

GREASE TRAPS—No. 27 Wade—5-gal., 10x12-in., \$53.40; 10-gal., 12 1/4x14-in., \$93.40.

SLOP SINKS—(Less Fittings)—K1200, C750, P7200—16x20-in., \$36.00; 18x22-in., \$42.00; 20x22-in., \$44.00; 20x24-in., \$46.70.

K1212, P7235—16x20-in., \$34.00; 18x22-in., \$40.00; 20x22-in., \$42.00; 20x24-in., \$44.70.

K1230, C670, P7274—Enameled inside, with 2-in. outlet and N. P. Duplex Strainer—16x16x10-in., \$10.70; 16x16x12-in., \$12.40; 20x14x12-in., \$12.40; 20x16x12-in., \$14.00; 22x20x12-in., \$18.00; 24x18x12-in., \$16.35; 24x20x12-in., \$17.70; 30x20x12-in., \$28.00; 36x20x12-in., \$31.70.

SLOP SINK TRAPS—P7280 to P7298—Enameled inside, \$12.00; Enameled all over, \$15.00.

SEWER PIPE

VITRIFIED SEWER PIPE—8-inch, 23c per foot; 4-inch, 27c; 6-inch, 38c; 8-inch, 52c; 10-inch, 75c.

BRANCHES AND CURVES—3-inch, 85c each; 4-inch, \$1.10; 6-inch, \$1.50; 8-inch, \$2.15; 10-inch, \$3.00.

TRAPS—3-inch, \$2.15 each; 4-inch, \$2.70; 6-inch, \$3.75; 8-inch, \$6.40; 10-inch, \$8.95.

TRAYS AND ENAMELED URINALS

LAUNDRY TRAYS—Less Fittings—K1248, P7300, \$102.70.

For additional hardwood Wringer Holder between sections, add \$4.00.

K1250, P7320—1-Section, \$57.35; 2-Section, \$106.70; 3-Section, \$153.35.

P7338—1-Section, \$53.35; 2-Section, \$97.35; 3-Section, \$145.35. Without Wringer Holders, deduct \$4.00 each.

K1268, C830, P7350—1-Section, \$24.35; 2-Section, \$48.70; 3-Section, \$73.00.

For Wood Covers, each section, add \$6.70.

For N. P. Union Strips, add \$3.35 each.

For N. P. Union Strips with hardwood Wringer Holders, add \$5.70 each.

K1276, C830, P7380—1-Section, \$22.35; 2-Section, \$44.70; 3-Section, \$67.00.

For N. P. Union Strips with hardwood Wringer Holders, add \$4.00 each.

SINK AND TRAY COMBINATIONS—Less Fittings—

P7425 and P7426, \$90.00.

For Combination Drain Board and Tray Cover add \$10.70 each.

URINALS—K1479, C960, P9960—Enameled Inside Urinal with Concealed Wall Hangers, Brass Bee Hive Strainer, Tank with Automatic Fittings, Flush Pipe, Tee and Brass Washdown Pipe, less Trap—2-ft., \$66.70; 2 1/2-ft., \$78.40; 3-ft., \$78.70; 3 1/2-ft., \$88.50; 4-ft., \$90.00; 5-ft., \$106.70; 6-ft., \$123.50.

P9965—Add to List Price of P9960 Urinal the List Price for Polished Brass Perforated Washdown Pipe fitted along back, ends and front. The length given refers to length of P9960 Urinal desired—2-ft., \$13.40; 2 1/2-ft., \$14.70; 3-ft., \$15.40; 3 1/2-ft., \$16.00; 4-ft., \$16.70; 5-ft., \$18.00; 6-ft., \$19.40.

P7460 and 7465—1 Tray, \$106.70; 2 Trays, \$180.00.

For Combination Drain Board and Tray Cover add \$10.70 each.

P7480 and P7485, Sink and One Laundry Tray—20x24-in., \$54.00; 20x30-in., \$56.00; 20x36-in., \$60.00.

P7480 and P7485, Sink and Two Laundry Trays—30x24-in., \$84.70; 20x30-in., \$98.35; 20x36-in., \$100.00.

ENAMELED IRON CLOSETS—P9050, Delecto Bowl—Enameled inside, \$86.70; Enameled all over, \$40.00.

P9055, Arno Bowl—Enameled inside, \$30.00; Enameled all over, \$33.35. For Local Vent, add \$3.35.

BUSINESS OPPORTUNITIES

Announcements in this department will be inserted at the rate of five cents a word, including address, with a minimum charge of \$1.00; payable in advance. Copy should reach this office not later than the tenth of the month to secure insertion the following issue.

PACIFIC COAST SALES

Manufacturer's Agent, selling jobbers in territory from Denver west, can give aggressive representation to 2 or 3 additional manufacturers of standing. Address X, care HARDWARE WORLD.

FOR SALE

To close an estate the BEST HARDWARE BUSINESS IN ARIZONA'S FAMOUS SALT RIVER VALLEY is now for sale. Good clean stock, Warren shelving and fixtures, together with location and lease that cannot be improved upon. This is your opportunity to get a going business in ARIZONA, the land of perpetual summer and sunshine. Address Box 1884, Phoenix, Arizona.

PLUMBER AND MECHANIC—WANTED

to get in touch with reliable all-round Plumber and Mechanic who can estimate and do work. With view of buying out or taking an interest in an old established business, in one of the best and most progressive countries in California. Fine schools and a growing community. Party must be a live wire and have some capital. A fine chance for two young men. More hardware can be added to good advantage. Own my own building. Too much for present owner to handle. Address, HARDWARE WORLD.

TO BUY

Want to hear from owner of good hardware store for sale. State cash price and description. D. F. Bush, Minneapolis, Minn.

TO BUY

Want to hear from owner of good Hardware Stock for sale. Give price and information. Must be in a good live town. E. E. Zemke, General Delivery, Miles City, Montana.

WANTED

Good live salesman for Central and Western territory, thoroughly conversant with stove and furniture business, by a manufacturer making a trade mark line of long standing. Past records must show progressiveness; also sales producing ability. Address Box 1863, care HARDWARE WORLD.

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

	Box	
Blank Rim Fire—	Semi-Smkls	Smkls
22 Short	.30	...
32 Short	.40	...
Blank, Center Fire—		
32 S & W	.65	...
38 S & W	.85	...
38 Long Colt	1.35	...
44 W C F	1.80	...
Shot, Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot, Center Fire—		
32 S & W	1.10	...
32 W C F	1.55	...
38 S & W	1.30	...
38 W C F	1.80	...
44 W C F	1.80	2.15
44 X L	1.90	2.85
44 Game Getter	1.80	2.15
Rim Fire, Ball—		
BB Caps	.40	...
CB Caps	.50	...
22 Short	.30	.35
22 Short H P	.35	.40
22 Long	.35	.40
22 Long H P	.40	.45
22 Long Rifle	.40	.45
22 Long Rifle H P	.45	.50
22 W R F	.60	.65
22 W R F, H P	.65	.70
22 Win Auto	.65	...
22 Win Auto, H P	.70	...
25 Short Stevens	.70	...
25 Stevens	1.00	...
32 Short	.70	...
32 Long	.80	...
38 Short	1.15	...
38 Long	1.25	...
41 Short	1.05	...
Center Fire Pistol—		
22 Win SS	1.60	1.80
25 Colts Auto	1.60	...
25-20 Single Shot	1.70	2.00
25-20 Win	1.55	1.90
25-20 Win HV	2.30	...
7.65 MM-Mausner	2.75	...
7.65 MM-Mausner	2.75	...
9 MM-Luger	2.80	...
32 Colts Auto	1.75	...
32 Colts Short	1.05	1.15
32 Colts Long	1.15	1.80
32 Colts Police Positive	1.15	1.80
32 S & W	1.05	1.15
32 S & W Long	1.15	1.80
32-20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	2.30	...
35 S & W Auto	1.90	...
38 Colts Auto	2.50	...

38 Colts Short	1.30	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive	1.40	1.60
38 S & W	1.40	1.60
38 S & W Special	1.60	1.80
38 Winchester	1.85	2.30
41 Colts Short DA	1.60	1.80
41 Colts Long DA	1.85	2.10
44 Bull Dog	1.55	...
44 S & W Amer.	2.00	2.30
44 S & W Rus.	2.10	2.30
44 S & W Special	2.15	2.35
44 Webley	1.75	...
44 Winchester	1.85	2.30
45 Colts	2.35	2.60
45 Colts Auto	...	2.85

Center Fire Military and Sporting—

22 Savage	1.60	...
250-8000 Savage	1.75	...
25-35 Winchester	1.40	...
25-35 Short Range	1.40	...
25-35 Marlin	1.50	...
25 Remington Rimless	1.40	...
6 MM U S N	2.30	...
7 MM Spanish Mauser	2.30	...
7.65 MM Bel Mauser	2.30	...
8 MM Mauser	2.30	...
9 MM Mauser	2.50	...
30-80 Winchester	1.60	...
30 Remington Rimless	1.60	...
30 Government Rimless	2.30	...
308 Savage	1.60	...
32 Remington Rimless	1.60	...
32-40 Winchester	1.15	1.35
32-40 Winchester HV	1.75	...
32 Winchester Sif Ldg.	8.10	...
32 Winchester Special	1.60	...
33 Winchester	2.30	...
35 Winchester Rimless	1.75	...
35 Winchester	2.50	...
35 Winchester Sif Ldg.	8.15	...
351 Winchester Sif Ldg.	8.85	...
38-55 Winchester Lead	1.50	1.70
38-55 Winchester HV	2.00	2.30
38-55 Winchester	1.60	1.80
40-60 Marlin	1.60	...
40-60 Winchester	1.50	...
40-65 Winchester	1.60	1.80
40-70 Winchester	1.65	...
40-72 Winchester	1.60	1.95
40-82 Winchester	1.65	1.95
401 Winchester Auto	...	1.80
405 Winchester	...	3.75
45-60 Winchester	1.60	...
45-70-405 Government	1.60	1.85
45-75 Winchester	1.60	...
45-90 Winchester	1.65	1.95

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1	...
oz., drop shot	\$1.30

3 drs. x 1 1/4 oz., 24 grs. x	...
1 1/4 oz. drop shot	1.35
3 1/2 drs. x 1 1/4 oz., 26 grs.	...
x 1 1/4 oz. drop shot	1.35
3 1/2 drs. x 1 1/4 oz., BB shot,	...
drop shot	1.35
3 1/2 drs. x Buck shot, drop	...
shot	1.35
16 2 1/2 drs. x 1/2 oz., 22 grs. x	...
1/2 oz. drop shot	1.15
2 1/2 drs. x 1/2 oz., BB shot,	...
drop shot	1.35
20 2 1/2 drs. x 1/2 oz., 18 grs. x	...
1/2 oz., drop shot	1.15

HIGH GRADE SMOKELESS

12 3 1/4 drs. x 1 1/4 oz., 26 grs. x	...
1 1/4 oz., chilled shot	1.40
3 1/2 drs. x 1 1/4 oz., 28 grs. x	...
1 1/4 oz., chilled shot	1.45
16 2 1/2 drs. x 1/2 oz., 22 grs. x	...
1/2 oz., chilled shot	1.30
20 2 1/2 drs. x 1/2 oz., chilled	...
shot	1.25
2 1/2 drs. x 1/2 oz., chilled shot	1.35
Trap Loads—	...
12 3 drs. x 1 1/4 oz., 7 1/2 chilled	1.35
3 1/2 drs. x 1 1/4 oz., 7 1/2 chilled	1.40
Black Powder—Loads—	...
12 3 1/4 drs. x 1 1/4 oz., drop shot	1.05
Caps and Primers—	...
Percussion	.20
Musket Caps	.25
Primers, 100 in box	.35
Primers, 250 in box	.80
Empty Paper Shells—Black pow.—	...
12, 16, 20 Ga., per 100	1.50
10 Ga., per 100	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	1.90
10 Ga. per 100	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	2.30
10 Ga. per 100	2.40
Empty Brass Shells—	...
Best Qual. 12, 16, 20	...
28, Box 25	2.75
2nd Qual. 12, 16, 20	...
28, box 25	2.10
Wads—	...
Cardboard, box 250	.20
Black Edge, Reg., box	...
250	.50
Black Edge, 1/4 in., 125	...
in box	.40
Black Edge, 1/4 in., 250	...
in box	.30

ADZES—Unhandled—Carpenters, Hunt's, \$2.25 each. Railroad, American, \$1.75. Ship, Hunt's Plain, \$2.75; Hunt's Lipped, \$3.50.

ALUMINUM WARE, CAST—

Griddles—	Size 8	6.75
Size 7	2.85	...
Size 8	3.25	...
Size 9	3.75	...
Size 10	3.85	...
Size 12	3.90	...
Kettles, Berlin—		
2 1/2 qts.	4.75	...
4 qts.	5.50	...
5 qts.	6.50	...
6 qts.	7.25	...
Kettles, Maslin—		
4 qts.	4.25	...
6 qts.	4.75	...
8 qts.	6.25	...
12 qts.	8.65	...
Kettles, Tea—		
Size 6	5.75	...
Size 7	6.25	...
Pans, Lipped Sauce—		
2 qts.	3.85	...
3 qts.	4.25	...
4 qts.	4.75	...
Skillets—		
Size 6	2.85	...
Size 7	3.00	...
Size 8	3.50	...
Size 9	4.00	...
Spoons, Basting—		
15-inch	.80	...
Spoons, Mixing—		
18-inch	.80	...
Waffle Moulds—		
Size, 7, Low	4.00	...
Size 8, Low	4.25	...
Size 7, Deep	4.25	...
Size 8, Deep	5.75	...

ALUMINUM WARE, PRESSED—

Boilers, Rice—		
1 1/2 quart	1.65	...
3 quart	2.35	...
Cups—		
Collapsible	.15	...
Measuring	.25	...
Covers, Pot—		
7 1/2 inch	.25	...
8 1/2 inch	.20	...
9 1/2 inch	.25	...
10 1/2 inch	.35	...
11 1/2 inch	.40	...
Kettles, Convex—		
2 quart	1.00	...
4 quart	1.50	...
6 quart	1.90	...
8 quart	1.25	...
10 quart	2.50	...
Kettles, Preserving—		
8 quart	1.10	...
6 quart	1.60	...
10 quart	2.10	...
14 quart	2.75	...
Kettles, Tea—		
5 quart	2.50	...
6 quart	3.00	...
8 quart	3.25	...
Ladles—		
1/2 pint	.30	...
Moulds, Jelly—		
2841 to 2848	.10	...
Pans, Biscuit—		
11 1/2 x 7 1/2 x 1 1/2 inch	.60	...
Pans, Bread—		
9 1/2 x 5 1/2 x 2 1/2 inch	.55	...
Pans, Cake—		
Round, Plain, 8 1/2 in.	.30	...
Round, Plain, 9 1/2 in.	.35	...
Rd., Loose Bot., 8 1/2 in.	.45	...
Rd., Loose Bot., 9 1/2 in.	.50	...
Square, Plain, 9 1/2 in.	.80	...
Tube, Plain, 9 inch	.80	...
Tube, Plain, 9 1/2 inch	1.10	...
Mountain, 9 1/2 inch	.40	...
Pans, Corn Cake—		
6-cup	.75	...
12-cup	1.85	...
Pans, Dish—		
10 quart	2.10	...
17 quart	3.00	...
Pans, Fry—		
9 1/2 inc	2.50	...

RETAIL SELLING PRICES—Continued.

L. & G. OR ROYAL ENAMEL WARE

Biggins, Coffee	40	.35	Ladles, Deep	84	.50	Plates, Deep Pie	89	.35
0	.80		100	.25		86	.70	35
00	1.00		120	.30				40
020	1.25		111	.30		Pans, Milk	0	.25
080	1.45					11	.25	Plates, Shallow Pie
Boilers, Coffee	10	.45	Measures	02	.30	20	.30	27
60	1.15		04	.50		40	.40	30
80	1.50		06	.95		60	.50	Plates, Dinner
100	2.50		11	.65		100	.70	20
Boilers, Rice	10	.85	Graduated	.65		120	.90	Pots, Fireless Cooker
14	1.00		Pails, Chamber	2	1.50		1.00	1450
18	1.25		40	2.00		Pans, Convex Sauce	02	1.90
22	1.65					04	.55	1850
26	2.25		Pails, Water	110	1.15	06	.75	Pots, Coffee
Bowls, Wash	4	.70	114	1.60		010	.95	2 1/2
28	.40		Pans, Bed	1	3.00	012	1.35	5
30	.50					Pans, Combination	1.65	25
34	.65		Pans, Douche	2	2.40	Sauce		45
Buckets, Covered	10	.50	Pans, Bread	11	.40	1D	1.85	Pots, Tea
21	.40		13	.55		10T	2.85	00
23	.60		Pans, Cake	9	.35	Pans, Lipped Sauce	10	.65
26	.90		10, 69, 70	.40		14	.30	20
28	1.15		200	.45		18	.35	011
32	1.75		Pans, Corn Cake	706	.60	24	.45	101
150	.50		709	.80		28	.60	102
350	.70		712	1.05		Pans, Straight Sauce	.75	Pots, Straight Sauce
450	.80		Pans, Muffin	406	.60	250	.80	018
650	1.00		412	1.00		450	1.05	022
850	1.45		Pans, Deep Pudding	50	.80	650	1.80	026
1050	1.65		150	.40		850	1.40	080
1250	1.95		300	.50		Pans, Stew	3	Pots, Soup Stock
Buckets, Dinner	110	2.00	500	.60		5	.40	318
112	2.35		800	.80		6	.50	386
113	2.75		1000	.90		Pans, Oblong Stove	.65	218
502	1.65		15	1.35		04	.40	386
503	1.85		80	1.10		100	.45	Roasters
Chambers	1	.50	140	1.50		300	.55	150
2	.75		210	2.00		850	.85	180
3	1.00		300	2.90		450	1.10	Skimmers, Flat
Chamber Covers	10	.25	400	4.40		550	1.40	12
20	.35		Pans, Dish	15	1.35	Pans, Square Stove	110	Spoons, Basting
30	.40		80	1.10		112	.95	10
Colanders	1	.65	140	1.50		114	1.25	14
3	.95		210	2.00		116	1.60	18
104	.50		300	2.90		120	1.85	Steamers
306	.70		400	4.40		Pitchers, Molasses	601	7
Cups	3 Mug)	.35	Pans, Flaming	06	1.05	Pitchers, Water	2	1.50
6	.35		014	1.35		4	1.20	8
8	.20		017	1.60		5	1.55	Steepers, Tea
9, 10, 11, 35	.25		Pans, Lipped Fry	80	.30	10	1.35	3
			32	.40				Tubs, Oval Foot
								0
								2
								4
								Turners, Cake
								14

ALUMINUM WARE, PRESSED—Continued.

10 1/4 inch	2.75	Pans, Convex Sauce—	1 quart	.65		
Pans, Milk—			3 quart	1.25		
6 quart	1.40		6 quart	1.85		
Pans, Pie—			Pots, Fireless Cooker—			
9 1/4 inch	.40		4 quart	1.35		
Pans, Pudding—			6 quart	1.60		
1 quart	.45		8 quart	2.00		
2 quart	.60					
4 quart	.90					
ANCHORS—Screws per 100, 3-16, \$4.15; 1/4, \$6.25.						
Sebeco, 3-16 1/4 in., 1/4 in., 1 in., \$5.00 per hundred list;						
1/4 x 1/2 in., 1/4 in., 1 in., \$5.60 per hundred net.						
ANVILS—Vulcan No. 2, 20-lb., \$7.50; No. 3, 30-lb., \$8.50; No.						
4, 40-lb., \$10.00; No. 5, 50-lb., \$11.50; No. 6, 60-lb., \$13.00;						
No. 7, 70-lb., \$14.50; No. 8, 80-lb., \$16.50.						
Columbian—80 to 425 lbs., 32c per lb.; 70 to 79 lbs., 32 1/2 c						
lb.; 60 to 69 lbs., 33c lb.; 50 to 59 lbs., 34c lb. With Oil						
Horn, 2c per lb. extra.						
ANTIMONY—Slab, 25c lb.						
APRONS—Carpenters—California Leg, \$2.25; No. 12 Long						
Brown, \$1.75; No. 2 Short Brown, 75c.						
AUGERS—Carpenters Nut—1/4-in., \$1.00; 1/2-in., \$1.00; 3/4-in.,						
\$1.15; 1-in., \$1.35; 1 1/4-in., \$1.60; 1 1/2-in., \$2.00; 1 3/4-in.,						
\$2.75; 2-in., \$3.00; 2 1/4-in., \$3.50; 2 1/2-in., \$6.25; 3-in.,						
\$10.50.						
AUGERS—Carpenters' Nut—						
Snell's Ship—						
Size	1/4	1/2	3/4	1	1 1/4	
Each	\$1.15	\$1.15	\$1.50	\$1.50	\$1.75	\$2.35
Size		1 1/4	1 1/2	2	2 1/4	2 3/4
Each		\$3.00	\$3.40	\$3.85	\$6.75	\$11.75
16ths	8-10	11-12	13	14	15	16
With Screw	\$1.35	\$1.45	\$1.60	\$1.65	\$1.80	\$1.85
No Screw	1.60	1.75	1.90	1.95	2.10	2.15
16ths	17	18	19	20	21	22
With Screw	\$1.90	\$1.95	\$2.10	\$2.15	\$2.45	\$2.00
No Screw	2.35	2.40	2.50	2.55	3.00	2.95
16ths	23	24	25	26	27	28
With Screw	\$2.25	\$2.80	\$3.60	\$3.65	\$4.35	\$4.40
No Screw	3.75	3.85	4.35	4.40	5.10	5.15
16ths	29	30	31	32		
With Screw	\$5.10	\$5.15	\$6.00	\$6.10		
No Screw	6.10	6.15	7.25	7.85		

AUGERS—Post Hole—Iwan, 6-inch, \$3.00 each; 7-inch, \$3.25; 8-inch, \$3.25. Vaughan's, 4 to 8-inch, \$2.50.

ASBESTOS—

Mill board, 20c lb.; cut, 30c lb.
Paper, 20c lb.; cut, 25c lb.
Wicking, 1/4-lb. balls, 35c each.
Wicking, 1-lb. lots, 75c.
Cement, per sack, \$7.50; per lb. 9c.

AXES—Plumbs' Hunter's handled, 12 oz., \$1.50; 1 lb., \$1.65; 1 1/2 lb., \$1.75.

Boy Scout—Handled with sheath, \$2.35; without sheath, \$2.00; sheaths, 85c.

Double Bit—Handled, \$3.75; unhandled, \$3.75.

Single Bit—Handled warranted, \$3.00; second grade, \$2.75; unhandled, \$2.00.

Marble's Pocket—No. 2, \$3.25; No. 3, \$3.50; No. 5, \$2.00; No. 6, \$2.35.

BAGS—WATER—

Closed Top—	Sanitary Top—
1-gal. 1.15	1-gal. 1.35
2-gal. 1.35	2-gal. 1.50
3 1/2-gal. 2.10	3 1/2-gal. 2.25
5-gal. 2.65	5-gal. 2.85

BABBITT—Frictionless, 45c lb.; Magnolia, 45c lb.; No. 4, 9c lb.; No. 3, 12c lb.; No. B, 30c lb.; No. A (genuine), 70c lb.; XXXX Nickeled, 75c lb.

BARS, CROW—Pinch Point, Wedge or Lining, 18c lb. Claw, 25-lb., 15c lb.; 30-lb., 15c lb. Ripping or Wrecking, 1/2 x 12-in., 25c each; 3/4 x 20-in., 35c; 1/2 x 24-in., 40c; 3/4 x 24-in., 50c; 1/2 x 30-in., 60c.

BATTERIES—Dry Cell—Columbia, Ever Ready, Red Seal, Red Devil or Red Label, etc., Nos. 6 and 68, 50c each. Hotshot Multiple, 4 cell, \$2.75; 5 cell, \$3.00; 6 cell, \$3.50. See also Sparkers.

BEDS—AUTO—B-1 Red Seal Auto Bed, \$28.45; C-5 Red Seal Bed, Tent and Dust Bags, \$50.00.

BELLS—Alarm—House, 85c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, \$1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, \$1.35 each; 6-inch, \$2.00; 7-inch, \$2.75; 8-inch, \$4.00; 10-inch, \$6.50.

RETAIL SELLING PRICES—Continued.

BELLS—Continued—

12-inch, \$10.50; Rotary Door, No. 168, \$1.25; No. 2241, \$1.00.

BELLS—Farm—(100 lb.), \$16.00.

BELLS—Cow—No. 0, \$1.25 each; 1, \$1.00; 2, 80c; 3, 60c; 4, 55c; 5, 50c; 6, 40c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in., Nonpareil, \$1.00.

BELL STRAPS—

Cow—1½ lb., \$1.00; 1½ lb., \$1.25; 1½ lb., \$1.35.

BEVELS—Sliding T—No. 18, 6-in., 80c; 8-in., \$1.10; 10-in., \$1.25. No. 25, 6-in., 60c; 8-in., 70c; 10-in., 75c; 12-in., 80c. No. 1, Odd Jobs, \$1.10.

BIBBS—Compression—(See also Plumbing Prices)—

	½-in.	¾-in.	1-in.	1-in.
Plain—Rough brass	.85	1.15	1.50	....
Finished brass	1.10	1.35	1.75	3.25
Nickel plated	1.25	1.50	2.00	3.50
Hose—Rough brass	1.00	1.25	1.50	7.00
Finished brass	1.25	1.50	2.00	3.50
Nickel plated	1.40	1.75	2.25	....

BITS—Auger—

16ths	Jen's Pat'n	R. J.	Irwin	Jen. Car	Wood
3.....	.40	.75	.40	....	.25
4.....	.40	.65	.40	1.00	.25
5.....	.40	.65	.40	....	.25
6.....	.40	.65	.40	1.00	.30
7.....	.40	.65	.40	1.00	.30
8.....	.40	.65	.45	1.00	.35
9.....	.40	.75	.50	1.10	.35
10.....	.40	.75	.55	1.25	.40
11.....	.45	.90	.65	1.35	.45
12.....	.45	.90	.65	1.50	.45
13.....	.55	1.05	.75	1.65	.50
14.....	.55	1.05	.75	1.75	.55
15.....	.65	1.20	.85	1.85	.60
16.....	.65	1.20	.85	2.00	.65
17.....	1.50	1.00	....	....	.70
18.....	.75	1.50	1.00	....	.75
20.....	.90	1.75	1.10	....	.80
22.....	....	1.70	1.25	....	.85
24.....	....	1.80	1.35	....	1.10

Bits in Sets—Common, 6 bits, \$2.25; 8 bits, \$4.00; 13 bits, \$6.50. R. J., 13 bits, \$11.00. Irwin, 13 bits, \$8.50; 8 bits, \$5.00.

Ship Auger Car Bits same prices as Ship Augers. Expansive—Clark's small, \$2.00; large, \$2.75; Steers, small, \$3.00; large, \$3.75.

Expansive Bit Cutters—Clark's No. 1, 35c; No. 2, 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 60c; No. 2, 60c; No. 3, 65c; No. 4, 70c.

BIT HOLDERS—Extension—

12	15	18	21	24
Millers Falls, No. 3—	2.00	18	2.00	1.90
15	2.15	21	2.00	2.00
18	2.25	24	2.00	2.35
21	2.35	Stanley, No. 1—	2.00	2.00
24	2.50	12	2.00	2.15
Millers Falls, No. 5—	1.75	18	2.25	2.25
15	1.75	24	2.35	2.35

BLOCKS—Tackle—

Wood—	8-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed..	.75	.90	1.00	1.20	2.00	2.80
Double, Plain Bushed..	1.35	1.65	1.85	2.15	3.50	5.50
Single Roller Bushed..	1.20	1.25	1.35	1.60	2.75	4.25
Double Roller Bushed..	2.15	2.40	2.55	3.10	5.10	7.50
Triple Roller Bushed..	....	3.50	3.75	4.75	7.50	10.50
Snatch Roller Bushed..	....	....	....	4.75	6.75	10.00
Steel—	8-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed..	.70	.85	.90	1.15	1.80	3.00
Double, Plain Bushed..	1.35	1.65	1.80	2.00	3.15	5.00
Triple, Plain Bushed..	1.80	2.15	2.25	3.00	4.65	6.90
Single Roller Bushed..	....	1.65	....	2.25	5.50	8.75
Double Roller Bushed..	....	3.80	....	4.10	10.00	15.00
Triple Roller Bushed..	....	4.65	....	5.75	14.25	20.00
Snatch, Plain Bushed..	....	....	....	4.10	6.00	8.75
Snatch, Roller Bushed..	....	....	....	7.00	9.75	15.25

BLOWERS—

No. 400 Champion, without Tyre Irons, \$40.00; No. 400 Champion, complete, \$42.50.
No. 40 Lancaster, complete, \$31.50.
Royal H. without Tyre Irons, \$46.00; complete, \$48.50.
No. 200 Buffalo, complete—12-in. \$44.00; 14-in., \$50.00.
No. 700 Climax—12-in., complete, \$28.00.

BOARDS, IRONING—Rid-Jid, with Table, no Sleeve—No. 1, \$5.25; No. 3, \$5.00.

Stanwell—No. 1, \$2.25; No. 2, \$2.00.

Without Table (skirt boards)—4-foot, \$1.00 each; 5-foot, \$1.50; 5½-foot, \$1.75; 6-foot, \$2.00.

BOARDS, WASH—(See Washboards).

BOLTS—Common Carriage—

	2-16 & ¼"	5-16"	¾"	7-16"	1"
1 ½	10 100	10 100	10 100	10 100	10 100
2 ½	.15 .85	.15 1.15	.20 1.55	.25 2.00	.35 2.90
3 ½	.15 .85	.15 1.25	.25 1.70	.30 2.15	.35 2.90
4 ½	.15 1.00	.20 1.35	.25 1.85	.30 2.35	.35 2.90
5 ½	.15 1.10	.20 1.45	.25 2.00	.30 2.55	.40 3.20
6 ½	.15 1.15	.20 1.55	.25 2.05	.35 2.70	.45 3.45
7 ½	.15 1.25	.20 1.65	.30 2.25	.35 2.90	.45 3.70
8 ½	.20 1.35	.25 1.75	.30 2.35	.40 3.05	.50 3.95
9 ½	.20 1.40	.25 1.85	.30 2.50	.40 3.25	.55 4.20
10 ½	.20 1.50	.25 1.95	.35 2.65	.45 3.45	.55 4.45
11 ½	.20 1.55	.25 2.05	.35 2.75	.45 3.60	.60 4.70
12 ½	.25 1.80	.30 2.35	.40 3.15	.50 3.80	.65 4.95
13 ½	.25 1.90	.30 2.45	.40 3.30	.50 3.95	.65 5.25
14 ½	.25 2.10	.35 2.65	.45 3.60	.55 4.35	.70 5.70
15 ½	....	.35 2.90	.50 3.90	.60 4.70	.80 6.20
16 ½	....	.40 3.10	.55 4.20	.65 5.05	.85 6.70
17 ½	....	....	.55 4.45	.70 5.40	.90 7.20
18 ½	....	....	.60 4.75	.75 5.75	1.00 7.75
19 ½	....	....	....	....	1.10 8.75
20 ½	....	....	....	....	1.20 9.75
21 ½	....	....	....	....	1.30 10.75
22 ½	....	....	....	....	1.50 11.75

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove —

	¾", 5-32"	8-16"	¾"	5-16"	¾"
1 ½	.10 .45	.10 .45	.10 .60	....	....
2 ½	.10 .45	.10 .45	.10 .60	....	....
3 ½	.10 .45	.10 .45	.10 .60	....	....
4 ½	.10 .45	.10 .45	.10 .65	....	....
5 ½	.10 .45	.10 .45	.10 .65	.15 .95	.30 1.40
6 ½	.10 .50	.10 .50	.10 .70	.15 1.00	.30 1.45
7 ½	.10 .55	.10 .55	.15 .75	.15 1.05	.35 1.55
8 ½	.10 .60	.10 .60	.15 .80	.20 1.10	.35 1.60
9 ½	.10 .60	.10 .60	.15 .80	.20 1.10	.35 1.70
10 ½	....	.10 .65	.15 .85	.25 1.35	.30 1.80
11 ½	....	.10 .65	.15 .90	.25 1.35	.30 1.90
12 ½	....	.15 .75	.15 1.00	.25 1.35	.30 2.10
13 ½	....	.15 .85	.20 1.10	.25 1.50	.35 2.30
14 ½	....	.15 1.00	.20 1.20	.25 1.65	.40 2.60

BOLTS—Machine, Square Head and Nut—

	¾"	5-16"	¾"	7-16"
1-1 ½	.15 1.15	.15 1.85	.20 1.65	.25 2.10
2-1 ½	.15 1.20	.15 1.45	.20 1.70	.25 2.25
3-1 ½	.15 1.35	.20 1.50	.20 1.85	.30 2.40
4-1 ½	.15 1.35	.20 1.60	.25 1.95	.30 2.55
5-1 ½	.20 1.40	.20 1.70	.25 2.05	.35 2.70
6-1 ½	.20 1.45	.20 1.75	.25 2.15	.35 2.85
7-1 ½	.20 1.65	.25 2.05	.30 2.60	.35 3.00
8-1 ½	.20 1.70	.25 2.15	.30 2.65	.35 3.15
9-1 ½	.20 1.75	.25 2.20	.35 2.80	.40 3.30
10-1 ½	.25 1.85	.30 2.30	.35 2.85	.40 3.45
11-1 ½	.25 1.90	.30 2.40	.35 3.00	.45 3.60
12-1 ½	.25 1.95	.30 2.50	.35 3.10	.45 3.75
13-1 ½	.25 2.05	.35 2.70	.40 3.40	.50 4.05
14-1 ½	.25 2.20	.35 2.85	.45 3.60	.50 4.25
15-1 ½	.30 2.30	.35 3.05	.45 3.85	.55 4.65
16-1 ½	.30 2.40	.40 3.25	.50 4.10	.60 4.95
17-1 ½	.30 2.55	.40 3.40	.50 4.35	.60 5.25

	¾"	5-16"	¾"	7-16"
1-1 ½	.35 2.70	.45 3.90	.70 5.80	.90 7.90
2-1 ½	.35 2.90	.50 4.20	.75 6.20	.95 8.40
3-1 ½	.35 3.10	.55 4.50	.80 6.60	1.05 8.95
4-1 ½	.40 3.30	.55 4.75	.80 7.00	1.10 9.45
5-1 ½	.45 3.50	.60 5.05	.85 7.45	1.15 10.00
6-1 ½	.45 3.70	.60 5.35	.90 7.85	1.20 10.55
7-1 ½	.45 3.90	.65 5.65	.95 8.25	1.25 11.05
8-1 ½	.50 4.10	.70 5.90	1.00 8.65	1.30 11.55
9-1 ½	.50 4.30	.75 6.20	1.05 9.10	1.40 12.10
10-1 ½	.50 4.45	.75 6.50	1.10 9.50	1.50 12.60
11-1 ½	.55 4.65	.80 6.75	1.15 9.90	1.55 13.15
12-1 ½	.60 4.85	.80 7.05	1.20 10.30	1.60 13.65
13-1 ½	.60 5.05	.90 7.60	1.30 11.15	1.70 14.70
14-1 ½	.65 5.65	.95 8.25	1.40 12.00	1.95 15.75
15-1 ½	.70 6.00	1.00 8.75	1.50 12.75	1.95 16.80
16-1 ½	.75 6.40	1.05 9.30	1.55 13.60	2.05 17.85
17-1 ½	.80 6.80	1.15 9.90	1.65 14.40	2.15 18.90
18-1 ½	.85 7.35	1.20 10.45	1.75 15.25	2.30 19.95
19-1 ½	.90 7.55	1.25 11.00	1.85 16.10	2.45 21.00
20-1 ½	.95 7.95	1.30 11.60	1.95 16.90	2.55 22.05
21-1 ½	.95 8.35	1.40 12.15	2.00 17.75	2.65 23.10
22-1 ½	1.00 8.75	1.50 12.75	2.10 18.55	2.80 24.15
23-1 ½	1.05 9.15	1.55 13.35	2.20 19.40	2.90 25.20
24-1 ½	1.10 9.50	1.60 13.90	2.35 20.25	3.00 26.25
25-1 ½	1.15 9.90	1.65 14.45	2.45 21.00	3.15 27.30
26-1 ½	1.20 10.30	1.75 15.00	2.55 21.85	3.25 28.35
27-1 ½	1.25 10.70	1.80 15.60	2.65 22.70	3.40 29.40
28-1 ½	1.30 11.10	1.85 16.15	2.70 23.50	3.50 30.45
29-1 ½	1.35 11.50	1.90 16.75	2.80 24.35	3.60 31.50
30-1 ½	1.40 11.85	1.95 17.25	2.90 25.15	3.75 32.55
31-1 ½	1.45 12.25	2.00 17.85	3.00 26.00	3.85 33.60
32-1 ½	1.50 12.65	2.10 18.45	3.10 26.80	3.95 34.65
33-1 ½	1.55 13.10	2.20 19.00	3.20 27.65	4.10 35.70
34-1 ½	1.60 13.50	2.25 19.60	3.25 28.50	4.20 36.75
35-1 ½	1.65 13.80	2.35 20.15	3.35 29.35	4.35 37.80

RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Cast Iron, Japanned—	
4-inch	.20
5-inch	.20
6-inch	.25
8-inch	.40

Light Wrought Steel, Jap.—	
2 1/2-inch	.10
3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25

CHAIN—

Cast Iron Japanned—	
6-inch	.50
8-inch	.60
10-inch	.85

Cast Iron, Amber or Bronzed—	
4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper or Dull Brass—	
4-inch	.75
6-inch	1.00
8-inch	1.10

CUPBOARD, Japanned—	
3-inch	.75
6-inch	.75
10-inch	1.75

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—	
6	3.00
6Q	4.00
11	1.85
11Q	2.25
14	1.65
14Q	2.50
14 1/2	1.50
15	2.50
15Q	3.50
15 1/2	2.25

Universal—	
21	1.50
22	2.50
71	2.00
72	3.00
81	3.50
82	4.50
91	3.00
92	4.00
392	5.00

Ferrostat—	
504R	10.00
505N	15.00
505L	16.00

BOXES—Mitre—

Goodell—	
1285 26x4	27.75
1805 25x5	80.75
1806 30x5	83.00
Stanley—	
50 1/2	11.50
246	24.50
358	29.00
460	85.00
Acme—	
72	23.50
73	21.50
74	26.00

BRACES—

P. S. & W., No. 7008, \$4.75; each; No. 7010, \$5.00; 7012, \$5.25; 8010B, \$6.00; 8012B, \$6.25; 8014B, \$6.50.	
Stanley, No. 921—8-inch, \$5.00 each; 10-inch, \$5.25; 12-inch, \$5.50; 14-inch, \$5.75. No. 945—8-inch, \$2.75; 10-inch, \$2.85; 12-inch, \$3.00. No. 965—8-inch, \$2.15; 10-inch, \$2.25. No. 966—8-inch, \$1.15; 10-inch, \$1.25.	

BRACKETS—Shelf—

Japanned—	Pair	
3x4	.15	
4x5	.20	
5x7	.30	
6x8	.35	
7x9	.40	
8x10	.45	
10x12	.60	
12x14	.85	

BRADS—Wire—

1/2 and 3/4-inch	.20
3/4 to 1 1/4-inch	.25
1 1/4 to 2-inch	.30

Cupboard, Other Finishes—

3-inch	.75
6-inch	1.00

Flush, T. Head—All Finishes—Cast Brass—	
3-inch	.60
4-inch	.70
6-inch	.90

Wrought Brass—All Finishes—	
3-inch	.35
4-inch	.40
6-inch	.50

FOOT—	
Cast Iron, Japanned—	
6-inch	.40
8-inch	.50
10-inch	.60

Amber or Bronzed—	
6-inch	.55
8-inch	.75

Other Finishes—	
4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—	
3-inch	.50
6-inch	.80
10-inch	1.85

Amber or Bronzed—	
6-inch	.55
8-inch	.75

Other Finishes—	
4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—	
3-inch	.50
6-inch	.80
10-inch	1.85

Amber or Bronzed—	
6-inch	.55
8-inch	.75

Other Finishes—	
4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—	
3-inch	.50
6-inch	.80
10-inch	1.85

Amber or Bronzed—	
6-inch	.55
8-inch	.75

Other Finishes—	
4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—	
3-inch	.50
6-inch	.80
10-inch	1.85

Amber or Bronzed—	
6-inch	.55
8-inch	.75

Other Finishes—	
4-inch	.75
6-inch	.95
8-inch	1.10

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6-inch	.80
10-inch	1.85

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6-inch	.55
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4-inch	.75
6-inch	.95
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10-inch	1.85

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6-inch	.55
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4-inch	.75
6-inch	.95
8-inch	1.10

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4-inch	.75
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8-inch	1.10

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6-inch	.55
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4-inch	.75
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Other Finishes—	
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6-inch	.95
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6-inch	.80
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6-inch	.55
8-inch	.75

Other Finishes—	
4-inch	.75
6-inch	.95
8-inch	1.10

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3-inch	.50
6-inch	.80
10-inch	1.85

Amber or Bronzed—	
6-inch	.55
8-inch	.75

Other Finishes—	
4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—	
3-inch	.50
6-inch	.80
10-inch	1.85

Amber or Bronzed—	
6-inch	.55
8-inch	.75

Other Finishes—	
4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Cupboard, Japanned—	
3-inch	.50
6-inch	.80
10-inch	1.85

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Siga, 80c; Spring, \$1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, \$2.75 each; No. 4, \$3.50 each; No. 8, \$4.50 each; No. 44, \$3.25 each. Cake Maker, No. 1, \$3.50; No. 2, \$4.50.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROILERS, WIRE—No. 216, 20c each; 218, 25c; 220, 30c; 1102, 35c; 1103, 40c; 1104, 45c; 1105, 50c; 1153, 65c; 1154, 70c; 1155, 75c.

BROOMS—House—Economy, 75c each; No. 2, \$1.25; 3, \$1.00. Steel Band, \$1.00.

Push or Street—Bassine, with Handles—14-inch, \$1.15 each; 16-inch, \$1.85; 18-inch, \$1.50; 24-inch, \$2.00; 30-inch, \$2.65. Rattan, with Handles—16x8 inches, \$1.10; 16x10, \$1.25. Wire, no Handles—12x5, \$1.25; 14x5, \$1.35; Handles, 15c each.

Whisk—1B, 25c each; 370, 40c; Pullman, 45c.

BRUSHES—

CASTING—

No.	Each.	73	.60
		73-P	.50
		800	.85

2	.60	Kalsomine—	
3	.65	240	6.75
5 1/2	.60	310	3.00

7	.75	Marking—	
10	.75	1	.10
15	.90	2	.10

Counter or Dusting—		3	.10
15	1.00	4	.15
17	1.25	5	.15

20	1.25	6	.15
7	2.50	Paint—	
		151—2 1/4	.35

12	1.85	3	.50
14	1.50	3 1/2	.65
16	1.65	4	.80

112	1.75	155—3	.70
114	1.85	3 1/2	.85
116	2.10	4	1.10

216	2.00	4 1/2	1.65
218	2.25	159—2 1/2	.70
220	2.50	3	.80

224	8.00	3 1/2	1.10
312	1.50	4	1.50
314	1.75	165—3	1.85

316	1.85	3 1/2	1.85
614	5.00	4	2.25
616	5.75	4 1/2	2.25

618	6.25	228—3 1/2	2.50
		4	3.25
		4 1/2	4.50

Hand or Nail—		401	2.25
Daisy	.10	404	2.65
Windsor	.15		

Horse—		Sash—	
Collie	.80	20—2	.20
Hound	.65	4	.35

Mastiff	.75	6	.35
Pointer	.65	8	.45
Shoo Fly	.70		

72	.40	Paint—(Chinese bristles)—	
		Grade.	1 2 3 4 5

2 1/2-inch	.35				
3-inch	.50	.70	.80	1.85	...
3 1/2-inch	.65	.85	1.10	1.85	2.00

4-inch	.80	1.10	1.50	2.25	4.25
4 1/2-inch	1.65	1.65	...	3.25	5.75

Roofing—Knotted—		Sink—	
3 knots, 14-lb.	2.25	Ox Fibre	.15
4 knots, 18-lb.	2.65	Split Bamboo	.05

Sash—Chisel Point—		Shaving—Rubber Set—	
1/2 x 1 1/4-in.	.20	Ebonized handle	.55
1/2 x 1 1/2-in.	.35	Borwood, small	1.00

1/2 x 2-in.	.35	Borwood, medium	1.10
1 1/2 x 1-in.	.45	Borwood, large	1.35
		White Bone, small	1.00

Gray Tampico, 10"	.35	White Bone, medium	1.25
Gray Tampico, 12"	.40	Octagon Bone	2.00
Ox Fibre, 7"	.35	Octag. Bone, polished	4.00

Ox Fibre, 12"	.40	Stencil—	
Ox Fibre, 13"	.55	1 1/4-in., 2 1/4-lb.	.25
White Tampico, 8"	.30	1 1/4-in., 3 1/4-lb.	.35

RETAIL SELLING PRICES—Continued.

CANTEENS—BEAR BRAND AND BOYCO—Covered—No. 2, \$1.15; No. 3, \$1.25; No. 4, \$1.35; No. 6, \$1.65; No. 8, \$2.00. Government, \$1.85; American, 3-pt., \$1.10; Army, \$1.40; Army, 5-pt., \$1.60; De Luxe, 3-pt., \$1.75; De Luxe, 5-pt., \$2.10.

RUNNING BOARD OUTFITS—

Boyco Service Units—No. 5, \$5.75; No. 22, \$6.65; No. 112, \$8.00; No. 212, \$8.40; No. 312, \$8.60.

Bear Brand—Lincoln—No. 100, \$2.00; No. 200, \$2.50; No. 300, \$2.85.

Auto Cans—Covered, No. 1, \$1.75; No. 2, \$2.00; No. 3, \$2.10. Plain, No. 1, \$1.45; No. 2, \$1.70; No. 3, \$2.00; No. 5, \$2.50.

OANT HOOKS— Maple Hdl. Hickory Hdl.
2 1/4 x 4 1/4 2.90 3.65
2 1/2 x 4 1/4 3.00 3.75

OAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, \$3.50.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, \$14.00 each; using wire cable or manila rope for steel, wood, cable track, \$18.00; Sling, \$23.00; Steel Hay Carrier Track, 30c foot; Steel Hay Carrier Hanging Hooks, 20c each; Rafter Brackets, 10c.

CATCHERS, GRASS—No. 1, \$1.00 each; 2, \$1.15; 10, \$1.15; 20, \$1.25; 1000A, \$1.50. No. 1, Perfex, \$1.75; No. 2, Perfex, \$2.00. No. 5, Easy-Em., \$2.00; 10G, Easy-Em., \$2.25; 12G, Easy-Em., \$2.50.

CHAINS—Tire—

Size.	Pair.	Size.	Pair.
3 x 80	Tire—Weeds	4 1/2 x 38	7.25
3 1/2 x 80	4.50	4 1/2 x 34	7.50
3 3/4 x 80	5.00	4 1/2 x 36	8.00
4 x 82	5.50	4 1/2 x 35	8.00
4 x 81	6.00	4 1/2 x 37	8.75
4 x 82	6.00	5 x 35	9.00
4 x 83	6.50	5 x 36	9.00
4 x 84	7.00	5 x 37	9.75
4 x 85	7.50	5 1/2 x 36	12.00
4 x 86	7.50	5 1/2 x 37	13.00
4 1/2 x 82	7.00	5 1/2 x 38	14.00

Dosen pair lots, 10% off.

CHAIN—Yankee, Straight Link (Coil)—4-0, 10c ft.; 3-0 10c; 2-0, 9c; 0, 8 1/2c; 1, 8c.

Norway Straight Link (Coil)—1/2, 35c lb.; 3/4, 35c; 1, 30c.

Passing Link (Coil)—4-0, 13c ft.; 3-0, 11c; 2-0, 10c; 1-0, 9c.

Proof Straight Link (Coil)—3-16 Black, 22c lb.; 1/4, 20c; 5-16, 18c; 3/8, 17c; 7-16, 15c; 1/2, 15c; 3/4, 15c; 1, 15c.

Proof Twisted Link (Coil)—1/4 Black, 20c lb.; 5-16, 20c; 3/8, 15c.

B. B. Proof Straight Link, A (Coil)—5-16, 20c lb.; 3/8, 20c; 1/2, 20c; 3/4, 20c; 1, 20c.

Twisted Machine Coppered (Coil)—3-0, 15c ft.; 2-0, 15c. Jack—Iron—16, 10c yard; 14, 10c; 12, 10c; 10, 10c; 8, 15c. Brass—120, 10c yard; 118, 10c; 116, 10c; 114, 20c; 112, 20c; 110, 35c.

Safety Brass—00, 15c yard; 0, 20c; 1, 20c; 2, 25c; 3, 30c. Sash—0, Copper Plated, 4 1/2c ft.; 1, Copper Plated, 5c; 2, Copper Plated, 5c; 4X, Copper Plated, 20c; 10, Cable, 25c. Sash Chain Fasteners—Phoenix, 20c set; 10, 60c.

CHALK LINE—Yellow, 85c per 100-foot hank; 20c per 50-foot hank. Braided White, 20-foot hanks—120, 10c each; 220, 10c; 320, 15c. 50-foot balls—150, 15c; 250, 15c; 350, 15c.

CHESTS, TOOL—A, Leather Covered, \$26.50; AA, Leather Covered, \$30.25; B, Quartered Oak, \$24.25; BB, Quartered Oak, \$26.50; BBB, Quartered Oak, \$32.00; D, Quartered Oak, \$16.25; DD, Quartered Oak, \$17.75; DD, Leather Covered, \$19.00; DDD, Leather Covered, \$20.25; DDD, Quartered Oak, \$20.00; E, Quartered Oak, \$24.25; EE, Quartered Oak, \$26.50; F, Quartered Oak, \$20.00; F, Leather Covered, \$20.25; FF, Leather Covered, \$22.75; FF, Quartered Oak, \$22.25; G, Plain Oak, \$14.00; GG, Plain Oak, \$15.50.

CHECKS—Door—All makes. Liquid Checks—A-11, \$6.25; B-12, \$8.25; C-13, \$9.75; D-14, \$12.00; E-15, \$15.00. For hold open arm, add \$1.25 each.

Screen Door Check—No. 01, \$8.85.

CHOPPERS—Meat and Food—

Enterprise	Universal
5 8.00	0 1.50
10 5.00	1 1.85
12 4.50	2 2.25
22 8.00	3 3.00
32 10.00	304 6.50

Socket	Whites	Pocket	Inside or
Firmer	No. 2	Bev. Edge	Bevel
501 2.25	0 R 2.50	1 R 3.00	2 R 3.50
603 2.75	2 R 4.75	3 R 4.75	
703 3.50			

CHISELS— Socket
Bev. Edge
1/4 1.15
3/8 1.30
1/2 1.35

	1.25	1.40	1.50	1.85
1/4	1.80	1.45	1.55	1.40
1/2	1.85	1.50	1.60	1.50
3/4	1.40	1.55	1.65	1.65
1	1.50	1.65	1.75	1.75
1 1/4	1.65	1.75	1.80	1.85
1 1/2	1.85	1.90	2.00	2.00
1 3/4	2.00	2.00	2.25	2.25
1 1/2	2.35	2.15	2.40	2.50
2	2.50	2.80	2.75	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.75
1 1/4	1.45	.85
1 1/2	1.45	1.00
1 3/4	1.50	1.25
1 1/2	2.00	1.50
1 3/4	2.25	2.50
2	2.25	3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
1/4	.15	.35	.40	.50	.50
5-16	.15	.35	.45	.50	.55
1/2	.15	.40	.50	.55	.60
3/4	.20	.45	.65	.65	.75
1	.25	.55	.85	.70	.85
3/4	.35	.65	.90	.90	1.00
7/8	.50	.90	...	...	1.25
1	.70	1.00	...	...	1.50

CHURNS—Barrel—No. 0, \$10.00 each; 1, \$11.25; 2, \$12.75; 3, \$14.25.

Improved Clyinder—No. 1, \$5.50; 2, \$6.50.

Glass Family, Universal—No. 15, \$2.75 each; 125, \$3.25; 135, \$4.00; 145, \$4.50. Dasey, No. 10, \$1.75; 20, \$2.25; 30, \$2.75; 40, \$3.50. Extra Jars, Dasey, No. 10, 55c; 20, 90c; 30, \$1.20; 40, \$1.50.

Tin without Dasher—1 1/2 gal., \$1.50 each; 2 gal., \$1.55; 3 gal., \$1.60; 4 gal., \$1.75.

Dash—IX Tin—2 gal., \$2.25; 4 gal., \$2.75; 6 gal., \$3.25. Dash and Handle—25c extra.

CLAMPS—Carpenters'—Stearns—No. 212, 6.25 pair; 213, \$6.75; 214, \$7.50; 215, \$8.50; 216, \$15.50; 218, \$18.25.

Carriage Makers'—No. 12, Plain, 35c each; 13, 40c; 14, 50c; 15, 70c; 16, 90c; 18, \$1.25; 20, \$1.75; 22, \$2.15.

Quilt Frame—No. 1, 10c each; 3, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—Rubber—10-inch, 45c each; 12-inch, 50c; 14-inch, 60c; 16-inch, 65c; 18-inch, 75c.

Wood Floor Cleaners—14-inch, 60c; 16-inch, 75c.

CLEANING COMPOUND—

Cedar Sweep—1 1/4-lb. carton, 20c; 4 1/4-lb. carton, \$6.00; 38-lb. box, \$2.00; 100-lb. drum, \$8.75; 250-lb. barrel, \$8.50.

Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, \$3.00.

Shineoleum—1 quart, \$1.00; 1 gal., \$3.50; 5 gals., \$12.50.

Cedar Mist—1 gal., \$2.50; 5 gals., \$12.50.

Sweeping Compound—No. 2, Green, 8c lb.; No. 3, Brown, 2 1/2c lb.; No. 4, Black, 2 1/2c lb.

CLEVISERS—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—8-16 to 3/4 in., each, 15c; 1/2, 20c; 3/4, 25c; 1, 35c; 1 1/2, 50c; 1-in., 55c; 1 1/2-in., 60c.

CLIPPERS—Bolt—

New Easy—	Extra Cutters—
No. 0 3.75	No. 0 2.25
No. 1 5.00	No. 1 2.75
No. 2 7.00	No. 2 3.75
No. 3 8.75	No. 3 4.75

O. K.—

10-inch 2.35 14-inch 3.00

CLOCKS, ALARM—Westclox—America, \$1.85 each; Bluebird, \$2.25; Lookout, \$2.25; Sleepmeter, \$2.50; Bunkie, \$3.25; Ironclad, \$3.00; Jack-O'-Lantern, \$3.75; Bingo, \$3.75.

Circle, \$3.25; Flash, \$3.25; Gale, \$4.50; Ideal, \$3.00; Indian, \$1.85; Peerless, \$3.00; Pershing, \$3.50; Practical, \$3.00; Slumber Stopper, \$4.50; Startle, \$3.50.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 3 1/2, 10c straight; No. 1 to 3, 15c. Carborundum or Axolite—Nos. FF 90, 15c straight.

CLOTH, WIRE—Hardware Galvanized—Per lineal foot—

Mesh	24-in.	30-in.	36-in.	42-in.	48-in.
1-inch	.36	.45	.54	.68	.72
3/4-inch	.28	.35	.42	.49	.56
5/8-inch	.28	.35	.42	.49	.56
2-inch	.20	.25	.30	.35	.40
2 1/2-inch	.20	.25	.30	.35	.40
3-inch	.20	.25	.30	.35	.40
4-inch	.21	.26	.32	.37	.42
5-inch	.21	.26	.32	.37	.42
6-inch	.22	.28	.33	.39	.44
8-inch	.24	.30	.36	.42	.48

CLOTH, SCREEN WIRE—Per lineal foot—Retail prices have been figured on the following basis: 12M Black, 4 1/4c; 14M Galv., 5 1/4c; 14M Opal, 5c per sq. ft.

RETAIL SELLING PRICES—Continued.

COCKS—

No.	Each	No.	Each
Bill—			
1/2-inch...	1.50	7-inch...	1.25
3/4-inch...	1.75	8-inch...	2.00
1-inch...	2.10	Gas Hose—	
1 1/2-inch...	2.10	3/4-inch...	.80
2-inch...	2.25	1/2-inch...	.85
Floats—		1-inch...	.50
5-inch...	.60		
6-inch...	.90		

Service, Standard—Square or Flat Head—

Each	1/4"	3/8"	1/2"	3/4"	1"	1 1/4"	1 1/2"	2"
.....	.50	.55	.60	.70	1.15	1.85	2.50	4.50

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, \$17.00 each; No. 30, \$28.25; 35, \$19.75; 50, \$30.00; 55, \$32.00; 60, \$35.00; 70, \$48.50.

Legs—Set, \$3.50.

Soapstone Discs—Each, \$1.75.

COOLERS, WATER—Galvanized Lined—02, \$4.75 each; 03, \$5.50; 04, \$6.75; 06, \$7.75; 08, \$9.75; 010, \$12.00.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.		6 pints	2.00
8 1/2 inch	2.00	Tea Pots.	
9 1/2 inch	2.25	2 pints	1.25
10 1/2 inch	2.50	3 pints	1.50
Coffee Pots.		4 pints	1.65
3 pints	1.50	Wash Boilers.	
4 pints	1.65	348	7.25
5 pints	1.85	849	7.75

COPPERS, SOLDERING—Family—

1, per set	1.65
2, per set	1.50
Tinners—	

1/2 pound, per pair	.25
1 pound, per pair	.30
1 1/2 pound, per pair	.35
2 pound, per pair	.45
3 to 14 pounds	.45

CORD—Sash, Common—Per hank: No. 6, \$1.00; 7, \$1.25; 8, \$1.50; 10, \$2.50; 12, \$3.00.

Silver Lake—Per hank: No. 6, \$1.65; 7, \$2.30; 8, \$2.65; 10, \$4.25; 12, \$5.25.

CORD, TINNED PICTURE—

No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—

Norcross, 1GO-5, each, \$2.00; 5N, \$1.50; 3N, \$1.25;

Midget, 60c.

Pull Easy, PEC, each, \$2.00; PES, \$1.65; PEW2, \$5.00.

CUTTERS—Pipe—Barnes, No. 1, \$3.25 each; 2, \$4.25; 3, \$7.00; 4, \$14.00; 5, \$20.00.

Saunders—No. 1, \$2.75 each; 2, \$4.00; 3, \$9.50.

Trimco—No. 1, \$3.50; No. 2, \$4.75; No. 3, \$8.00.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 80c; 9, \$1.15; 10, \$1.50.

DIVIDERS—Wing, No. 35 and 50—6-inch, 75c; 7-inch, 85c; 8-inch, \$1.00; 10-inch, \$1.25; 12-inch, \$1.50; 14-inch, \$3.65.

Wing Ext. No. 1—6-inch, \$1.25; 7-inch, \$1.50; 8-inch, \$1.75.

Excelstor—6-inch, 90c; 8-inch, \$1.25; 10-inch, \$1.65.

DOORS—Ash Pit—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS, SCREEN—

No.	2-6x6-6	2-8x6-8	2-10x6-10	3x7
241, Common, 3/4-in. thick	2.20	2.30	2.45	2.55
296, Painted black, 1 1/2	2.45	2.55	2.70	2.85
311, Varnished, 1 1/2	3.40	3.55	3.70	3.85
381, Varnished, 1 1/2	3.60	3.75	3.90	4.00
315G, Var., 1 1/2, Gal. Cl.	4.15	4.30	4.50	4.75

DRILLS—

Goodell-Pratt Bench Drills—	No.	Each	No.	Each
8	87	7.50	87	12.50
8 1/2	97	9.50	97	13.00
9 1/2	99	14.00	99	6.75
10 1/2	112	24.00	112	3.75
490 1/2	212	20.00	212	4.50
1003		18.50		
1005		26.50		
11		22.00		
Goodell-Pratt Breast Drills—	No.	Each	No.	Each
6	3	5.85	3	5.25
07	4	5.50	4	3.50
245	5	5.00	5	1.10
279	98	13.25	98	2.75
Millers Falls (Breast)—	No.	Each	No.	Each
12	105	6.25	105	5.75
18	306	7.75	306	5.50
	343		343	4.00
	1980		1980	5.75

Drill Presses—Millers Falls

20	11.00	23	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—Millers Falls

1	3.50	105	3.75
2	5.00	308	3.00
3	3.50	306	5.50
5	3.75	343	4.00
98	5.75	980	5.75
		1980	5.75

Chain Drills—Goodell-Pratt

307	4.50	318	7.00
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	2.50	44	3.25
42	2.00	40	3.00

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.15	305	.55
301	1.15		

Set of 8, \$7.10; each, 15c; 2 for 25c.

DRILLS, TWIST—

	Bit Stock	Rd. Shk.	Coes	Sqr. Tpr.	Str. Shk.	Tpr.
1-16	.20				.10	
1/8	.30	.35	.40		.15	.35
3-16	.30	.40	.45		.15	.35
1/4	.35	.45	.55	1.20	.20	.45
5-16	.45	.55	.60	1.35	.25	.55
3/8	.55	.60	.70	1.45	.35	.60
7-16	.70	.75	.75	1.50	.55	.75
1/2	.85	.90	.85	1.55	.75	.90
9-16	1.00	1.05	.90	1.60		1.05
5/8	1.20	1.20	1.00	1.70		1.20
11-16	1.85	1.85	.15	1.75		1.85
3/4	1.55	1.50	1.30	1.85		1.50
1	1.95	1.95	1.60	2.45		1.95
1 1/8	2.85	2.65	1.90	3.10		2.65
1 1/4				3.75		3.40
1 1/2				4.40		4.15
1 3/4				5.05		4.90
1 7/8				5.75		6.40

Sebeco Four Point Star, Brick and Concrete—

	1/4"	3/8"	1/2"	1 1/4"	1 1/2"	2"
12-inch	.40	.40	.45	.65	.85	1.20
18-inch	.50	.50	.60	.80	1.10	1.55
24-inch	.65	.65	.70	1.00	1.20	1.75

ELECTRICAL APPLIANCES—

Universal Goods—	
Dishes, Chafing—	
E940	18.00
E9850	16.00
Grills—	
E982	11.50
E984	12.50
Heaters, Immersion—	
E970	5.25
Irons, Curling—	
E9901	6.25
E99011	6.75
Irons, Pressing—	
E901	7.50
E902	6.75
E905	6.75
E9023	6.25
E9035	6.75
E9051	8.00
Pada, Heating—	
E9940	10.00
Percolators—	
E9435	13.50
E9437	15.00
E9439	16.50
E9635	11.75
E9637	13.00
E9039	14.50
Ranges, Table—	
E9841	22.00
Stoves—	
E998	9.00
E997	9.00
E9960	8.00
Toasters—	
E945	7.50
E946	6.75
Urns, Coffee—	
E916	17.00
E919	18.50
E9186	15.00
E9146	19.50
E9149	21.50
E9166	22.50
E9169	25.00
E9176	16.00
E9179	17.50
E9168044	42.25
E9169044	44.75
Vacuum Cleaners—	
E701	39.50
Attachments	10.50

RETAIL SELLING PRICES—Continued.

Hot Point Goods—

Chafing Dishes—No. 20501, \$10.00 each; 20502, \$19.00; 20503, \$22.50.

Grills—116G1, \$11.50 each; 186G1, \$12.50; 20101, \$10.50.

Heaters, Air—No. 80403, \$11.00 each; 80404, \$19.00; 80603, \$32.50; 80604, \$44.00; 116A4 (Hedlite), \$11.00.

Heaters, Immersion—No. 118W16 (50201), \$5.25 each; 115W16 (50202), \$6.25; 115W17 (50203), \$7.25.

Irons, Curling—No. 112L6, \$7.25 each; 112L6, \$6.50.

Irons, Pressing—No. 1118F12 (11103), \$7.95 each; 118F22 (11203), 3 lb., \$6.25; 115F5 (11205), 5 lb., \$6.95; 115F17 (11306), 6 lb., \$6.95; 11807, \$8.75; 11808, \$9.25; 11810, \$11.00; 11812, \$15.50; 11815, \$17.00.

Pads, Heating—No. 114Q3 (50142), \$9.00; 114Q4, (50151) \$10.25.

Ovens—No. 40701, \$6.50; 40201, \$25.00.

Percolators—No. 20611, \$10.00; 20620, \$12.00; 20621, \$13.00; 20622, \$17.50; 20650, \$18.00; 114P18 (20651), \$23.00; 114P17 (2652), \$25.00.

Stoves—No. 116D1, \$10.00; 186D1, \$11.50; 20801, \$7.00; 20802, \$7.25; 40101, \$7.50; 40102, \$9.25; 40103, \$18.00; 40104, \$15.00; 40105, \$17.50.

Toasters—114T5, \$6.75; 115T1, \$8.50.

Vacuum Cleaners—122V2, \$45.00. Attachments, \$11.00.

ELECTRICAL SUNDRIES—

Anylights 1.85

Ammeters 1.25

Ever Ready 1.00

Readrite 1.15

Volt 1.15

Bells, Door—

2 1/4-inch85

3-inch 1.00

Bussers85

Chain, Fixture25

Cleats, Porcelain05

Cord—

Heater No. 16 12 1/4

No. 1810

Lamp No. 18, G. & Y.04

No. 18, Par Silk07 1/2

No. 20, Par Silk06

No. 18, Tw. Silk07

No. 20 Tw. Silk05

1-64 Single Fixture03

No. 18 Reinforced10

Fans—

Menominee, 500-9-in. 12.00

Robbins-Meyers—

8-inch non-osc. 12.50

9-in. non-osc., 3 sp. 19.50

9-in. osc., 3-speed 24.50

12-in. non-osc., 3-sp. 29.00

12-in. osc., 3-speed 37.00

Fuses—

Plug, 6 to 30 amp. 12 1/4

Knobs—

Porcelain, 5 1/4 Solid 03 1/4

Nailit, 5 1/4 Split05

Lamps—

Nilco-Mazda type List

Mazda Auto List

Hyle Tungsten 1.00

Hyle Carbon75

Lamp Guards—

No. 1425 Lexon45

No. 107 Neverbreak35

No. 44 Portable 3.25

No. 48, Portable 2.75

Loom—

"Duraduct" 7-32 in.06

1/4-inch08

Plates, Switch—

Single gang 25

Two gang 50

Receptacle 60

Plugs—

Benjamin 2-way 1.85

Benjamin 3-way 1.75

Twinklite 2-way 1.20

Attachment—

903 Benjamin30

2500 Chelton40

4 Mueller20

Fitzall w-o spring65

Fitzall spring75

EMERY—Per lb., 25c.

Stones—See Stones.

Cloth—See Cloth.

Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 20c each; Bash, common brass plated, 10c.

FAUCETS—Cork Lined— 8-inch30

7-inch, each25 9-inch35

FENCE, POULTRY—Blue Ribbon—10 Rod Rolls—24-inch, \$5.25 roll; 36-inch, \$6.75 roll; 48-inch, \$8.00 roll; 60-inch, \$9.25 roll; 72-inch, \$10.50 roll.
Union Lock—10 Rod Rolls—24-inch, \$4.25 roll; 36-inch, \$5.25; 48-inch, \$6.25; 60-inch, \$7.25; 72-inch, \$8.00.

FIBRE WARE—Keelers—No. 2, \$2.65 each; No. 3, \$2.10.

Measures—1-qt., \$1.75; 2-qt., \$2.10.

Star Pail—12-qt., 90c.

Spittoons—No. 2, \$1.50; No. 3, \$1.25.

Tubs—No. 1, \$6.00; No. 2, \$5.25; No. 3, \$5.00.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
1/4 inch.....	1.25	.25	1/4 inch.....	3.50	.20
3-16 inch.....	1.50	.80	3-16 inch.....	4.50	.25
1/2 inch.....	2.00	.85	1/2 inch.....	5.75	.30
5-16 inch.....	2.25	.40	5-16 inch.....	6.75	.30
3/4 inch.....	2.75	.50			
7/8 inch.....	4.50	.75			

FILES—

Length, inches—	3-3/4	4	4 1/2	5	5 1/2	6	8	10
Band Saw, Slim.....	.15	.20	.20	.20	.25	.30	.40	.40
Knife, Bastard.....	.30	.35	.35	.40	.45	.50	.55	.55
Regular Taper.....	.15	.15	.20	.20	.20	.20	.30	.45
Slim Taper.....	.15	.15	.15	.15	.20	.20	.25	.40
Warding, Bastard.....	.25	.25	.25	.25	.30	.30	.35	.40
Length, inches—	3-4	5	6	8	10	12	14	16
Flat Bastard.....	.20	.25	.25	.30	.35	.50	.75	.95
Half Rd. Bastard.....	.25	.30	.35	.40	.50	.65	.85	1.10
Mill Bastard.....	.20	.20	.20	.25	.30	.40	.60	.80
Round Bastard.....	.20	.20	.20	.25	.30	.40	.60	.80
Square Bastard.....	.20	.25	.25	.30	.40	.55	.75	1.00

FIXTURES—Grindstone—Auto—01, \$2.00; 02, \$2.50; 15, \$1.25; 17, \$1.85; 19, \$1.50; 21, \$1.75; Am. Heavy—17, \$1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS—Eveready Daylows—Complete—No. 6961, \$1.00 each; 6962, \$1.25; 1991, \$1.50; 2604, \$1.70; 2631, \$1.85; 2632, \$2.25; 1619, \$2.25; 2616, \$2.00.

Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.....	\$1.35	\$1.70	\$2.00	\$2.00	\$2.35	\$1.55	\$1.70
Case & Bib, ea.....	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tubular Nos.....	6241	6241B	6249	6249B	6348	6348B	6351
Complete, ea.....	\$1.85	\$2.00	\$2.35	\$2.35	\$2.35	\$2.45	\$2.75
Case & Bib, ea.....	1.50	1.65	2.00	2.20	1.75	1.95	2.25
Pocket Nos.....	2472	2573	3475	3475B	3577	3577B	3579
Complete, ea.....	\$1.00	\$1.25	\$1.25	\$1.50	\$1.50	\$1.65	\$1.90
Case & Bib, ea.....	.70	.85	.95	1.05	1.10	1.25	1.50
Watch Ch. Nos.....	6239	6239B	Watch Chain Bat'y	No. 1204			
Complete, each.....	\$1.00	\$1.10	Battery only, each.....	\$.25			
Case & Bib, ea.....	.75	.85					

Battery only—
Nos. ...1202 1208 1206 1207 1271 1301 1308 1309
Each ..\$0.30 \$0.35 \$0.30 \$0.30 \$0.30 \$0.50 \$0.40 \$0.40

FLATTERS—Blacksmith—2-in., \$1.35; 2 1/2-in., \$1.85; 3-in., \$2.35; 3 1/2-in., \$3.00.

FORGES—No. 150 Chicago, \$16.35; No. 151 Chicago, \$17.00. Buffalo, No. 310 Steel Ball Bearing Rivet, \$33.00; No. 723, \$33.00; No. 742H, \$40.00.

FORKS—Hay—Nellis, 94 single harpoon, \$7.50; 95 double harpoon, \$4.65; 96 double harpoon, \$9.50; 87 double harpoon, \$5.50; 98 double harpoon, \$9.50. Grapple, No. 99 (4 times), \$17.50; No. 100 (6 times), \$20.00. Jackson Patterns, 4 ft., \$22.50; 4 1/2 ft., \$24.00; 5 ft., \$28.00.

FREEZERS—Aretic—

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
.....	8.20	8.75	4.50	6.00	5.50	7.00	8.60	2.75	15	20	5.40	6.60	8.40	10.75	14.50	17.25	20.50	26.50		

White Mountain

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
.....	3.90	4.50	5.00	5.50	6.00	6.50	7.00	7.50	8.00	8.50	9.00	9.50	10.00	10.50	11.00	11.50	12.00	12.50	13.00	13.50

FROES—Special—Each, 12-in., \$2.00; 14-in., \$2.35; 16-in., \$2.50. Common—Each, 12-in., \$1.85; 14-in., \$2.00; 16-in., \$2.15.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil—

Stebbins—1/4-inch, 50c each; 1-inch, 60c; 1 1/4-inch, 70c; 1 1/2-inch, 75c; 2-inch, 85c.
Perfection—1/4-inch, 75c each; 1/2-inch, 85c; 1-inch, \$1.00; 1 1/4-inch, \$1.10; 1 1/2-inch, \$1.25; 2-inch, \$1.65.
Enterprise, Self Measuring—No. 61, Faucet, \$6.75.

RETAIL SELLING PRICES—Continued.

GAUGES, MARKING—

Steel—		Wood—	
90	.70	0	.15
92	2.50	61	.30
93	1.75	62	.30
95	1.75	65	.85
97	1.25	71	.90
98	1.75	72	.50
		73	1.10

Altitude Gauges, \$5.85.

Steam Gauges, 4½ in face I. C., \$5.85.

Thermometer, Straight, \$1.50.

Thermometer, Angle, \$1.75.

GLASS—Window—SB Grade—Single Strength, 80 per cent; Double Strength, 80 per cent.

Extras for Putting in Glass—

Per Light

First 3 Brackets..... .50

Second 3 Brackets..... .75

Third 3 Brackets..... 1.00

Larger Lights..... \$1.00 per hour, per man

GLASSES—

Ground Level—		Proved Level—	
1½	.50	1½	.15
2	.60	2	.15
2½	.65	2½	.15
3	.70	3	.20
3½	.75	3½	.30

GLASSES, GAUGE—

	%	Standard ½ & ¾	%	Extra Heavy ½ & ¾	%
10	.85	.85	.85	.55	.75
12	.85	.85	.50	.60	.90
14	.85	.45	.60	.70	1.05
16	.85	.55	.65	.85	1.25
18	.85	.60	.75	.95	1.35
20	.85	.65	.80		
22	.85	.70	.90		
24	.85	.80	1.00		

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bulbseye, 40c; 2 Plain, 25c; 2 Bulbseye, 40c; 2 Ruby, 65c. Railroad—Clear, 25c each; Green or Red, 70c. Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 60c; 4-0 Bulbseye, 85c; 5-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—Common, 80c lb.; Cabt., 85c; White, 45c.

Imperial Liquid—

Size—	1 Oz.	¼ Pt.	½ Pt.	¾ Pt.	1 Pt.	1 Qt.	1 Gal.
List, doz....	1.08	3.60	2.80	6.00	10.40	18.00	54.00
Sug. Ret. Ea.	.20	.80	.30	.50	.85	1.50	4.50

Le Page's Glue—

Size—	1 Oz.	3 Oz.	¼ Pt.	½ Pt.	¾ Pt.	1 Pt.	1 Qt.
List, doz....	2.40	1.65	1.80	3.60	6.00	10.20	18.00
Sug. Ret. Ea.	.30	.20	.30	.80	.50	.85	1.50

GOUGES—Bucks, Socket Firmer, Outside Bevel—No. 42—¼-inch, \$1.00; ½-inch, \$1.00; ¾-inch, \$1.00; 1-inch, \$1.10; 1½-inch, \$1.20; 2-inch, \$1.25; 2½-inch, \$1.35; 3-inch, \$1.50; 3½-inch, \$1.75; 4-inch, \$1.85; 4½-inch, \$2.00. Witherby, Socket Firmer, Outside Bevel—No. 320—¼-inch, \$1.15; ½-inch, \$1.20; ¾-inch, \$1.25; 1-inch, \$1.30; 1½-inch, \$1.35; 2-inch, \$1.50; 2½-inch, \$1.60; 3-inch, \$1.75; 3½-inch, \$2.00; 4-inch, \$2.25; 4½-inch, \$2.25.

P. S. & W. Firmer—

160—	1/4	inch.....	1.50	1	inch.....	2.10
	1/2	inch.....	1.50	1 1/4	inch.....	2.35
	3/4	inch.....	1.65	1 1/2	inch.....	2.50
	1	inch.....	1.70	1 3/4	inch.....	2.75
	1 1/4	inch.....	1.80	2	inch.....	3.35
	1 1/2	inch.....	2.00			

GRAPHITE—Dixon's Flake, per can—1's, 85c; 5's, \$3.75; 10's, \$7.00.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, \$1.25; 25 lb. pails, \$2.75. Mica—1 lb. can, 25c; 3 lb. can, 60c; 5 lb. can, 95c; 10 lb. can, \$1.90; 25 lb. can, \$4.00. Cup Grease—5 lb. cans, \$1.00 each; 10 lb. cans, \$1.75; 25 lb. cans, \$3.75. Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—		Cwt.	
15 to 40 lbs.....		7.50	Sterling, No. T100.....15.75
40 to 200 lbs.....		7.50	Wood Frames No. 1.....12.50
Over 200 lbs.....		7.75	Wood Frames, No. 2.....13.35
Fixtures and Axle—			Angle Steel Frames.....11.75
15 inch.....		1.15	Tubular Steel Frames.....15.75
17 inch.....		1.20	300 Cy. or 115 Frame.....11.50
19 inch.....		2.25	400 Cy. or T100 Fr.....15.50
Mounted—Auto—			Harvest King (power).....16.50
No. A120, Size 1.....		14.75	Loose Stones, lb. .... .09
No. A130, Size 2.....		13.00	Fixtures—Auto—
No. 140, Size 3.....		11.25	01.....2.25
Bi-Treadle.....		13.50	02.....2.50
Empire Power.....		36.00	15 Common.....1.35
Samson—			17.....1.40
No. S155, Size 2.....		11.25	19.....1.60
No. S160, Size 2.....		9.75	21.....1.85

HACKSAW BLADES—

Lenox, Power—			17"	1.....	3.25	4.15
Lgh.	Wdth.	Lt. Heavy.	Hand Lennox, Starrett, Victor Star—			
8"	9-16	.90				
10"	¾	1.15	Length.	Each.	Dos.	
10"	¾	1.35	8-inch	.10	.75	
10"	1.	2.45	9-inch	.10	.85	
12"	¾	1.35	10-inch	.10	1.00	
12"	¾	1.60	11-inch	.10	1.10	
12"	1.	2.30	12-inch	.15	1.20	
14"	¾	1.70				
14"	¾	1.90	Hand, Starrett, Victor, Star—			
14"	1.	2.65	8-inch	.10	.80	
16"	¾	2.15	9-inch	.10	.90	
16"	1.	3.05	10-inch	.15	1.00	
17"	¾	2.80	12-inch	.15	1.25	

HACK SAW FRAMES—M. F.—4B, 75c; 6, \$2.50; 9, \$2.25; 15, \$3.50; 77, \$1.25; 78, \$1.85; 1027, \$3.50; 69, \$3.80; 69B, \$3.00; 14, \$3.40; 4 Milford Adj., \$4.00; 7 Milford Adj., \$2.25; 86½, Disston, \$1.50; 40 Extension, 75c.

HAMMERS—Vanadium, No. 41½, \$2.25 each; Plymouth, No. 11½, \$1.60; No. 2 Ball Pein, \$2.00.

HAMMERS—Maydole Carpenters'—No. 1, \$3.00 each; 1½, \$1.75; 2, \$1.65; 11, \$2.00; 11½, \$1.75; 12, \$1.55; 13½, \$1.50; 18, \$1.40; 14, \$1.85; 34, \$1.25; 611½, \$2.75; 710, 2.85; 711, \$2.00; 714½, \$1.75; 712, \$1.65; 718, \$1.50.

Maydole Chipping—No. 100, \$1.90 each; 101, \$1.75; 102, \$1.55; 103, \$1.40. Maydole Cross Pein—No. 174, \$1.50.

Maydole Ball Pein—No. 70, \$2.75 each; 70½, \$2.35; 71, \$2.00; 72, \$1.85; 73, \$1.75; 74, \$1.85; 75, \$1.35; 76, \$1.35; 77, \$1.25; 78, 1.15.

HAMMERS, CLAW—

Stanley No. 22—	264	2.00
16 os.....	2.00	Plumb's Machinist's Ball Pein—
20 os.....	2.25	
No. 12 and 12B—	18	.60
5 os.....	370	.85
7 os.....	371	.90
10 os.....	372	.90
13 os.....	373	.95
16 os.....	374	1.00
20 os.....	375	1.10
Plumb's Engineers—	376	1.15
261.....	377	1.25
262.....	379	1.35
263.....	381	1.65

GALVANIZED WARE

Boilers, Wash	3	1.10	15	.50	Pails, Stock	Pots, Watering		
227	4	1.25	25	1.75	14	514	1.00	
228	5	1.65	105	1.25	16	516	1.15	
229	6	2.00	205	1.65	18	518	1.35	
Bowls, Wash	70	2.25	Canteens, see page			20	520	1.50
7	80	5.25	179.				522	1.75
7½	90	6.25	Dippers, Laundry				526	2.25
Buckets, Fire	100	7.75	525 (4-qt).....			Pails, Water	Tubs, Foot	
314			.55			8	51	.75
Buckets, Well	Garbage Cans in		Hods, Coal			10	52	.85
101 10 qt.	lots of 3 dozen or		615			12	53	1.00
Cans, Garbage	more, 5 per cent from		616			14	54	1.25
Smooth	above prices.		617			16		
200	Cans, Gasoline		618			Pails and Tubs, 6		
300	65	1.85	Pails, Cement			doz. assorted 5 per		
400	501	.50	14			cent discount.		
500	505	1.35	114			Pans, Refrigerator		
600	605	1.75	8-qt.			1	3	.60
700			10-qt.			2	3	.85
Corrugated	Cans, Oil		12-qt.			3	10 S	1.50
2	0	.45				4	20 S	1.65
	02	.75					30 S	1.85

RETAIL SELLING PRICES—Continued.

Riveting—		Plumb's Brick—		Derrick—Blood's, \$2.50.	
Plumb's, Stanley No. 147—	461	2.00		Flooring—1, Hunt's, \$1.85; 2, Hunt's, \$2.10; 3, Hunt's,	
250, 4 oz.	462	1.75		\$2.35; 5, Plumb's, \$2.75; 6, Plumb's, \$3.00.	
251, 7 oz.	3154	1.15		Half—1, Hunt's, \$1.50; 2, Hunt's, \$1.75.	
252, 9 oz.	3155	1.35		Lathing—Hunt's, No. 1, \$1.50. Underhill's, No. 40, \$2.50;	
253, 12 oz.				Regular, \$3.25; Chicago, \$3.25; St. Louis, \$3.75; St. Paul,	
254, 15 oz.	470	2.75		\$3.50; California, \$3.50.	
255, 18 oz.	471	2.85		Shingling—Hunt's, 1, \$1.50; Hunt's, 2, \$1.65; Keen	
256				Ridge, 1, \$1.25; Keen Ridge, 2, \$1.50; Kelly's, 1, \$1.00;	
HANDLES—Adse, extra select, 90c; second growth, 90c.				Kelly's, 2, \$1.10; Plumb's, 2951, \$1.50; Plumb's, 2952,	
Axe—Single or double bit, Boys, No. 1, 60c; Boys' extra				\$1.60.	
select, 60c; Turned No. 1, 60c; extra select hickory, 85c;				HEADS, MOP—Cotton—No. 9, 25c each; No. 12, 35c. Linen,	
second growth, \$1.00.				No. 012, 50c; No. 015, 65c; No. 018, 75c; No. 020, 80c.	
Chisel—Hickory, 10c; Leather Tip, 15c.				HINGES—Back Flaps—No. 814, 1-inch, 10c each; 1½-inch,	
Hammer Handles—All sizes—1st Quality, 25c; 2nd Quality,				10c; 1½-inch, 15c; 1¾-inch, 20c; 2-inch, 25c. No. 816,	
and Machine, 20c.				1-inch, 10c; 1½-inch, 10c; 1¾-inch, 10c; 2-inch, 15c;	
Hatchet Handles—18 and 14, 25c; 15 and 16, 30c.				2-inch, 20c.	
Peavey Handles—Select Maple Rock Maple Select Hickory				FLOOR—	
2 ¼ x 4	2.80			1420, H & N—	
2 ½ x 4 ½	2.40			Bommer, D 15.....	1.85
2 ¾ x 4 ½	1.25	1.60		R, EA, 315.....	2.00
2 ¾ x 5	1.40	1.75		SHA, E, 265.....	2.25
2 ¾ x 5 ½	1.65	2.00		2.....	2.75
3 x 5 ½	2.45	5.25		4.....	4.25
3 x 6 ½				302, 602.....	4.25
				304, 604.....	6.25
Pick—36-inch Drift, Select, 75c; Extra Select, \$1.00; Rail-				852.....	5.00
road No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, \$1.15.				854.....	7.50
Sledge—36-inch, Select, 60c; Second Growth, 75c.				Corbin—D, 512.....	1.85
Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, \$1.25.				R, EA, 512.....	1.85
Crosscut, Disston, No. 112, \$1.00; No. 118, \$1.25; No. 114,				SHA, E, 512.....	2.00
\$1.50. Simonds Reversible Guard, per pair, \$.60; Simonds				Katz—R, EA, 2.....	1.85
No. 6, \$1.60; Atkins No. 24, \$1.60. One Man Cross Out,				KF, SHA, E, 3.....	2.15
No. 218, 45c; Supplementary, 80c. Auger M. F. No. 1,				R, EA, 3.....	4.75
\$1.00; No. 2, \$1.25; No. 3, \$1.75; No. 4, \$4.75; No. 6 Com.,				KF, SHA, E, 3.....	5.25
15c; Pecks Adj., 50c; Pratts Ratchet, \$4.75.				R, EA, 3 ½.....	5.75
HANGERS, BARN DOOR—				KF, SHA, E, 3 ½.....	6.00
Flat Track—				Rixon—7.....	15.00
No. Brand, Each.	43, Richards.....	1.25		8.....	16.50
25 Myers.....	248, Richards.....	1.85		10.....	18.75
25 Myers Garage Set.....				15.....	22.50
11, Lanes.....	Round Track—			30.....	36.00
11 ½, Lanes.....	5, World's Best.....	2.00		25.....	45.00
15, Lanes.....	884, Cannon Ball.....	2.00		30.....	53.00
25, Lanes.....	440, Cannon Ball.....	2.50		40.....	85.00
15, Lanes.....	715, Cannon Ball.....	1.75		Standard—R, EA 450.....	7.00
80, Lanes.....	800, Cannon Ball.....	10.75		SHA, E, 450.....	3.50
40, Lanes.....				R, EA, 452.....	12.00
98, Lanes.....	Trolley Track—			Ornamental Surface	
28, 20th Century.....	120 Coburn's.....	4.25		"Butterfly"—	
37-1, Richards.....	122 ½ Coburn's.....	5.75		1420, D2 & F—	
38-1, Richards.....	195A, Coburn's.....	4.75		1 ¼ x 1 ¼.....	.25
42-3, Richards.....	195B, Coburn's.....	6.75		2 ½ x 2 ½.....	.30
42-5, Richards.....	24-2, Richards.....	3.25		3x3.....	.35
42-6, Richards.....	120, Richards.....	7.00		FLOOR—CHICAGO SPRING—	
42-6, Richards.....	150, Richards.....	8.00		Ajax, Dull Brass, No. 3281, \$2.25. Relax, Dull Brass,	
HANGERS, HOUSE DOOR—				No. 6281, 1 ¼-in. to 1 ½-in., \$5.15; 1 ½-in. to 2-in., \$8.40;	
No. Brand, Each.	1, Johns.....	6.00		1 ½-in. to 2 ½-in., \$11.00.	
101, Lanes.....	011, Richards.....	3.50		Triplex, Double Acting—Japanned, 3-in., \$2.40; 4-in.,	
101 ½, Lanes.....	11, Richards.....	7.00		\$3.45; 5-in., \$4.10; 6-in., \$5.25. Dull Brass, 3-in., \$3.80;	
105, Lanes.....	012, Richards.....	4.00		4-in., \$4.60; 5-in., \$5.55; 6-in., \$7.10; 7-in., \$9.25.	
105 ½, Lanes.....	12, Richards.....	8.00		Screen Door—Japanned, No. 8005, 85c; 505, 80c. Dull	
58, Prouty.....	015, Frisco.....	3.00		Brass, No. 3285, \$1.20.	
5D, Prouty.....	15, Frisco.....	6.00		Screen Door Sets—No. 1505, Black, 45c.	
01, Johns.....	140-1, Richards.....	4.00		Japanned.....	1.60
Trolley—No. 016, 3-in., \$5.75 set; 3 ½-in., \$6.00; 4-in.,				Ant. Cop., Dull Br. 2.00	2.25
\$6.50; 4 ½-in., \$6.75; 5-in., \$7.25; 6-in., \$8.50. No. 16,				Ant. Br., Sd., Nic. 2.85	3.40
\$6.50; \$11.00; 5 ½-in., \$11.25; 6-in., \$11.50; 6 ½-in., \$11.75;				Double Acting—	
7-in., \$12.00; 8-in., \$12.50; 10-in., \$14.25. No. 019, 3-in.,				Japanned.....	2.65
\$4.75; 3 ½-in., \$5.25; 4-in., \$5.75; 4 ½-in., \$6.00; 5-in.,				Ant. Cop., Dull Br. 8.50	8.75
\$6.25; 6-in., \$7.50. No. 19, 5-in., \$9.50; 5 ½-in., \$9.75;				Ant. Br., Sd., Nic. 4.75	5.65
6-in., \$10.00; 6 ½-in., \$10.25; 7-in., \$10.50; 8-in., \$11.00;				New List Price of Chicago Triplex and Bommer Spring	
10-in., \$12.50. No. 0182, 3-in., \$6.25; 3 ½-in., \$6.75;				Hinges—	
4-in., \$7.25; 4 ½-in., \$7.75; 5-in., \$8.25; 6-in., \$9.50. No.				Single Acting—3".....	4"
182, 5-in., \$12.50; 5 ½-in., \$12.75; 6-in., \$13.00; 6 ½-in.,				Japanned.....	8.10
\$13.25; 7-in., \$13.75; 8-in., \$15.00; 10-in., \$17.00.				Ant. Cop., Dull Br. 4.10	5.90
185, 1.....				Ant. Br., Sd., Nic. 5.50	6.80
185, 2.....				Double Acting—	
HASPS—Common—				Japanned.....	5.20
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c;				Ant. Cop., Dull Br. 6.90	8.80
10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c;				Ant. Br., Sd., Nic. 9.20	11.00
10-in., 30c. 850, 8-in., each, 15c; 10-in., 20c. Size 36, 6-in.,				Spring, Chicago—	
each, 20c; 8-in., 25c.				No. 1 ½, Double Acting—	
Hinge—912, 3-in., each, 15c; 4 ½-in., 15c; 6-in., 20c;				¾ to 1.....	2.35
8-in., 25c; 10-in., 40c; 12-in., 70c.				1 ¼ to 1 ½.....	3.90
S. O. 912—3-in., each, 15c; 4 ½-in., 15c; 6-in., 20c;				1 ½ to 1 ¾.....	4.65
8-in., 30c; 10-in., 50c.				1 ¾ to 2.....	6.75
1308 ½—3-in., each, 35c; 4 ½-in., 45c; 6-in., 60c.				2 ¼ to 2 ½.....	18.50
Lock—20, Prouty, 75c each, 22, Prouty, 95c.				Wrought Brass, With Brass Screws—	
Safety—915, 3-in., doz., 20c; 4 ½-in., 25c each; 6-in.,				Narrow.....	10
35c. SC915, 3-in., 20c each; 4 ½-in., 25c; 6-in., 35c;				Middle.....	10
SC915, 3-in., 30c each; 4 ½-in., 40c; 6-in., 60c; 941J, 60c.				Broad.....	10
HATCHETS—Box—San Diego Pat., Underhill, \$3.25 each;				Desk.....	15
Seattle Pat., Underhill, \$3.50; 90, Hunt's, \$2.50; 401,				STRAP AND TEE HINGES—	
Sayre's, \$2.25; 3010, Plumb's, \$2.50; 3011, Plumb's, \$2.50.				Strap.....	3"
Broad—1, Hunt's, \$1.75; 2, Hunt's, \$2.00; 3, Hunt's,				900, Light, Plain.....	12 ½
\$2.25; 4, Hunt's, \$2.50; 5, Hunt's, \$2.75; 2, Kelly's, \$1.50;				9008C, with Screws.....	15
3, Kelly's, \$1.75; 4, Kelly's, \$2.00; 1, Plumb's, \$1.75;				902, Heavy, Plain.....	20
2, Plumb's, \$2.00; 3, Plumb's, \$2.25; 4, Plumb's, \$2.50;				9028C, with Screws.....	25
5, Plumb's, \$2.75.				935, Cordg., Plain.....	20
Claw—1, Hunt's, \$1.65; 2, Hunt's, \$1.75; 3, Hunt's,					
\$1.85; 1, Keen Ridge, \$1.50; 2, Keen Ridge, \$1.65; 1,					
Kelly's, \$1.25; 2, Kelly's, \$1.25; 93, All Steel, \$1.10; 1,					
Plumb's, \$1.65; 2, Plumb's, \$1.75.					

RETAIL SELLING PRICES—Continued.

STRAP HINGES—Cont'd—3"									
93580, with Screws.....	.25	4"	.30	6"	.40	8"	.60	10"	1.20
SC1300 1/4, Light Galv.....	.25	.30	.40	.55	.70	.85	1.00	1.20	1.50
SC1302 1/4, Heavy Galv.....	.35	.50	.80	1.25	1.85	2.60	3.40	4.20	5.00
SC1305 1/4, Corgd. Galv.....	.40	.55	.85	1.50	2.10	2.80	3.50	4.20	5.00
Tee—3"									
904, Light, Plain.....	12 1/2	.15	.20	.25	.30	.45	.60	.75	.90
SC904, with Screws.....	.15	.20	.25	.30	.35	.40	.45	.50	.55
906, Heavy, Plain.....	.20	.25	.35	.40	.50	.70	.90	1.10	1.30
SC906, with Screws.....	.25	.30	.35	.45	.65	.85	1.05	1.25	1.45
908, Extra Heavy.....	.25	.30	.40	.65	.90	1.25	1.50	1.75	2.00
937, Extra Corgd.....	.30	.35	.40	.70	.90	1.10	1.30	1.50	1.75
SC937, with Screws.....	.35	.40	.45	.75	1.00	1.45	1.70	1.95	2.20
SC1304 1/4, Heavy Galv.....	.40	.55	.65	.85	1.40	1.90	2.40	2.90	3.40
SC1306 1/4, Corgd. Galv.....	.55	.85	1.15	1.85	2.50	3.20	3.90	4.60	5.30
BUTTS—Cabinet Door—									
189 F—2x2.....	.65	8-inch	.35	284 S F 2—2-inch.....	.25	2 1/2-inch	.80	165 D 2 and F—2-inch.....	.50
2 1/2x2.....	.70	2 1/2-inch	.80	2 1/2-inch	.35	3-inch	.85	2 1/2-inch	.50
2 1/2x2 1/2.....	.95	3-inch	.35	284 N—2-inch.....	.30	3-inch	.85	165 N—2-inch.....	.55
189 N—2x2.....	.75	2 1/2-inch	.80	2 1/2-inch	.35	3-inch	.85	2 1/2-inch	.50
2 1/2x2.....	.85	3-inch	.35	286 D 2 & F—2-inch.....	.25	3-inch	.85	2 1/2-inch	.50
2 1/2x2 1/2.....	1.10	3-inch	.35	2 1/2-inch	.30	3-inch	.85	165 S F 2—2-inch.....	.50
289 D2, F & B—2x2.....	.25	3-inch	.35	286 D 2 & F—2-inch.....	.25	3-inch	.85	2 1/2-inch	.50
2 1/2x2.....	.30	3-inch	.35	2 1/2-inch	.30	3-inch	.85	165 S F 2—2-inch.....	.50
2 1/2x2 1/2.....	.30	3-inch	.35	288 N—2-inch.....	.25	3-inch	.85	2 1/2-inch	.50
289 S F 2, S D 2, S A 4.....	.30	3-inch	.35	288 N—2-inch.....	.25	3-inch	.85	2 1/2-inch	.50
and H—2x2.....	.30	3-inch	.35	288 N—2-inch.....	.25	3-inch	.85	2 1/2-inch	.50
2 1/2x2.....	.35	3-inch	.35	288 N—2-inch.....	.25	3-inch	.85	2 1/2-inch	.50
2 1/2x2 1/2.....	.35	3-inch	.35	288 N—2-inch.....	.25	3-inch	.85	2 1/2-inch	.50
289 N—2x2.....	.35	3-inch	.35	288 N—2-inch.....	.25	3-inch	.85	2 1/2-inch	.50
2 1/2x2.....	.35	3-inch	.35	288 N—2-inch.....	.25	3-inch	.85	2 1/2-inch	.50
2 1/2x2 1/2.....	.35	3-inch	.35	288 N—2-inch.....	.25	3-inch	.85	2 1/2-inch	.50
295 D 2 and F—2.....	.25	3-inch	.35	288 N—2-inch.....	.25	3-inch	.85	2 1/2-inch	.50
2 1/2x2.....	.25	3-inch	.35	288 N—2-inch.....	.25	3-inch	.85	2 1/2-inch	.50
295 N—2.....	.30	3-inch	.35	288 N—2-inch.....	.25	3-inch	.85	2 1/2-inch	.50
2 1/2x2.....	.35	3-inch	.35	288 N—2-inch.....	.25	3-inch	.85	2 1/2-inch	.50
284 D 2 and F—2-inch.....	.20	3-inch	.35	288 N—2-inch.....	.25	3-inch	.85	2 1/2-inch	.50
2 1/2-inch.....	.25	3-inch	.35	288 N—2-inch.....	.25	3-inch	.85	2 1/2-inch	.50
Bright Steel—No. 804—2x2, 15c; 2 1/2x2 1/2, 20c; 3x2 1/2, 25c; 3x3, 25c; 3 1/2x3 1/2, 30c; 4x4, 45c. 808—2x2, 15c; 2 1/2x2 1/2, 15c; 3x3, 20c; 3 1/2x3 1/2, 30c; 4x4, 40c. 823—2 1/2x2 1/2, 25c; 3x3, 30c; 3 1/2x3 1/2, 30c; 4x4, 35c. 838—1, 10c; 1 1/2, 10c; 1 1/2, 10c; 2, 10c; 2 1/2, 15c; 3, 15c; 3 1/2, 25c; 4, 35c. 840—1, 10c; 1 1/2, 10c; 1 1/2, 10c; 2, 15c; 2 1/2, 15c; 3, 20c.									
Galvanized—Brass Pins—1819—2x2, 40c; 2 1/2x2 1/2, 45c; 3x3, 55c; 3 1/2x3 1/2, 75c. 1834—2x2, 40c. 2 1/2x2 1/2, 50c; 3x3, 65c; 3 1/2x3 1/2, 75c; 4x4, 95c.									
BUTTS—Continued—									
Finished—									
241 D2, F, F 2 and B—	.35	828—3 1/2	.80	5	.80	Gate Hooks and Eyes—			
2x2.....	.40	4 1/2	.45	4 1/2	.45	Size	1 1/2	2	2 1/2
2 1/2x2 1/2.....	.40	5	.50	5	.50	No. 40, steel.....	.20	.25	.30
3x3.....	.40	6	.55	6	.55	No. 1040, brass.....	.60	.75	.90
3 1/2x3 1/2.....	.40	Japanned—	.25	731—2x2	.30	Gross lots, 35% off list.			
4x4.....	.55	3 1/2x2 1/2	.30	3x3	.30	Ceiling —	Each		
4 1/2x4 1/2.....	.80	4x4	.40	3 1/2x3 1/2	.30	2 1/2-inch cast iron.....	.60		
5x5.....	1.40	4 1/2x4 1/2	.55	4x4	.40	2 1/2-inch cast iron.....	1.35		
6x6.....	2.85	5x5	.75	4 1/2x4 1/2	.55	2 1/2-inch, other finishes.....	1.50		
241 S D 2, S F & S A 4—		731 1/2—2 1/2x2 1/2	.35	5x5	.75	Cast, coppered.....	.65		
2x2.....	.45	3x3	.40	733—2x2	.35	Wire, coppered.....	.35		
2 1/2x2 1/2.....	.45	3 1/2x3 1/2	.40	2 1/2x2 1/2	.35	Wire, Japanned.....	.40		
3x3.....	.50	4x4	.45	3x3	.40	Wire, tinned.....	.40		
3 1/2x3 1/2.....	.50	4 1/2x4 1/2	.55	3 1/2x3 1/2	.40	Wire, nickel plated.....	.55		
4x4.....	.65	5x5	.75	4x4	.40	Wire, brass plated.....	.55		
4 1/2x4 1/2.....	.90	6x6	1.80	4 1/2x4 1/2	.75	Cast and Hat—			
5x5.....	1.55	740 J 1—2.....	.25	5x5	1.80	Double, cast, heavy.....	.70		
6x6.....	2.65	2 1/2	.30	6x6	2.25	Single, cast.....	.45		
241 H—2x2.....	.45	747 J 1—2 1/2x2 1/2.....	.35	740 J 1—2.....	.25	Medium, cast.....	.85		
2 1/2x2 1/2.....	.50	3	.35	2 1/2	.30	Heavy, cast.....	.90		
3x3.....	.50	747 1/2—2 1/2x2 1/2.....	.35	3	.35	Cast, nickel plated.....	.85		
3 1/2x3 1/2.....	.55	749 J 1—2x2.....	.35	3 1/2x3 1/2	.40	Cast, copper finish.....	.95		
4x4.....	.70	2 1/2x2 1/2	.35	4x4	.40	Cast, brass finish.....	1.10		
4 1/2x4 1/2.....	1.00	2 1/2x2 1/2	.35	4 1/2x4 1/2	.75	Cast, bronze, all fin.....	1.25		
5x5.....	1.65	2 1/2x2 1/2	.35	5x5	1.80	Porcelain, solid.....	.15		
Parliament—									
260 D 2 and F—3-inch.....	.45	2 1/2x2 1/2	.35	6x6	2.25	Wire, Japanned.....	.20		
3 1/2-inch.....	.55	Half Surface—		740 J 1—2.....	.25	HOSE FIXTURES—Bands—Magic, 1/2, 3/4 and 1, 2 1/2 each;			
4-inch.....	.60	160 D 2, F—2-inch.....	.40	2 1/2	.30	Caldwells, 1/2, 3/4, 1, 1 1/2, 2, 3, 4, 5, 6, 8, 10, 12, 14, 16, 18, 20, 22, 24, 26, 28, 30, 32, 34, 36, 38, 40, 42, 44, 46, 48, 50, 52, 54, 56, 58, 60, 62, 64, 66, 68, 70, 72, 74, 76, 78, 80, 82, 84, 86, 88, 90, 92, 94, 96, 98, 100.			
4 1/2-inch.....	.70	2 1/2-inch	.45	3	.35	Galv., 1/2 and 3/4, 5c.			
5-inch.....	.75	3-inch	.50	3 1/2x3 1/2	.40	Couplings—1/2, 3/4 and 1/2-in., 20c each; 1-in., 35c; Per-			
260 S D 2, S F 2—		3 1/2-inch	.55	4x4	.75	fect, 1/2-in., 35c; 3/4-in., 35c; Sherman No. 10. 1/2 and 3/4-in.			
3-inch.....	.50	4-inch	.75	4 1/2x4 1/2	1.10	20c; Snap, 45c.			
3 1/2-inch.....	.60	4 1/2-inch	.80	5x5	1.80	Menders—Wood, 1/2-in., 25c doz.; 3/4-in., 25c; Sherman's			
4-inch.....	.65	5-inch	.85	6x6	2.25	1/2 and 3/4-in., 10c each; Coopers, 1/2 and 3/4-in., 15c; P. C.			
4 1/2-inch.....	.70	6x6	2.75	740 J 1—2.....	.25	Perfect, 1/2-in., 15c; 3/4-in., 15c; 1-in., 25c.			
5-inch.....	.75	747 J 1—2 1/2x2 1/2.....	.35	2 1/2	.30	Nozzles—Mystic, 65c each; Boston, 80c; Duo, 50c; Stan-			
260 H & S A 4—3.....	.50	3	.35	3	.35	ley, Jr., 70c.			
3 1/2.....	.60	749 J 1—2x2.....	.35	3 1/2x3 1/2	.40	Sprinkler Heads—2 Blake, 45c each; 80 and 81, Thompson,			
4.....	.65	2 1/2x2 1/2	.35	4x4	.75	65c; 85 and 86, Thompson, 80c; 115, Thompson, 75c.			
4 1/2.....	.70	2 1/2x2 1/2	.35	4 1/2x4 1/2	1.10	HOSE GARDEN—Coupled in 50-ft. lengths—Cotton, 1/2-inch.			
5.....	.75	2 1/2x2 1/2	.35	5x5	1.80	15 1/2c; 3/4-inch, 19 1/2c; 4-ply, black, 1/2-inch, 16 1/2c; 3/4-inch,			
260 N3.....	.50	2 1/2x2 1/2	.35	6x6	2.25	20c; 5-ply, black, 1/2-inch, 17c; 3/4-inch, 21c; 5-ply, red,			
3 1/2.....	.60	2 1/2x2 1/2	.35	740 J 1—2.....	.25	1/2-inch, 20c; 3/4-inch, 22c.			
4.....	.65	2 1/2x2 1/2	.35	2 1/2	.30	Reels, not coupled, per ft.—Electric, corrugated, 1/2-inch,			
4 1/2.....	.70	2 1/2x2 1/2	.35	3	.35	21c; 3/4-inch, 24c; 1-inch, 35c; Electric smooth, 1/2-inch,			
5.....	.75	2 1/2x2 1/2	.35	3 1/2x3 1/2	.40	20c; 3/4-inch, 28c; 1-inch, 30c; Second Grade, 1/2-inch, 19c.			
260 N8.....	.50	2 1/2x2 1/2	.35	4x4	.75	3/4-inch, 22c; Third Grade, 1/2-inch, 16c; 3/4-inch, 19c;			
3 1/2.....	.60	2 1/2x2 1/2	.35	4 1/2x4 1/2	1.10	Fourth Grade, 1/2-inch, 15c; 3/4-inch, 18c.			
4.....	.65	2 1/2x2 1/2	.35	5x5	1.80				
4 1/2.....	.70	2 1/2x2 1/2	.35	6x6	2.25				

RETAIL SELLING PRICES—Continued.

IRONING BOARDS—(See Boards, Ironing).

IRON SHEETS—Galvanized—		Out Sheets	Full Sheets
14 to 16 .....	.11	.10	
18 to 22 .....	.12	.11	
Black Sheets—			
16 to 16 .....	.11	.09½	
18 to 24 .....	.11	.09½	
30 .....	.12	.10	
Corrugated Sheets, Galvanized—			
26 Ga.		8.75	
28 Ga.		8.00	
Rockface Siding		8.75	
Brickface Siding 28 Ga.		8.25	

IRONS—

Plane, Stanley or Bailey—	2½-inch, Single	1.05
1½-inch, Block	1½-inch, Double	1.10
1½-inch, Single	2-inch Double	1.20
2-inch, Single	2½-inch, Double	1.25
2½-inch, Single	2½-inch, Double	1.55
2½-inch, Single	2½-inch, Double	1.65

IRONS—Saw—Common, 15c lb.

Mrs. Potts—No. 50, \$2.50 per set.
70, \$4.00; G. Pressing, 20c lb.; T Tailors' Goose, 20c lb.; N Goggles, \$5.25 each. Handles, 85c; Asbestos No 60, \$8.00 set.

KNIVES—Hay—

Lightning, \$2.25; Iwan Sickle, \$3.25; Iwan Serrated, \$3.25; Heaths Upright, \$2.75.

KNOBS—Maple base, each, 5c; doz., 85c.

LADDERS—Extension, No. 1, \$1.00 foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—Q829, Eastern and Central States, \$9.00; Rocky Mt. and Pac. Coast States, \$9.50.

LAMPS, ELECTRIC—Hygrade, Save, B First, Whitelite, Marvel, Brito-Lite and other makes.

Type B Lamps—		Clear	Frosted
10 to 50 watts .....	.40	.45	
60 watts .....	.45	.50	
100 watts	1.00	1.10	
Type C Lamps—		Clear	Frosted
50 watts .....	.65	.70	
75 watts .....	.70	.75	
100 watts	1.00	1.10	
150 watts	1.40	1.50	
200 watts	1.90	2.00	

LANTERNS—Coleman Quick-Lite, Gasoline, LQ827—East and Central States, \$7.50; Rocky Mt. and Pac. Coast States, 8.00.

Note—General rise in lantern prices will be itemized next month. Ask your jobber.

LANTERNS—Diets Tubular—

HOT BLAST		Underwriter's Mill Lan-	
Little Star Tin Lanterns.....	1.50	terns.....	3.75
Hi-Lo Tin Lanterns.....	2.00	No. 2 Blissard Mill Lan-	
Victor Tin Lanterns.....	1.85	terns.....	3.75
Monarch Tin Lanterns.....	1.85	FIRE DEPT.*	
O. K. Tin Lanterns.....	1.50	King Fire Dept. Tin,	
No. 2 Royal Tin Lants.....	1.75	enamel finish.....	5.10

COLD BLAST		enamel finish	6.10
Junior Tin Lanterns	1.50	Same, Nickel-plated on	
Junior Brass Lanterns	2.50	Tin	5.65
Junior Brass Nickel-		Same, all Brass	
plated Lanterns	2.50	Same, Nickel-plated on	
		Brass	6.50

No. 3 Crescent Tin Lan- terns	2.10	No. 15 Wall Lanterns	3.00
No. 2 Blizzard Tin Lan- terns	1.85	No. 25 Wall Lanterns	3.15
No. 2 Large Fount Blis- sard Lanterns	2.00	No. 30 Beacon Wall Lan- terns	3.15
Little Wizard Tin Lan- terns	1.45	No. 60 Beacon Wall Lan- terns	9.00
D-Lite Tin Lanterns	1.65	STREET AND HANGING	
No. 2 Large Fount Wis- ard Lanterns	2.10	Pioneer Street Lanterns, Tin	7.50
		Same, Brass Founts	9.50

DASH AND WAGON		Same, all Brass	12.50
Buckeye Dash Lan'tns	2.00	Pioneer Hanging Lan-	
Junior Wagon Lan'tn	2.35	terns, Tin	8.10
Roadster Wagon Lan-		Same, Brass Founts	11.00
terns	2.35	PLATFORM	

DRIVING		Imperial Platform Lan-	
Eureka Driving, plain		terns	18.00
lens	2.50	No. 1 Climax Platform	
Same with optical lens	2.65	Lanterns	5.50
Oeto Driving, pl'n lens	4.50	No. 2 Climax Platform	
Same, optical lens	5.10	Lanterns	5.65
Union Driving, plain		Nos. 1 and 2 Climax	
lens	5.10	Nested	11.00
Same with optical lens	5.50	UNCLASSIFIED	

MILL		Police Flash Lanterns	2.00
Watchman's Mill Lan-		Traffic Signal Lanterns	4.85
terns, enamel fin.	2.50	No. 12 Display Stand and	
LEAD—Bar, 18c lb.; Calking		Assortment	25.00
(100 lbs.), 17c lb.; Pig (100			
lbs.), 16c lb.; Sheet (full),			
26c lb.; Wool, 85c lb.			
LEVELS—No. 86, 12-inch,			
\$3.85; 18-inch, \$4.00; 24-inch,			
\$4.75. No. 87, 12-inch,			
\$4.60; 18-inch, \$5.25; 24-inch,			
6.25.			

Marx Aluminum—12-inch, \$3.75; 18-inch, \$4.50; 24-inch, \$5.50; 28, \$6.25.
No. 95, 24-inch, \$8.00; 26-inch, \$8.25; 28-inch, \$8.50; 30-inch, \$9.00. No. 96, 24-inch, \$10.00; 28-inch, \$10.50; 30-inch, \$11.00.

Special Nos.—No. 0, \$2.00; 15, 24 and 26-inch, \$4.75; 15, 28 and 30-inch, \$5.00; 25, \$5.50. 84, \$1.85; 4524, \$5.00; 4424, \$6.50; 45½, \$5.25; 90, \$3.75; 98, \$5.00; 108, \$1.00.

LINES, CLOTHES—Cotton. Braided—40-foot, 25c each; 60-foot, 30c; 50-foot, 30c; 50-foot, 40.

Wire, Twisted—50-foot, 20 gauge, 40c each; 75-foot, 20 gauge, 50c; 100-foot, 20 gauge, 60c; 50-foot, 18 gauge, 55c; 75-foot, 18 gauge, 75c; 100-foot, 18 gauge, 90c.

Wire, Solid—100-foot, 10 gauge, 85c each.

LOOKS—Rim—Steel, 75c set; Cast, 60c set.

LUBRICANTS—Galena Superior Greases—

	1-lb.	2-lb.	3-lb.	5-lb.	7-lb.	10-lb.	25-lb.
Axle Grease .....	.12½	.35	.50	.70	1.10	2.30	
Superior Cup .....	.20	.40	.55	.85	1.60		
No. 2 Transmis'n		1.10			1.95		
No. 42 Transmis'n		1.15			2.10		
Black Transmission .....		.90			1.55		
Black Fibre Trans.		1.10			2.00		
Plow Grease .....	.10	.30	.45				

Galena Superior Oils—

	½-gal.	1-gal.	5-gal.	15-gal.	30-gal.	55-gal.
	can	can	can	gal.	gal.	gal.
Light Motor Oil .....	.70	1.20	4.65	.92	.81	.77
Medium Motor Oil .....	.70	1.20	4.80	.95	.84	.80
Heavy Motor Oil .....	.70	1.20	4.90	.96	.85	.81
Tractor No. 1		1.80	5.15	1.02	.91	.87
Tractor No. 2		1.80	5.30	1.08	.98	.89
600 Transmission .....		.95	3.50	.69	.58	.54
600 Steam Cyl.		1.15	4.50	.89	.78	.74
Castor Machine .....	.60	1.00	3.85	.76	.65	.61
Farm Mach. No. 2 .....	.55	.90	3.35	.66	.55	.51
Separator .....	.55	.90	3.30	.64	.54	.50

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, \$3.75; No. 40, 46-inch, with end, \$4.25; No. 5, 66-inch, open, \$4.65; No. 50, 65-inch, with end, \$5.00.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, \$1.85; 16x27, \$1.75; 18x30, \$3.00; 20x38, \$3.50; 22x38, \$4.00.

Cocoa Fibre, Medium—16x27, \$2.50; 18x30, \$2.75; 20x38, \$3.50.
Steel—15½x28½, \$2.25 each; 17½x30, \$3.00; 21½x36, \$4.25.

Steel Matting in Rolls—Per sq. ft., \$1.00.

MATTOCKS—

	Each.
Short Cutter, Standard, 5½ lbs.	1.25
Long Cutter, Standard, 6 lbs.	1.25
Pick, Standard, 6 lb.	1.25

MAULS—Post—10-lb., \$1.25 each; 13-lb., \$1.60; 16-lb., \$2.00; 18-lb., \$2.25; 20-lb., \$2.50.

Ship or Top, 25c lb.
Wood Choppers—Adze or Round Eye, 20c lb.

MILLS—Older—

	Junior	Senior
Medium	48.00	72.00
Force Feed	52.00	82.50

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.

O-Cedar, Handled—No. 4, small triangle, \$1.00 each; No. 3, large triangle, \$1.50; No. 10B, polish \$1.50.
Self-Wringing—No. 10, \$1.00 each.

Round—No. 1, \$1.75; No. 2, \$1.25.

MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 18, 35c each; No. 70, \$1.10; Janitor's, 75c each.

NAILS—Standard—All sizes, base, \$4.90. 6d and larger, 7c lb.; 5d and smaller, 8c; 2d Fine Blue (Lath) 10c. 25 lb. lot; add to selling base \$1.25 per keg. 50 lb. lots, 75c.
Cement Coated—All sizes, base, \$4.10. 6d and larger, 10c lb.; 5d and smaller, 12c.

Felt Roofing—½ inch Plain, 15c lb.; ¾ inch Galvanized, 18c.

Brads and Nails in Packages—All sizes, 40 per cent. Advances on Standard Wire Nails, in Kegs—

	Common	Box	Casing	Finish.	O.O.Box
2d	1.45	1.65	1.70	2.00	1.65
3d	1.15	1.30	1.35	1.55	1.30
4d .....	.80	*1.05	1.10	1.25	*1.05
5d .....	.75	1.00	1.05	1.20	1.00
6d .....	.60	.70	.75	1.00	.70
7d .....	.55	.65	.70	.70	.65
8d .....	.30	.45	.50	.60	.45
9d .....	.30	.45	.50	.60	.45
10d .....	.20	.30	.35	.45	.30
12d .....	.15	.25	.30	.40	.25
16d .....	.10	.15	.20	.25	...
20 to 60d Base		.05	.10	.15	...

Barbed Nails advance 25c over Smooth Nails.

*Orange Box, \$1.60.

2d Fine—Plain, \$1.95; Extra, \$1.95.
3d Fine—Plain, \$1.85; Extra, \$1.85.
Blued Lath Nails advance 25c over Fine Nails.

NAILS, SHOE—Corrugated—Brass Plated—No. ½-lb., 10c each; ¾-lb., 15c.

Wrought Brass—2-oz., 15c each; 4-oz., 25c.
Hob—¾, 30c lb.; larger, 30c.

Hungarian—Round or Cone Head—¼-lb., 5c each; ½-lb., 10c.

RETAIL SELLING PRICES—Continued.

NETTING, POULTRY—Hexagon, Galvanized after weaving—

2-inch, 20-gauge—	12	18	24	30
List Roll	2.14	3.08	3.92	4.68
Sell Full Roll	1.95	2.80	3.55	4.25
Sell Out (lineal foot) ..	.01½	.02½	.03	.03½
Width, inches—	36	48	60	72
List Roll	5.85	7.13	8.91	10.69
Sell Full Roll	4.75	6.40	8.00	9.65
Sell Out (lineal foot) ..	.04	.05½	.06½	.08
1½-inch, 20-gauge—	12	18	24	30
List Roll	8.15	4.58	5.78	6.90
Sell Full Roll	2.85	4.10	5.25	6.25
Sell Out (lineal foot) ..	.02½	.03½	.04½	.05½
Width, inches—	36	48	60	72
List Roll	7.88	10.50	13.13	15.75
Sell Full Roll	7.10	9.45	11.75	14.10
Sell Out (lineal foot) ..	.06	.07½	.10½	.12
1-inch, 20-gauge—	12	18	24	30
List Roll	4.95	7.12	9.08	10.83
Sell Full Roll	4.45	6.40	8.20	9.85
Sell Out (lineal foot) ..	.04	.05½	.07½	.08
Width, inches—	36	48	60	72
List Roll	12.38	16.50	20.63	24.75
Sell Full Roll	11.15	15.00	18.60	22.25
Sell Out (lineal foot) ..	.09½	.12½	.15½	.18½
¾-inch, 20-gauge—	12	18	24	30
List Roll	8.55	12.30	15.68	18.71
Sell Full Roll	7.75	11.10	14.10	16.85
Sell Out (lineal foot) ..	.07½	.09½	.12½	.14½
Width, inches—	36	48	60	72
List Roll	21.38	28.50	35.63	42.75
Sell Full Roll	19.25	25.65	32.00	38.50
Sell Out (lineal foot) ..	.15½	.22½	.27	.32

NIPPERS, CUTTING—

Bernard's—	14-inch	3.75
5-inch	3.35	
6-inch	2.65	
7-inch	3.25	
Nettleton's—	5-inch	1.00
6-inch	1.10	
7-inch	1.25	
8-inch	1.15	
10-inch	1.25	
12-inch	1.35	

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 8 for 5c; ¾, 3 for 5c; 7-16, 2 for 5c; ½, 3 for 5c; 9-16, each 5c; ¾, each 5c; ¾, 2 for 15c; ¾, each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ¾, 5 for 5c; 7-16, 3 for 5c; ½, 3 for 5c; 9-16, 2 for 5c; ¾, each 5c; ¾, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S.—3-16, 20c doz.; ¼, 25c; 5-16, 30c; ¾, 40c; 7-16, 50c; ¾, 75c; ¾, \$1.50.

OAKUM—Plumbers', 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 85c.
 Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c. oz. can, 85c.
 Winchester Utility—1-oz. bottle, 15c; 2½-oz. can, 25c.
 Many-use—3-oz. can, 35c.

OVENS PORTABLE—Boss—

No.	Each.	No.	Each.
Androck, complete....	1.10	2	3.75
Kerogas—		11	2.75
357	6.50	13	3.50
657	7.25	111	3.50
Perfection—		113	3.75
121 G	5.50	120	6.25
122 G	6.10	213	3.50
Pinney & Boyle—		220	7.00
1	3.35	313	4.35

PACKING—Sheet Rubber—Standard I. C., 40c lb.; Indian Red, 60c.

Italian Hemp—A, 1-inch, 45c lb.
 Square Flax, braided, 60c.
 Piston Spiral—Steam, high pressure, \$1.50; steam or water, low pressure, \$1.
 Asbestos Cement—7½ lb.
 Wicking, Asbestos—4-oz. ball, 30c.
 Cotton Candle—2-oz. ball, 10c.

PADLOCKS—Corbin—No. 958, 35c each; 2802½, 30c; 2822½, 40c; 2869, 75c; 2879, \$2.00; 2880, \$2.25; 2881, \$2.50; 2883, \$3.75.
 Miller—No. 1, \$1.35 each; 016, 25c; 18, 30c; 18D, 40c; 19, 30c; 21, 35c; 75, 40c; 76, 85c; 78, \$1.00; 96, 55c; 96O, 75c; 121, 45c; 5441, 85c.
 Yale—No. 228, 85c each; 225, \$1.00; 453J, 30c; 453X, 30c; 563, \$1.75; 565, \$2.10; 585, \$1.50; 685, \$1.50; 645J, 65c; 803, \$2.25; 805, \$2.25; 805½, \$2.50; 813, \$2.25; 815, \$2.35; 823, \$2.40; 833, \$3.00; 843, \$3.25; 853, \$3.50; 8454, \$2.75.

Slaymaker—No. 160, \$1.75 each; 178, 45c; 179, 55c; 189, 75c; 1092, 90c; 1093, \$1.10; 1098, \$1.10; 1902, 85c; 1903, 80c; 1904, 75c; 8901, 75c; 8902, 60c; 8903, 45c; 4026, 20c; 4078, 75c; 6180, 25c; 9902, 70c; 9903 N. O. 65c; 41090, 70c.

PAINT SUNDRIES—

Alcohol—(Denatured)—	Painters' Petroleum—
1 gallon	1-gal. Gal. 40
5 gallons	Paints, Ready Mixed—1st
Alum—	grade, white—
Pwd., less than 100	Gals. Gal. 4.40
lbs., lb.	½-gals. ½-Gal. 2.30
.17	Quarts Qt. 1.25
Benzine—	Pints Pt. .70
New cans, casd., gal. .60	½-pints ½-Pt. .40
Old cans, uncad., gal. .40	1st Grade, Colors—
Coal Tar—	Gals. Gal. 4.25
5-gal. Gal. .40	½-gals. ½-Gal. 2.25
1-gal. Gal. .55	Quarts Qt. 1.20
Creosote—	Pints Pt. .65
Gal. .... .85	½-pints ½-Pt. .35
Distillate—	2d Grade, White or
Light, gal. .... .40	Colors—
Glue—	Gals. Gal. 2.90
No. 2 Gelatine.... .50	½-gals. ½-Gal. 1.60
Chicago White .... .50	Quarts Qt. .95
Kalsomine, White—	Inside Floor—
Bbls., 280 lbs.... .08	Gals. Gal. 2.90
Kegs, 100 lbs.... .08½	½-gals. ½-Gal. 1.60
4 25-lb. pkgs., bulk .09	Quarts Qt. .95
25 lbs., bulk.... .09	Porch—
Less 25 lbs.... .09½	Gals. Gal. 4.25
100 lbs., 5-lb. pkgs. .09	½-gals. ½-Gal. 2.25
Less 100 lbs., pkgs. .09½	Quarts Qt. 1.20
Lamp Black—Bear Brand—	Plaster Paris—
1-S, lb. pkg.... .45	Less sack, lb. .... .10
½-S	Putty, Bladder—
.80	Less than 100 lbs. 07½
¼-S	Putty, Bulk—
.20	Lb.
Linseed Oil, Boiled—	1-lb. cans .... .15
5's	2-lb. cans .... .12½
1's	3-lb. Cans .... .09½
½'s	5-lb. cans .... .09
¼'s	10-lb. cans .... .08½
1/8's	25-lb. cans .... .08
Pt. 50	85 lb. cans .... .06½
Pt. 30	Rosin—
Raw Linseed Oil, 2c less	Lb. .... .14
than price of boiled. Paint-	Tints, Kalsomine—
ing contractors' price on	Barrels, 280 lbs.... .09
Linseed Oil, 5c above cost,	Kegs, 100 lbs.... .09½
according to quantity.	100-lb. bulk.... .10
Oil—	25-lb. bulk.... .10
Floor	Less 25 lbs.... .10½
Gloss	100 lbs., 5-lb. pkgs. .09½
Lard No. 1	Less 100 lbs., 5-lb.
Lin-O-Oil	pkgs. .... .10
Neatsfoot No. 1.... 2.40	Turpentine—
Neutral	5's
Paraffine	1's
.85	½'s
Paint, Dry Colors—	¾'s
Umber	1/8's
.12	Pt. 50
Chrome Green, Med.	¾'s
Graphite	Pt. 30
.07	Painting contractors' price
Metallic	on turpentine: 5 gals. or
.08	more, 2c above cost; less 5
Sienna	gals., 5c above cost.
.11	
Venetian Red .... .08	
Yellow Ochre .... .07	

PANS—Acme Frying—

No. 00, each .....	.20	No. 4, each .....	.55
No. 0, each .....	.35	No. 5, each .....	.60
No. 1, each .....	.40	No. 6, each .....	.80
No. 2, each .....	.45	No. 7, each .....	.90
No. 3, each .....	.50		

PAPER, BUILDING—

	Light.	Medium.	Heavy.
Roofing—			
Plymouth, Smooth	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Asbestos	4.25	4.75	5.25
H & H	2.50	3.00	3.50
Pioneer, Flaxine	8.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Pioneer, Slate	3.75	3.25	3.75
Certain-teed	2.50	2.75	3.25
Major	2.25	2.25	2.75
Guard	1.75		
Pioneer Sheathing, Gray—Per roll, 20-lb., \$1.00; 25-lb., \$1.25; 30-lb., \$1.50.			
Shingles, Slate, Red or Green—Individual (424 per square), \$10.00 square. Strip or Slab (104 per square), \$9.00.			
Tin Caps—1½-inch, 30c per lb.			
Felt—Asphalt Saturated, \$2.75 per roll. Deadening, 6½c per lb. Insulating, Saturated, \$1.75 per roll; Saturated and Coated, \$2.75.			

RETAIL SELLING PRICES—Continued.

SAND AND EMERY—Per quire of sheets—

	0	1	1 1/2	2	2 1/2	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75
B & A	.45	.50	.55	.60	.75	.85
Astec	.40	.45	.50	.60	.70	.75
Aloxite	.80	.85	.90	1.00	1.10	1.20
				1.20	1.45	

PEAVIES—

Socket.			Socket.		
Maple, Hickory.			Maple, Hickory.		
2 1/4 x 4	4.15	5.00	2 1/4 x 4 1/2	5.25	7.00
2 1/4 x 4 1/2	4.30	5.50	5	5.50	7.25
2 1/4 x 4 3/4	4.50	6.25	8 x 5	6.25	8.25
2 1/4 x 5	4.75	6.50			

PERCOLATORS, COFFEE—Universal—

46	4.50	74	5.50
48	5.00	76	6.00
52	4.25	79	6.75
54	4.50	714	7.50
56	5.00	464	5.75
58	5.75	466	6.25
64	5.00	469	7.00
66	5.50	474	6.25
69	6.25	476	6.75
614	7.00	479	7.50

Percolator Tops, 10c each.

PICKS—Railroad, 5-lb., 95c each; 6-lb., \$1.00; 7-lb., \$1.15; 8-lb., \$1.25; 9-lb., \$1.35.

Drifting—No. 1, 90c each; 2, 95c; 3, \$1.00; 4, \$1.15;

PINS—Clothes—C—Common, 10c doz.; US—Spring, 20c; H—Hoyt's Spring, 15c.

PINNERS—Carpenters'—6-in., 70c; 8-in., 85c; 10-in., \$1.10.

PIPE—(See Plumbing Prices, Page 169).

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.

4-inch, Japan, 40c; 3-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.

Half Joints—5-inch, 20c joint; 6-inch, 30c.

Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16, 60c each.

Dampers—No. 8, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj. 4 P., 35c; 4, 40c; 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Flue Stops, Nos. 1 and 86, 20c each; 3, 20c each; 80, 20c.

3, 3 1/2 (in kegs), 35c lb.; 4, 5, 85c; 6, 7, 8, 85c; 10, 85c.

Roof Plates and Saddles, Nos. 15, 16 (Slide), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS, AUTOMATIC—Colt's—A 252 (CA25), \$16.50 each; A323 1/2 (CA32), \$19.50; A3803 1/2 (CA380), \$19.50; 384 1/2 (CA384 1/2), \$36.75; 455 (CA455), \$34.00.

Remington—51, \$19.50.

Savage—1907, 32 Cal., \$25.00; 380 Cal., \$26.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., \$1.25; 25-lb., \$2.50; 50-lb., \$4.50; 1/4-bbl., \$9.00; bbl., \$13.50.

PLANES—Stanley—No. 1, \$2.95 each; 2, \$3.85; 3, \$4.10; 3C, \$4.25; 4, \$4.35; 4C, \$4.60; 4 1/2, \$5.00; 4 1/2 C, \$5.35; 5, \$5.50; 5C, \$5.25; 5 1/2, \$5.85; 5 1/2 C, \$6.00; 6, \$6.60; 6C, \$6.90; 7, \$7.50; 7C, \$7.65; 8, \$8.35; 8C, \$9.25; 9, \$9.15; 9 1/2, \$9.25; 9 1/2 C, \$9.65; 10, \$9.65; 10 1/2, \$9.40; 12, \$9.00; 12 1/2, \$9.60; 15, \$2.10; 15 1/2, \$2.85; 16, \$2.50; 17, \$2.85; 18, \$2.85; 19, \$2.85; 20, \$2.85; 24, \$3.10; 25, \$2.85; 26, \$3.20; 27 1/2, \$3.75; 28, \$4.15; 29, \$4.65; 31, \$4.50; 32, \$5.00; 35, \$3.75; 36, \$4.50; 37, \$5.00; 40, \$2.20; 40 1/2, 3.00; 45, \$14.00; 46, \$9.80; 47, 7.65; 48, \$5.25; 49, \$5.25; 50, \$7.90; 51, \$25.50; 60, \$2.60; 60 1/2, \$2.85; 61, \$2.25; 62, \$5.65; 65, \$3.15; 65 1/2, \$2.60; 71, \$3.95; 71 1/2, \$3.20; 72, \$4.85; 74, \$10.25; 75, 75c; 78, \$3.25; 85, \$4.60; 90, \$3.95; 92, \$4.00; 93, \$4.85; 94, \$5.65; 95, \$2.00; 97, \$3.95; 98, \$2.00; 99, \$2.00; 100, 60c; 101, 50c; 102, 95c; 103, \$1.25; 110, \$1.30; 112, \$4.50; 113, \$7.45; 120, \$1.75; 130, \$1.80; 131, \$2.75; 140, \$3.00; 146, \$4.00; 147, \$4.25; 148, \$4.65; 171, \$5.95; 190, \$2.90; 191, \$2.90; 192, \$2.65; 203, \$1.50; 212, \$3.10; 220, \$1.70; 278, \$3.25; 289, \$4.00; 444, \$11.00; 602, \$4.30; 603, \$4.90; 604, \$5.30; 604C, \$5.55; 604 1/2, \$6.15; 605, \$6.15; 605C, \$6.45; 605 1/2, \$6.75; 606, \$7.85; 606C, \$8.25; 607, \$9.90; 607C, \$9.45; 608, \$10.70; 608C, \$11.20.

No. 39—1/4, \$2.90; 1/2, \$3.20; 3/4, \$3.40; 1, \$3.55; 1 1/2, \$3.70; 13-16, \$3.85; 1 1/2, \$3.85; 1, \$3.85.

Stanley Block Plane Irons—100 and 101, 15c; 102 and 103, 20c; 110 and 130, 30c; 120 and 220, 40c; 140, 50c; 9 1/2 and 9 3/4, 40c; 15, 16, 17, 18, 19, 40c; 60 and 65, 40c. 3 1/2-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, \$2.00. inch, 15c; 3 1/2-inch, 20c. No. 361, 40c. No. 362, 65c. No. 371, \$1.00.

PLATES, GAS, HOT—No. 501, \$3.50 each; 502, \$5.75; 503, \$8.50; 702, \$7.75; 708, \$11.50; 722, \$8.50; 723, \$12.50; 1001, \$2.50; 1002, \$4.25.

PLIERS—Klein's No. 201—6-inch, \$2.25 each; 7-inch, \$3.50; 8-inch, \$4.00; 9-inch, \$4.75. Bernard's No. 102—4 1/4-inch, \$1.50; 5 1/4-inch, \$1.85; 6 1/4-inch, \$2.25; 8-inch, \$3.25.

PLUGS—Spark—\$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, \$2.00; 9-inch, \$2.25; 12-inch, \$2.75; 18-inch, \$3.50; 24-inch, \$4.00. No. 37, 12-inch, \$3.75; 18-inch, \$4.50; 24-inch, \$5.25. No. 37G, 12-inch, \$3.75; 18-inch, \$4.50. No. 34G, 4-inch, \$1.65; 6-inch, \$2.00; 8-inch, \$2.75; 10-inch, \$3.25.

Wood, Stanley or Disston—No. 00, \$1.50; 0, \$1.65; 2, \$2.25; 3, \$2.75; 8, \$3.50. No. 18, 26-inch, \$3.25; 28-inch, \$3.35; 30-inch, \$3.85. No. 15, 26-inch, \$3.85; 28-inch, \$4.00; 30-inch, \$4.00. 30, \$3.85; 35, \$3.00; 45 1/2, \$4.75. No. 93, 26-inch, \$4.65; 28-inch, \$4.85; 30-inch, \$5.00. 95, \$7.75; 96, \$9.25; 102, 75c; 104, \$1.00.

Pocket, Stanley—No. 31, 3 1/4-inch, 55c each; 3-inch, 65c; 3 1/4-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, \$2.35.

Extra Level Glasses—No. 1, 1 1/4 to 2-inch, 15c each; 2 1/4-inch, 15c; 3 1/4-inch, 20c. No. 361, 40c. No. 362, 65c. No. 371, \$1.00.

POKERS, STOVE—No. 100, Straight, 20-inch, 20c; 105, Bent, 20-inch, 20c.

POLISH (AUTO)—Duroloc, 1 pt., 60c; 1 qt., \$1.00.

POLISH (FURNITURE)—Duroloc, 1 pt., 60c; 1 qt., \$1.00.

Calol, 1/4 pt., 30c each; 1 pint, 45c; 1 quart, 65c; 1/2 gallon, \$1.15; 1 gallon, \$2.00; 5 gallons, \$7.50.

Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart, \$1.00.

O-Cedar—4 ounce, 25c each; 12 ounce, 50c; quart, \$1.00; 1/2 gallon, \$2.00; gallon, \$3.00.

Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c; 2 pounds, \$1.70; 5 pounds, \$3.00.

METAL—NonOlio, 1/2 pint, 50c each; 1 pint, 75c; 1 quart, \$1.25.

SHOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 O S Shoe Satin, 15c; 1 O Satinola, 10c; 2 O Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P Satinola, 15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk, 25c; 2, Black Eagle, 25c; 10 E Enameline, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, \$1.75; 01, Black Eagle, 45c; 95 Black Eagle, \$2.00; 4 E Enameline, 15c; 6 E Enameline, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

POTS—Fire—

Gasoline, C & L—	Tin—
20	4 Quart
21	6 Quart
71	8 Quart
72	10 Quart
5	Glue—
1	000, 1/4-pt.
1	000, 1-pt.
4	0, 1 1/4-pt.
6	1, 1 1/4-pt.
8	2, 2-pt.
10	Melting—
12	5-in.
16	6-in.

PULLERS—Nail—Rex, \$1.50 each; Rex, Jr., \$1.25; Red Devil, \$2.50; Morrill's, \$3.75; Little Giant, \$2.25.

PULLEYS—Brass Screw, No. 350, 1/2-inch, 15c each; 1/4, 30c; 3/4, 25c; 1, 30c; 1 1/4, 35c; 1 1/2, 40c. No. 370, 1/2-inch, 35c each; 1, 40c.

PULLEYS—Brass Screw, No. 35, 1/2-inch, 15c each; 1/4, 30c; 3/4, 25c; 1, 30c; 1 1/4, 35c; 1 1/2, 40c. No. 37, 1/2-inch, 35c.

Clothes Line—No. 30, 3 1/2-inch, 45c; No. 60, 6-inch, 70c.

No. 64, 20c; No. 65, 2 1/4-inch, 20c; No. 67, 2 1/2-inch, 16c; 2-inch, 25c; No. 6500, 5 1/4-inch, 55c; No. 6500G, 5 1/4-inch, 65c.

Hay Fork—No. 566, for rope, 75c; No. 1651, for wire rope, \$1.75.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, \$1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, \$3.85; 2, \$4.25; 3, \$5.00; 4, \$6.00.

PUTTY—Per lb., 15c.

RAKES, GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, \$1.10; 14-tooth, \$1.25. Steel Row, 11 and 12-tooth, \$1.35; 18 and 14-tooth, \$1.45; 15 and 16-tooth, \$1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each \$1.00; 16-in., \$1.25; 18-in., \$1.60.

Flanged Horse Rasps—14-in., each \$1.25; 16-in., \$1.50; 18-in., \$2.00.

Half Round Cabinet—10-in., each \$1.25; 12-in., \$1.50; 14-in., \$2.00; 16-in., \$2.50; 18-in., \$3.00.

Half Round Wood—10-in., each \$1.00; 12-in., \$1.25; 14-in., \$1.65; 16-in., \$2.25; 18-in., \$2.90.

Flat Wood—10-in., each 95c; 12-in., \$1.25; 14-in., \$1.50; 16-in., \$2.00; 18-in., \$2.60.

RAZORS (SAFETY)—Eveready—

No.	No.
700, each	706 B, 6 Blades, Pkg..
2, each	706 B, 12 Blades, Pkg..
	Gem
800, each	800 B, 7 Blades, Pkg..
	Enders
900, each	900 B, 5 Blades, Pkg..

RETAIL SELLING PRICES—Continued.

RAZORS, SAFETY—Continued—

Durham Domino			
1, each	1.00	8 Blades, Pkg.	.35
2, each	2.00	5 Blades, Pkg.	.50
Gillette			
Old Type—		New Type —	
Brownie	1.00	New Standard, Bostonian,	
Pioneer	2.50	Richwood, Big Fellow—	
Pocket	8.00		
Blades—		Each	5.00
6 Blades, ½ pkg.	.50	Gold Plated	6.00
12 Blades, Pkg.	1.00	Traveler	7.50
AutoStop			
1, 7, 8, set	5.00	2548, set	5.00
15, set	6.50	600 B, Blades, pkg.	1.00
25, set	8.50	600½ B Blades, pkg.	.50
251, set	5.00		

REELS—Hose—No. 1 Wire, \$1.65 each; No. 1, Wood, \$3.25.

REVOLVERS—

Colts, Model		Each
Pocket Positive	.....	23.00
Police Positive Spec.	.....	25.00
Police Positive Tgt.	.....	27.00
Army Special	.....	26.00
New Service	.....	31.00
Single Action	.....	29.00
Harrington & Richardson		
203, 223	.....	11.50
203 B, 223 B	.....	12.00
204, 224	.....	12.00
204 B, 224 B	.....	12.50
268, 278	.....	12.50
268 B, 278 B	.....	12.75
264, 274	.....	12.75
264 B, 274 B	.....	13.00
Iver Johnson—		
800, 303, 323	.....	11.75
300 B, 308 B	.....	11.75
804	.....	12.00

RIFLES—No. and Model—

Daisy Air—		Each
25	.....	5.25
40	.....	5.25
8	.....	8.15
30	.....	2.75
11	.....	2.25
12	.....	1.75
King Air—		
4	.....	2.50
5	.....	2.75
21	.....	1.50
22	.....	1.75
304 B	.....	17.25
323 B	.....	17.00
324	.....	17.00
324 B	.....	17.25
348, 358	.....	17.75
348 B, 358 B	.....	18.00
344, 354	.....	18.00
344 B, 354 B	.....	18.50
364 B	.....	19.25
365 B	.....	19.50
Smith & Wesson—		
1905 Military Police	.....	31.00
Regulation Police	.....	29.00
1903 Hand Ejector	.....	27.50
38 S. & W. Perfected	.....	27.50
1908 Military	.....	35.00
1911 Target	.....	31.50
New Departure 88	.....	27.50
Marlin—		Each
20 TD—Octagon Brl.	.....	18.50
27 TD—Round Brl.	.....	21.80
TD—Octagon Barrel	.....	24.55
29 TD—Round Brl.	.....	15.60
1897 TD—Round Brl.	.....	22.75
TD—Octagon Barrel	.....	24.80
Remington—		
4 TD—Octagon Brl.	.....	15.54

RIVETS—Slotted Clinch, Coppered Steel—No. 50's, 15c box; 100's, 10c box.

Copper—With Burrs—					
Size.	½ Lbs.	Lbs.	Size.	½ Lbs.	Lbs.
7—St'r Lgths.	.30	.55	7—Asst.	.30	.55
8	.30	.55	8	.30	.55
9	.30	.55	9	.30	.55
10	.30	.55	10	.30	.55
12	.30	.55	12	.30	.55

Copper Iron, with Burrs—08 Asst., 15c, ½-lb. box; 010, 20c.

RIVETS—Tinners—Black, in bulk, all sizes, 30c per lb.; Tinned, in bulk, 30c; Tinned, in papers, 8 oz., 30c; 12 oz., 40c; 14 oz., 45c; 1 lb., 45c; 1½ lb., 60c; 2 lb., 75c; 2½ lb., 90c; 3½ lb., \$1.15; 4 lb., \$1.30; 5 lb., \$1.60; 6 lb., \$1.75; 7 lb., \$2.00; 8 lb., \$2.25; 10 lb., \$2.75; 12 lb., \$3.25; 14 lb., \$3.75.

Tubular Harness—50S, per box, 30c; 100S, 35c.

ROOFING—(See Paper).

ROPE—Cotton—									
3-16	¾	¾	¾	¾	¾	¾	¾	¾	1
Ft. per lb.	66	45	30	12	8	6	4½	4	1
Cents per ft.	1	1½	3	5	8	10	17	25	1
Manila—									
3-16	¾	¾	¾	¾	¾	¾	¾	¾	1
Ft. per lb.	70	40	24	14	8	6.8	4.9	3.6	1
Cents per ft.	½	¾	1¼	2	3¼	3½	5	7	1
Sisal—									
Ft. per lb.	70	40	24	14	8	6.8	4.9	3.6	1
Cents per ft.	¾	¾	1	1½	3	3¼	5	6¼	1
Galv. Wire—									
Cents per ft.	1¼	2¼	4¼	7¼	...	...	...	...	...
Thimbles	5	7½	10	15	15	20	25	30	35
Clips, Galv.	7½	10	15	20	25	35	40	45	50
Clips, Jap'd	6	7¼	10	15	20	25	30	35	40

ROPE—(Portland Cordage Co. List)—Basis Prices—Per lb. ¾-in. diameter or larger—Manila, Cloverleaf, 18c; Manila, Seaport, 16½c; Life Line Lariat, 3 or 4 strand, 38c; Bronco Lariat, Red Thread, 3 or 4 strand, 30c; Black Hawk Lariat, 4 strand, 7-16-in., 20c; White Sisal Lariat, Red Thread, 3 or 4 strand, 20c; White Sisal, 16c; Sisal, 15c.

Differentials—2-16-in. dia. (6 thread fine), 2¼c; ¾-in. 5-16-in. (6 and 9 thread), 2c; ¾-in. (12 thread), 1¼c; 7-16, ¾, 9-16-in. (1¼, 1½, 1¾ cir.), 1c; ¾-in. (2-in. cir.), ¾c.

RULES—Boxwood—Lufkin, Stanley—No. 171 (86), 60c each; 372 (86½), 85c; 386 (32), 90c; 388 (32½), \$1.25; 463 (69), 20c; 651 (68), 25c; 702 (18), 45c; 751 (61), 35c; 761 (68), 45c; 762 B (7), \$1.25; 771 (84), 75c; 780 (62½), 95c; 781 (62), 95c; 861A (53½), 95c; 862C (83½), \$1.50; 871 (52), 85c; 881 (54), \$1.00; 8851 (66½), 70; 8861 (66¼), 80c; 8881 66¼, \$1.75; 4883 (94), \$3.00.

Rules, Steel—No. 17, Blacksmiths', 90c each; 041, Pocket, 25c; 1131, 1141, Zig-zag, 65c; 1132, 1142, Zig-zag \$1.25; 1143, Zig-zag, \$1.85.

Rules, ZIG-ZAG—Lufkin, Stanley—No. 204, 75c each; 206, 95c; 804F, 35c; 806F, 55c; 8513 (03), 30c; 8514 (04), 35c; 8515 (05), 45c; 8516 (06), 60c; 8518 (08), 75c; 8523 (403F), 25c; 8524 (404F), 40c; 8525 (405F), 45c; 8526 (406F), 55c; 8613 (103), 30c; 8614 (104), 40c; 8615 (105), 50c; 8616 (106), 60c; 8624 (854F), 40c; 8626 (856F), 60c.

SAWS—One Man—Cross-cut—

Disston		Chinook		Royal	
3½ ft.	4.75	5 ft.	8.25	.....	.....
4 ft.	5.25	5½ ft.	8.50	.....	.....
4½ ft.	6.00	6 ft.	9.25	11.50	.....
5 ft.	6.75	6½ ft.	10.50	18.00	.....
5½ ft.	7.00	7 ft.	11.50	14.00	.....
		7½ ft.	12.50	15.25	.....

Atkins Crosscut Nos. 51, 52, 545, and Simonds Falling, same price as Royal Chinook.

SAWS—Hand—

4, 5, Simonds		No. 10 Simonds or 7 Disston	
12 Disston or 69 Atkins		16 inch	2.10
18 inch	2.95	30 inch	2.35
20 inch	3.20	32 inch	2.50
22 inch	3.50	34 inch	2.60
24 inch	3.80	36 inch	2.75
26 inch	4.10	38 inch	2.95
28 inch	4.45	40 inch	3.15
No. 7, 7½, 8, 9 Simonds, DS		No. 120 Disston or 4 Simonds	
Disston or 51 Atkins		26 inch	6.30
18 inch	2.85	28 inch	6.60
20 inch	2.80	30 inch	6.80
22 inch	2.80	32 inch	6.90
24 inch	2.80	34 inch	7.10
26 inch	3.15	36 inch	7.35
28 inch	3.60	38 inch	7.60

SAWS—

	10-in.	12-in.	14-in.	16-in.
Back, No. 4	2.25	2.50	3.00	3.25
Compass, No. 2	.75	.75	.80	.85
Compass, No. 30	.45	.45	.45	.45
Kitchen, No. 0	...	.70	.75	.80

Butcher—

	18-in.	20-in.	22-in.	24-in.	26-in.
No. 5	3.50	3.50	3.75	3.75	4.00
No. 7	2.50	2.75	2.75	3.00	...
No. 70	1.75	1.85	2.00	2.10	...

Panel—

	2.00	2.25	2.50	2.75	...
No. 7	2.00	2.25	2.50	2.75	...
No. 8	...	2.50	2.75	3.00	...
No. 12	3.00	3.25	3.50	3.75	...
No. 091	.95	1.00	1.10	1.25	...
Plymouth	2.25	2.85	2.50	...	...

BUCK—No. 40, \$2.50; No. 302, \$1.50; No. 617, \$1.65; No. 618, \$1.65; No. 623, \$1.75; No. 677, \$2.25.

Blades—No. 4, 4B, 66, 75c; No. 77, \$1.25. Rods, 20c.

Coping—No. 100, 30c; No. 110, 45c.

Keyhole—No. 5, 45c; No. 95, 75c.

Pruning—Disston No. 4, 16-in., \$1.75; 18-in., \$1.85; No. 50, 12-in., \$1.15; 14-in., \$1.25; No. 111, \$2.35.

SAW CLAMPS—No. 3, \$2.50; 0, \$1.35. Perfection, No. 1W, \$3.50; No. 2W, \$3.25; No. 2W, \$3.50; No. 11, with Guide, \$3.25; Bishop's No. 750, 85c; Stearns, No. 105, \$2.75; No. 200, \$1.75; N38, \$2.25; No. 8, Disston, \$4.50.

RETAIL SELLING PRICES—Continued.

SAW SETS—		X CUT—		1 1/4	.25	.30	.30	.45	.50
201 G & P	1.50	Morrill No. 3	1.80	1 1/2	.30	.30	.35	.45	.55
Spec. Morrill	2.00	Baker No. 3	2.25	1 3/4	.30	.30	.35	.50	.60
105 Morrill	.60	Colonial	1.40	2	.30	.35	.40	.50	.60
1 Morrill	2.00	7 Taintor	2.00	2 1/4	.35	.40	.40	.55	.65
10	1.20	28 Triumph	1.65	2 1/2	.40	.45	.45	.55	.70
77	1.00	Hammer	.85	3	.45	.50	.55	.60	.80
SAW TOOLS—		Lever	.25	3 1/4	...	...	...	.70	.90
Clipper Outfit	.75	Morin No. 2	4.75	4	...	...	...	.80	1.00
Morrill's Raker Gauge—		Morin No. 2 1/2	6.00	Length	1/4-in.	1/2-in.	3/4-in.	1-in.	1
No. 1	1.50	Morin No. 3	2.00	1	.70	.90	.90	1.30	...
No. 6	2.25	Setting Tool Diastan—	.80	1 1/4	.70	.90	.90	1.30	...
No. 9	2.50	No. 100	...	1 1/2	.75	.95	.95	1.30	...
Atkins Raker Swage...	.45	No. 4 Setting Blocks—	1.85	1 3/4	.80	1.00	1.00	1.45	1.65
5-M Tooth Gauge...	.25	No. 4 Blocks, Morin	1.85	2	.85	1.10	1.10	1.55	1.80
Jointers Pikes Perf.	.75	Swages No. 0 Dist.	4.75	2 1/4	.90	1.20	1.20	1.65	1.95
Jointers No. 7 Sterns	.70	Swages, Whittings	1.00	2 1/2	.95	1.25	1.25	1.70	2.10
		Atkins, Rex	1.00	3	1.10	1.45	1.45	1.90	2.45
		Atkins, Excelsior	.85	3 1/4	1.25	1.70	1.70	2.15	2.75
SCALES—Family, testing without scoop, \$3.00; with scoop, \$3.75; Peddlers' glass sash, \$5.25; glass sash with chains, \$5.75; brass dial, \$6.75; brass dial with chains, \$7.00.				4	1.45	1.95	1.95	2.40	3.10
Spring Balance, No. 50, 20c each; 51, 40c; 84, \$1.25; 86, \$3.75; 87, \$7.00.				CAP—S. A. E. Thread, Steel—					
SCISSORS—Cast—No. 10, 60c each; No. 44, 7 1/2 inch, 60c; 8 1/4 inch, 65c; 240, 4 inch, 25c; 4 1/4 inch, 25c; 255, 4 inch, 30c; 4 1/4 inch, 35c; 5 inch, 35c; 5 1/2 inch, 40c; 6 inch, 45c; 320, 85c; \$50, 75c.				Length	1/4-in.	1/2-in.	3/4-in.	1-in.	1 1/4-in.
Wiss—No. 4BH, \$1.25 each; 54 1/4, 85c; 155, 90c; 55 1/4, 95c; 56, \$1.00; 56 1/2, \$1.05; 57, \$1.10; 154 1/2, \$1.00; 155, \$1.05; 155 1/2, \$1.10; 156, \$1.15; 156 1/2, \$1.25; 157, \$1.30; 364, \$1.10; 364 1/2, \$1.15; 365, \$1.20; 366, \$1.25; 468, 95c; 468 1/2, \$1.00; 464, \$1.10; 578, \$1.15; 578 1/2, \$1.25; 574 1/2, \$1.40; 668, \$1.15; 668 1/2, \$1.25; 664, \$1.40; 768, 95c; 763 1/2, \$1.00; 764, \$1.05; 764 1/2, \$1.10; 765, \$1.15; 765 1/2, \$1.20; 766, \$1.25; 778, \$1.05; 773 1/2, \$1.10; 774, \$1.15; 814, \$1.15; 814 1/2, \$1.20; 815, \$1.25; 815 1/2, \$1.30; 816, \$1.35.			1	.25	.30	.35	.45	.55	
SCOOPS—Common Hollow Back—Black—No. 2, \$2.15 each; 3, \$2.25; 4, \$2.35; 5, \$2.45; 6, \$2.55; 7, \$2.65; 8, \$2.75; 9, \$2.85; 10, \$3.00.				1 1/4	.30	.35	.40	.50	.60
SCREEN DOORS—(See Doors).				1 1/2	.35	.40	.45	.55	.65
SCREENS, WINDOW—Adjustable Continental Wood Frame—No. 1533, 55c each; 1833, 60c; 2433, 75c; 2437, 85c; 2837, 95c; 3033, 95c; 3037, \$1.05.				1 3/4	.40	.45	.50	.60	.70
Sherwood Steel Frame—No. 1833, 75c each; 2433, 90c; 2437, 95c; 3037, \$1.20.				2	.45	.50	.55	.65	.75
SCREWS—				2 1/4	.50	.55	.60	.70	.80
Machine—Brass, Flat or Round Head—				2 1/2	.55	.60	.65	.75	.85
Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.				3	.60	.65	.70	.80	.90
Size	1/4-in.	1/2-in.	3/4-in.	1-in.	1 1/4-in.	1 1/2-in.	1 3/4-in.	2-in.	2 1/4-in.
2	.20	.20	.20	.25	.30	.35	.40	.45	.50
3	.20	.20	.20	.25	.30	.35	.40	.45	.50
4	.20	.20	.25	.30	.35	.40	.45	.50	.55
6	.25	.30	.30	.35	.40	.45	.50	.55	.60
8	.40	.40	.45	.50	.60	.65	.70	.75	.80
10	.50	.55	.65	.75	.90	1.00	1.10	1.20	1.30
12	.65	.75	.85	.90	1.15	1.30	1.45	1.60	1.75
14	1.30	1.00	1.60	1.70	2.00	2.30	2.60	2.90	3.20
5-16	2.25	2.50	2.70	3.15	3.50	3.85	4.20	4.55	4.90
3/4	2.60	2.95	3.00	3.85	4.20	4.55	4.90	5.25	5.60
Size	1 1/4-in.	1 1/2-in.	1 3/4-in.	2-in.	2 1/4-in.	2 1/2-in.	2 3/4-in.	3-in.	3 1/4-in.
4	.40	.50	.55	.60	.65	.70	.75	.80	.85
6	.55	.70	.75	.80	.85	.90	.95	1.00	1.05
8	.75	.85	1.05	1.25	1.45	1.65	1.85	2.05	2.25
10	1.05	1.20	1.35	1.55	1.75	1.95	2.15	2.35	2.55
12	1.30	1.45	1.70	1.90	2.10	2.30	2.50	2.70	2.90
14	1.80	2.20	2.60	3.15	3.60	4.05	4.50	4.95	5.40
5-16	3.60	4.00	4.50	5.00	5.50	6.00	6.50	7.00	7.50
3/4	4.50	5.40	5.80	6.15	6.50	6.85	7.20	7.55	7.90
Iron—Flat or Round Head—				SET—Square Head, V or U. S. S. Thread—		Prices shown are for dozen lots. For the price on one only, use one-tenth of the dozen price shown.		WOOD—Steel, Flat or Round Head—	
Size	1/4-in.	1/2-in.	3/4-in.	1-in.	1 1/4-in.	1 1/2-in.	1 3/4-in.	2-in.	2 1/4-in.
2	.15	.15	.15	.20	.25	.30	.35	.40	.45
3	.15	.15	.15	.20	.25	.30	.35	.40	.45
4	.15	.15	.15	.20	.25	.30	.35	.40	.45
6	.15	.15	.20	.20	.25	.30	.35	.40	.45
8	.20	.20	.20	.25	.30	.35	.40	.45	.50
10	.30	.30	.30	.35	.40	.45	.50	.55	.60
12	.30	.35	.35	.40	.45	.50	.55	.60	.65
14	.45	.50	.50	.55	.60	.65	.70	.75	.80
5-16	.80	.85	.90	1.00	1.10	1.20	1.30	1.40	1.50
3/4	1.00	1.00	1.05	1.15	1.25	1.35	1.45	1.55	1.65
Size	1 1/4-in.	1 1/2-in.	1 3/4-in.	2-in.	2 1/4-in.	2 1/2-in.	2 3/4-in.	3-in.	3 1/4-in.
4	.25	.30	.35	.40	.45	.50	.55	.60	.65
6	.30	.35	.40	.45	.50	.55	.60	.65	.70
8	.30	.35	.45	.50	.55	.60	.65	.70	.75
10	.45	.55	.60	.70	.75	.80	.85	.90	.95
12	.50	.60	.65	.75	.80	.85	.90	.95	1.00
14	.75	.85	1.00	1.20	1.30	1.40	1.50	1.60	1.70
5-16	1.15	1.30	1.45	1.60	1.75	1.90	2.05	2.20	2.35
3/4	1.30	1.45	1.70	1.85	2.00	2.15	2.30	2.45	2.60
Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.				CAP—U. S. S. Thread—Iron—		Length		1/4-in.	
Size	1 1/4-in.	1 1/2-in.	1 3/4-in.	2-in.	2 1/4-in.	2 1/2-in.	2 3/4-in.	3-in.	3 1/4-in.
4	.25	.30	.30	.40	.45	.50	.55	.60	.65
6	.25	.30	.30	.40	.45	.50	.55	.60	.65
8	.25	.30	.30	.40	.45	.50	.55	.60	.65
10	.25	.30	.30	.40	.45	.50	.55	.60	.65
12	.25	.30	.30	.40	.45	.50	.55	.60	.65
14	.25	.30	.30	.40	.45	.50	.55	.60	.65
16	.25	.30	.30	.40	.45	.50	.55	.60	.65
18	.25	.30	.30	.40	.45	.50	.55	.60	.65
20	.25	.30	.30	.40	.45	.50	.55	.60	.65
Size	1 1/4-in.	1 1/2-in.	1 3/4-in.	2-in.	2 1/4-in.	2 1/2-in.	2 3/4-in.	3-in.	3 1/4-in.
3	.30	.35	.35	.45	.50	.55	.60	.65	.70
4	.35	.40	.40	.50	.55	.60	.65	.70	.75

RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

5.....	.85	.40	.45	.50	.55	.70	...
6.....	.40	.40	.50	.55	.60	.70	1.05
7.....	.40	.45	.50	.55	.60	.75	1.05
8.....	.40	.45	.55	.60	.65	.80	1.10
9.....	.45	.50	.55	.60	.65	.80	1.15
10.....	.50	.50	.60	.65	.70	.85	1.15
11.....	.50	.55	.60	.65	.75	.90	1.15
12.....	.55	.60	.65	.70	.80	.95	1.15
13.....	.60	.65	.70	.80	.85	.95	1.20
14.....	.65	.70	.80	.85	.95	1.00	1.25
15.....	.75	.80	.95	.95	1.10	1.15	1.35
16.....	.90	1.00	1.05	1.10	1.25	1.80	1.50
17.....	.90	1.15	1.35	1.20	1.35	1.50	1.70
18.....	1.15	1.35	1.40	1.50	1.60	1.65	1.95
20.....	1.40	1.50	1.60	1.70	1.85	2.05	2.35

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head Bright.

SAFETY SET—(Bristle)—

1/4-inch, 10c each; 5-16, 10c; 3/8, 10c; 7-16, 10c; 1/2, 12 1/2c; 5/8, 15c; 3/4, 20c; 1, 25c; 1-inch, 35c.

SCREWS—Lag—Gimlet Point, Square Head—80% below.

	1/4, 5-16-in.	3/8-in.	1/2-in.	5/8-in.	3/4-in.	1-in.	1 1/4-in.
1 ..	20 1.50	...	...	...	...	...	...
1 1/4 ..	20 1.50	...	...	...	...	...	...
1 1/2 ..	20 1.50	20 1.85	...	...	...	...	...
1 3/4 ..	20 1.65	25 1.95	...	...	...	...	...
2 ..	20 1.65	25 2.00	35 2.75	...	...	...	...
2 1/4 ..	20 1.75	25 2.20	35 3.00	50 4.40	...	...	...
3 ..	25 1.90	30 2.35	40 3.25	55 4.75	80 6.70	...	...
3 1/4 ..	25 2.05	30 2.55	40 3.50	60 5.05	85 7.15	...	...
4 ..	25 2.20	35 2.70	45 3.75	65 5.40	90 7.65	...	...
4 1/4 ..	30 2.35	35 2.85	50 4.00	70 5.75	95 8.10	...	...
5 ..	30 2.45	35 3.05	50 4.25	70 6.10	100 8.60	...	...
5 1/4 ..	30 2.60	35 3.25	50 4.45	75 6.40	105 9.15	...	...
6 ..	35 2.75	40 3.40	55 4.75	80 6.75	110 9.55	...	...
6 1/4 ..	...	45 3.60	60 4.95	85 7.10	115 10.00	...	...
7 ..	...	45 3.75	60 5.20	85 7.45	120 10.45	...	...
7 1/4 ..	...	50 4.00	65 5.45	90 7.80	125 10.95	...	...
8 ..	...	50 4.10	65 5.70	95 8.10	130 11.40	...	...
9 ..	...	...	70 6.15	100 8.80	140 12.85	...	...
10 ..	...	...	80 6.70	110 9.45	150 13.80	...	...
12 ..	...	...	90 7.80	125 10.80	175 15.20	...	...

SCREW DRIVERS—Machinists'. No. 51, 50c each; 51 1/2, 85c; 52, 85c; 52 1/2, \$1.35; 53, \$1.15; 53 1/2, \$1.65; 54, \$2.65; range, 15c; 10c full sheet.

Yankee Ratchet—No. 11, 2-inch, 65c each; 3, 80c; 4, 85c; 5, 95c; 6, \$1.00; 8, \$1.15; 10, \$1.50; 12, 95c. No. 15, 2-inch, 70c; 3, 75c; 4, 80c; 5, 85c. No. 30, \$3.00; 31, \$4.00; 35, \$2.25; 60, \$1.00; 130, \$3.50.

SCREW DRIVERS—G. & P.—1 1/4, 40c; 3, 40c; 4, 50c.

No.	Each.	No.	Each.
400	2.50	200	2.50
450	2.35	250	2.35
Weed—		100	2.50
800	2.50	150	2.35
850	2.35		

SCYTHES—Bush—

SHEARS—Bench—P. S. & W.—No. 4, \$15.00; No. 5, \$13.00; No. 6, \$11.00.

SHEETS, IRON—Galvanized—10 to 16, 11 1/4c; 18 to 24, 12c; 26 to 27, 12 1/2c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 24, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., \$8.25; Galv., 26, \$12.00; 28, \$10.50, Rockface Siding, \$11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 11c; 9c full sheet.

Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 12c; 10c full sheet.

SHIELDS—Lag Screw—Expansion—SEBCO—Per hundred list.

3-16 inch	18.00	1/2	38.00
1/2	15.00	3/4	45.00
5-16	18.00	1	65.00
3/4	25.00	1 1/4	95.00
7-16	32.00	1 1/2	110.00

SHINGLES—Tin, 5x7, \$3.00; 7x10, \$6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 20c.

SHOTGUNS—Note: E signifies Automatic Ejector; NE, signifies Non-Ejector; SF signifies Solid Frame; TD signifies Take-Down.

American Double Barrel—Hammer, \$20.00; Hammerless, \$24.00.

Fox, Double Barrel—Grade A—NE, \$62.00; E, \$74.50. Grade C—E, \$115.00. Sterlingworth—NE, \$48.00; E, \$60.50. Trap—E, \$160.00.

Ithaca Double Barrel—Grade 1—NE, \$47.50; E, \$62.50. Field—NE, \$37.50; E, \$52.50.

Iver Johnson, Single Barrel—Champion—NE, \$13.00; E, \$13.50. E. Rib, \$16.00.

L. C. Smith, Double Barrel—Field—NE, \$46.25; E, \$58.50. Fulton—NE, \$35.00. Ideal—NE, \$55.50; E, \$69.25.

Stevens, Single Barrel—105, \$13.00; 107, \$13.50; 181, \$22.50.

Stevens, Double Barrel—215, \$20.00; 235,; 315, \$23.00; 335, \$32.40; 345, \$36.00; 520, \$43.50.

Remington, Repeating—10A, \$60.92; 10AB, \$72.25; 10C, \$83.25; 10CR, \$94.58; 11A, \$75.50; 11AB, \$86.82; 11C, \$92.08; 11CR, \$103.86; 17A, \$60.90.

Winchester—

97 SF, 12 Ga., Stand. 42.75 11 TD, 12, Trap... 114.50

97 TD, 12 Ga., Std. 46.00 11 TD, 12, Pigeon... 249.50

97 TD, 12, Tourn. 75.50 12 TD, 12, 16, 20 St. 54.25

97 TD, 12, Trap... 95.25 12 TD, 12, 16, 20 Tu. 82.25

97 TD, 12, Pigeon... 185.50 12 TD, 12, 16, 20 Tp. 101.00

11 TD, 12, Stand. 61.50 12 TD, 12, 16, 20, Pg. 197.00

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

SHOVELS—D or Long Handle, Round or Square Point—Plain Black—4th Grade, \$1.65 each; Carter's, \$2.00; Ames, \$2.35.

Plain Black Polished—4th Grade, \$1.65 each; Carter's, \$2.15; Ames, \$2.35.

Riveted Strap Back Black—Ames, \$2.15 each.

Riveted Strap Back Polished—4th Grade, \$1.65 each; Ames, \$2.25.

Solid Socket—Maynard—Black, \$2.50 each; Polished, \$2.65.

Fire, Sheet Steel—Jumbo, 35c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.

Special—Northwest—Pacific, \$2.00 each; Occident, \$2.35; Maynard Patn., \$2.60; Genuine Mayn., \$2.75; Chester, \$2.00.

SLEDGE—Hand and Oyster—Racer 6.75

Flexible Flyer—

No. 1 4.25 Fire Fly—

No. 2 5.00 No. 9 3.75

No. 8 6.50 No. 10 3.25

No. 4 7.00 No. 11 4.00

No. 5 9.60 No. 12 4.50

Jr. Racer 5.50 Racer 4.75

SMOOTH—ON—75c lb.

SOLDER—1/2 and 1/4, 40c lb.; No. 1, 90-100, 35c; Wiping.

SPARKERS—Red Seal—No. A141, \$3.00; A152, \$3.65; A162, \$4.35.

SPORTING AND ATHLETIC GOODS

(Prices supplied by courtesy Wright & Ditson Victor Co.)

BASEBALL GOODS—

Major League Baseballs, \$2.00; Junior League Baseballs, \$1.50; Special League Baseballs, \$1.75; Lowest Quality, 15c.

Major League Catchers' Mitts, highest quality, \$16.50; lowest quality, \$1.00.

Major League Basemen's Mitts, highest quality, \$10.00; lowest quality, \$1.00.

Major League Fielders' Gloves, highest quality, \$10.00; lowest quality, 75c.

Player's Model Bats, \$2.50; lowest quality, 25c.

Chest Protectors, \$10.00.

Jack Straps, 50c.

TENNIS GOODS—

Tennis Racket, highest quality, \$15.00; lowest quality, \$3.00.

Championship Tennis Balls, 60c; Practice Tennis Balls, 25c.

Tennis Net, highest quality, \$25.00; lowest quality, \$4.00.

Tennis Reels, \$1.50.

Racket Cases, Canvas, \$1.50; Felt, \$1.00. Racket Press, \$1.25.

Racket Restringing, English Gut, \$5.00; American Gut, \$4.00; Japanese Gut, \$2.25.

GOLF GOODS—

Golf Balls, highest quality, High Power, \$1.00; Medium Power, 75c; lowest quality, 65c.

Golf Clubs, Standard Woods, \$6.00; Standard Irons, \$5.00.

TRACK AND FOOTBALL—

Javelins, Official, \$9.00.

Discus, Official, \$14.00.

Vaulting Poles, 16-foot, \$15.00; 14-foot, 15.00; 12-foot, \$12.00.

American Football, Official, \$10.00; lowest quality, \$2.00.

Soccer Football, Official, \$12.00; lowest quality, \$3.50.

Athletic Jerseys, \$4.00.

Running Shorts, 50c.

Running Pants, 75c.

GYMNASIUM AND PLAYGROUND—

Basket Balls, Official Indoor, \$15.00; lowest quality, \$4.50.

Official Outdoor, \$13.50.

Play Ground Balls, 12-inch Outseam, \$2.00; 14-inch Outseam, \$2.25; 12-inch Regular Seam, \$1.75; 14-inch Regular Seam, \$2.00; Children's, 25c.

Play Ground Ball Bats, \$1.00.

Hand Balls, 1 1/4-inch, 40c; 2 1/4-inch, 50c.

Volley Balls, Official, \$7.50; lowest quality, \$4.00.

Boxing Gloves, 10-oz. best, \$17.00; 8-oz. best, \$14.00; 6-oz. best, \$10.00.

Striking Bags, best, \$10.00; lowest quality, \$3.50.

SPRAYERS—Myers' Bucket Pump, 8 lbs., \$8.75 each; 6 lbs., \$5.75. Hand—Faultless, 60c each; Misty, 70c; Knap-sack—Kant Klog, \$7.50; Perfection, \$9.00; Utility, \$7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, \$8.00; Barnes, 276, \$12.80; Little Giant, 327 1/2, \$7.25; Acme Pressure 345, \$9.00; Defiance No. 324, \$10.00.

RETAIL SELLING PRICES—Continued.

SPRINGS, DOOR—Perfect, No. 1, 10c each; 2, 10c; 3, 10c; 4, 10c; 6, 15c. Faultless, No. 168, 45c each. Victor, No. 160, 20c each; 161, 25c; 162, 35c; 164, 50c. Reliance, No. 270, 60c each. Warner's, No. 2, 25c each. Torrey, No. 2, 40c each.

SPRINKLERS, LAWN

Perforated Tube, Dew Drop, 7 feet long, brass, \$3.25 each; 8 feet, \$3.65; 8 feet, galvanized, \$2.85.
 Pluvius—Revolving Brass Spoon, \$1.15 each; Revolving Arms, 6-inch, \$1.35; Revolving Arms, 11-inch, \$2.50.
 Ring—5 1/4-inch diameter, 75c each; 8 1/4-inch, \$1.25.
 Rose—3-inch perforated oblong plate spray, \$1.00 each.
 Ross—Perforated oblong plate spray, 90c each.
 Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
 Will's Galvanized Pipe—4 feet, \$1.50 each; 6 feet, \$2.25; 7 feet, \$2.75; 8 feet, \$3.00.

SQUARES—Steel—No. 3, \$2.00 each; 14, \$1.85; 100, \$2.25. Blued—No. 1, \$3.00; 100, \$3.25.
 Take-Down Rafter—No. 100, Polished, \$4.55; Nickeld, \$5.00; Blued, \$5.60.
 Mitre—No. 1, 4-in., 65c; 6-in., 85c; 8-in., 95c; 10-in., \$1.25. No. 2, 4 1/2-in., 60c; 6-in., 80c; 7 1/2-in., 85c; 9-in., \$1.10; 12-in., \$1.50.
 N. P.—No. 3, \$3.00; 12, \$1.75.
 Lufkin—No. 65, 9-in., \$2.00; 12-in., \$2.25.

	4	6	8	10	12
12	.55	.85	1.00	1.25	1.55
14	.80	.90	1.15	1.35	1.65
20	.85	1.15	1.35	1.65	1.95

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c.

Poultry Wire, 1/4-inch, 15c lb.

STONES, SHARPENING—Aloxite or Carborundum—No. 107, \$1.25 each; 108, \$1.75; 109, \$1.25; 110, \$1.50; 111, \$1.00; 112, 85c; 115-117, \$1.50; 118-120, \$1.35; 121-123, \$1.15; 124-126, 90c; 127-129, 65c; 133-135, \$1.25; 136-138, 75c; 143-144, 65c; 145-147, 45c; 149, 20c; 174-176, \$1.15; 177-179, 65c; 180-182, 90c; 183-184, 65c; 195, 45c; 196, 60c.
 Pike's Oil and Water—No. 18, 60c each; 14, 60c; 16, 10c; 20, 40c; 22, \$1.00; 25, 15c; 37, 25c; 40, 25c; 42, 85c; 48, 50c; 51, \$1.00; 52, \$1.25; 53, \$1.50; 54, \$1.00; 55, \$1.25; 56, \$1.50; 59, \$1.50; 60, \$1.75; 62, \$2.25; 66, \$2.75; 68, \$3.75; 78, 50c; 80, 60c; 86, 75c; 88, \$1.00; 92, 50c; 94, 60c.
 Pike's Scythe—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STRIP—Weather—Rubber, 1/4-inch, 5c ft.; 3/4-inch, 7c ft. Felt, 1/4-inch, 5c ft.; 3/4-inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, \$6.75; Club, \$15.00; Elite, \$7.00; Gold Medal, \$5.75; Grand Rapids (Nic.), \$6.00; Grand Rapids (Jap.), \$5.50; Grand (Jap.), \$7.00; Parlor Queen, \$7.00; Princess, \$6.25; Prize, \$5.75; Universal (Nic.), \$5.75; Universal (Jap.), \$5.25.

SWEEPERS, VACUUM—Grand Rapids, \$11.50; Household, \$9.50.

SWEEPERS, TOY—Little Daisy, 25c; Little Queen, 50c; Little Jewel, \$1.35.

Retail prices on the following Western and Southern States are 50c higher on regular, Grand and Vacuum Sweepers: \$2.00 on Club; 5c on Little Daisy, and 15c on Little Jewel, on account of the freight: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Texas, Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

SWEEPERS, TOY—Little Daisy, 25c (30c in west and south); Little Queen, 50c.

TACKS—Bill Posters—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c. Carpet—Cut, 1/4-lb. papers—No. 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire, 1/4-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire in bulk—No. 3, 80c lb.; 4, 80c; 6, 80c; 8, 80c; 10, 80c.
 Gimp—1/4 lb. box, 2 1/2, 10c; 3, 10c; 4, 10c. 1/4 lb., 6, 10c; 8, 10c.

Upholsterers—Cut, 1/4 lb. papers—No. 1 1/2, 10c box; 2, 10c; 3, 10c; 4, 10c. 1/4-lb., 6, 10c; 8, 10c; 10, 10c; 12, 10c. Cut, in bulk, No. 3, 80c lb.; 4, 80c; 6, 80c; 8, 80c; 10, 80c; 12, 80c.

Double Pointed—Blued, 1/4 lb. papers, No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 80c lb.; 10, 30c; 12, 25c.

TAPES, MEASURING—(Lufkin)—(Starrett)—

Asses' Skin		Steel	
No.	Each	100	5.00
710	.50	103	7.75
713	.65	200	5.50
715	1.10	203	9.00
716	1.25	205	13.00
780	.65	206	16.00
783	1.10	240	4.85
785	1.40	243	5.25
786	1.65	245	7.00
		216	9.00
		260	4.85
		263	5.85
		265	7.50
		266	10.00
		550	4.00
		553	4.85
		555	6.35
		556	8.25
		1240	4.00
		1243C	5.00
		1260	4.50
		1263	5.65
Metallic			
500	2.75		
503	4.00		
505	4.85		
506	6.35		
Pocket			
148	.80		
145	1.00		
165	.20		
3143	.50		
Asses' Skin Case			
25, 65c; 50, 85c; 75, \$1.15; 100, \$1.85.			

TAPE—Friction—1/4 lb., 50c; 2 oz., 15c; 1 oz., 10c.

THERMOS—See Bottles.

TIN—Bar and Pig, \$1.20 lb.

Common Roofing, 40c per sheet.

Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.

Painted 1 side, 1c foot extra, two sides, 2c.

Flashing IC, 1x1, \$3.00 per 100 feet; 1/2 x1, \$3.00.

Shingles—5x7, 85c dozen.

Valley—14-inch, 18c per foot, \$11.50 per roll; 20-inch, 20c per foot, \$18.00 per roll.

TIRES

	Hardwear	Kenyon	Super	Gray	Cord	Red	Brown
	Cord	Cord	Tubes	Tubes	Tubes	Tubes	Tubes
30x8 1/2 (4 ply)...	18.75	17.50	8.15	2.65	2.15		
32x8 1/2	25.00	26.50	8.45	2.80	2.45		
32x4	30.00	31.50	4.20	3.50	2.95		
33x4	30.75	32.50	4.35	3.60	3.10		
34x4	31.25	33.50	4.50	3.70	3.30		
32x4 1/2	36.00	38.50	5.30	4.30	3.65		
33x4 1/2	37.00	40.00	5.50	4.40	3.85		
34x4 1/2	38.00	41.50	5.65	4.50	4.00		
35x4 1/2	39.00	43.00	5.80	4.60	4.15		
36x4 1/2	40.00	44.50	5.95	4.70	4.25		
33x5	43.00	52.15	6.55	5.65	4.65		
35x5	45.00	54.75	7.00	5.95	4.85		
37x5	47.00	57.50	7.30	6.15	5.00		

TOGGLE BOLTS—Sebeco No. 1—Per hundred list.

Length—	3/4-in.	1-in.	1 1/4-in.
8-inch	6.00	8.00	12.50
3 1/2-inch	6.25	8.00	9.00
4	6.75	8.50	13.80
5	7.50	9.25	14.30
6-inch	8.00	10.00	15.00

Sebeco No. 5—With either round or flat head machine screws—

Length—	3/4-in.	1-in.	1 1/4-in.
8-inch	2.65	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.35	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Clayton & Lambert—Alcohol—No. 14, \$3.75 each;

No. 28, \$5.75. Gasoline—No. 31, \$11.00 each; 37, \$9.75;

38, \$10.25; 47, \$12.75; 48, \$13.25; 108, \$11.00; 112, \$10.50.

Turner Brass Torches—Gasoline-Kerosene Torch No. 18,

\$14.40 each; Gasoline, No. 53, \$15.00; Gasoline-Kerosene

Torch No. 28, \$18.40; Gasoline, No. 95, \$18.10.

TRAPS—Fly—Harper, 45c each; Balloon, 85c; Avis 1, \$2.75;

Avis 2, \$2.50; Avis 3, \$2.25.

Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1 1/2

Newhouse, \$1.10; 2 Newhouse, \$1.40; 3 Newhouse, 2.15;

4 Newhouse, \$2.50; 5 Newhouse, \$19.50. No 1 Oneida Jump,

35c; 1 1/2 Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida

Jump, \$1.20. No 0 Victor, 25c; 1 Victor, 30c; 1 1/2 Victor,

40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, \$1.15.

Gopher—Best, 25c each; O. K., 30c; Maccabbes, 25c;

Easy Set, 25c; Newhouse, 35c; California Pocket, 35c.

Mole—Reddick, \$1.25 each; Out-O-Sight, \$1.50.

Mouse—Hold Fast, 5c each; Out-O-Sight, 10c; Choker,

Wood, 20c; Choker, Tin, 15c; Delusion, 30c; Holdem, 85c;

Marty, 30c.

Rat—Holdfast, 15c each; Out-O-Sight, 20c; Holdem, \$1.65;

Marty, small, 60c; large, \$1.50.

TROWELS—Rose Brick, Wood Handle, \$2.25; Rose Brick,

Leather Handle, \$2.50; Marshalltown Plasterer's, \$3.00; Fin-

ishin, \$2.75.

TWINE—Cotton—Wrapping, 80 to sack, 15c lb; 60 to sack,

10c. 2-lb. Cones, \$1.25 lb. Budding, 1/4-lb. balls, 85c lb.

Flax—1/4-lb. balls—18BB, 15c ball; 24BB, 15c. 1/4-lb.

balls—18BB, 25c ball; 24BB, 25c; 36BB, 25c; 18BO, 35c;

24BO, 35c; 36BO, 35c. Buffalo Asst., 10c ball.

Hemp Spring—No. 4 1/2, 1/4-lb. ball, 20c; 1-lb., 85c. No.

6, 3/4-lb. ball, 20c; 1-lb., 85c.

Jute Wrapping—1/4-lb. balls—2-ply, 20c lb; 3-ply, 20c lb.

2-lb. cones, 1 and 2-ply, 85c lb. Wool, 1-lb., 40c.

Mattress—1/4-lb. balls, 35c lb.

Sacking—Medium Quality, 80c lb.; Extra Quality, \$1.00.

Many Ends, \$1.00 lb.

VALVES—

Std Angle..... 1/4 .50 .55 1/2 .70 .85 1 1.25 2.25 3.20

Garden..... .70 .75 1.25 3.50 5.00

Std Gate..... .95 1.00 1.10 1.35 1.85 3.25 4.75

Std Globe..... .50 .55 .70 .85 1.25 3.60

VISES—Bench—Bonney—No. 1006, \$1.65 each; 1007, \$1.75;

1008, \$9.00; 1010, \$3.00. Yankee—No. 990, \$8.50; 1993,

\$9.25.

Hand—1 Alford, \$5.25 each; 2 Alford, \$5.00; 21 Stearns,

75c.

Machinists'—Parker—No. 103, \$10.00 each; 103 1/2,

\$12.00; 104, \$13.75; 104 1/2, \$17.00; 105, \$22.00; 106,

\$42.00; 203 1/2, \$15.75; 204, \$18.25; 204 1/2, \$21.75; 205,

\$32.25; 205 1/2, \$40.00; 206, \$54.50.

Solid Box, Blacksmiths'—35-lb., \$9.50; 50-lb., \$11.25;

70-lb., \$15.00; 80-lb., \$17.50; 90-lb., \$19.75; 100-lb., \$21.75.

Handy Worker—Stewart, \$31.00 each.

Machinists'—Prentiss—No. 2, \$16.50 each; 2 1/2, \$19.25;

3, \$22.50; 4, \$36.50; 5, \$53.00; 6, \$68.00; 19, \$19.75;

19 1/2, \$24.00; 20, \$29.00; 21, \$46.25; 22, \$64.00; 51, 12.00;

52, 14.00; 53, \$17.00; 54, \$22.50; 55, \$33.00; 56, \$42.00;

57, \$60.00; 161, \$3.75; 161 1/2, \$5.00; 162, \$5.75; 163, \$9.50.

Oval Slide—No. 0, 2 1/2-inch, \$4.00 each; 1, 3-inch, \$4.50;

2, 3 1/2-inch, \$5.75; 3, 4-inch, \$8.25; 4, 4 1/2-inch, \$12.50.

Pipe—Hinged—No. 600, \$3.75 each; 671, \$4.50; 672,

\$6.75; 673, \$10.00; 674, \$21.00. Chain—No. 1, \$4.00; 2,

RETAIL SELLING PRICES—Continued.

TINWARE

Boilers, Coffee		Covers, Pot		Moulds, All Kinds		IO, Ret.		Sieves	
27	1.10	6-9	.10	3, Melon	1.75	801, 802	.20	2	.85
29	1.50	10-11	.15	2, Melon	1.85	804	.85	4	.50
352	.80	13	.25	4, Melon	2.00	806	.40	12	.15
354	1.10	15	.85			808	.45	14	.20
Boilers, Wash		Cups		Pails, Dairy		8100	.55	20	.50
Copper Bottom		211, 212	.10	IO, 6 qt.	.30			40	.75
IO, 8	2.75	09, 010	.15	IO, 10-qt.	.40	Pans, Muffin		Sieves, Flour	
IO, 9	3.00	9, 10, 214	.20	IX, 10-qt.	.70	6	.25	2, 816	.25
IX, 8	3.00			IX, 14-qt.	.80	8	.80	818	.30
IX, 9	3.25	Dippers		IXX, 10-qt.	.85	12	.40	Sifters, Flour	
IXX, 8	4.25	2	.15	IXX, 14-qt.	1.00	Pans, Patty		0	.25
IXX, 9	5.00	4, 01	.30	IXXX, 12-qt.	1.25	All Nos.	.10	1	.45
Copper Rim		02, 81, 82	.25	IXXX, 16-qt.	2.00	Pans, Pie		10	.70
IX, 8	4.00	33, 34	.30	IXXXX, 18-qt.	2.25	6, Shallow	.10	Acme	.35
IX, 9	4.25	48	.50	IXXXX, 20-qt.	2.50	9	.15	Nesco	.35
Bowls, Wash		Fillers, Fruit Jar		Pails, Fruit Picking	.65	Deep	.15	Shaker	.50
06 1/2	.15	48	.45	Pails, Peddlers		Pans, Pudding		Skimmers	
08	.25	Forks		Small	.45	IO, Plain		10	.20
6 1/2	.30	203	.60	Large	.55	015 to 018	.15	45	.10
8	.40	206	.75	Pails, Strainer		019, 020	.20	Spoons, Basting	
Buckets, Covered		419	.10	IX, 10 qt.	1.10	021, 022	.25	110	.10
11	.15	425	.15	IX, 12	1.15	IO, Ret.		114	.15
12	.25	1197	.20	IXX, 12 qt.	1.25	16	.25	812	.30
14	.35	1198	.25	IXX, 14 qt.	1.35	18	.35	816	.30
Buckets, Dinner		Funnels		IXX, 14 qt.	1.50	20	.40	Spoons, Mixing	
1	.75	10, 15	.10	Gem, 12 qt.	1.65	22	.50	15	.30
2	.85	20, 25	.15	Gem, 14 qt.	1.65	Pans, Rinsing		25	.15
3	.90	80	.20	Pans, Bread		IO, Plain		Steamers	
30	.75	85	.25	01, 110, 30	.30	8	.40	70	.65
40	.86	235	1.35	140, 300	.30	14	.50	90	.85
Cans, Milk		335	1.75	300	.35	17	.60	Sweepers, Tea	
1	.35	Graters		Pans, Corn Cake		IO, Ret.		12	.35
3	.55	02	.10	06	.25	8	.50	Strainers	
4	.70	020, 100	.20	08	.35	14	.70	Gravy	
01	.30	080, 150	.25	012	.50	17	.90	2, 3	.15
03	.55	Kettles, Lipped		Pans, Cake		Pans, Lipped Sauce		020	.30
04	.70	Preserving		Round, 9 1/4-in.	.15	016	.35	120	.25
102	4.00	160	.35	Round, 10 1/4-in.	.30	020	.45	160	.30
103	4.50	200	.45	Square, 8 1/2-in.	.30	022	.50	Milk	
1020	5.25	240	.60	Square, 9-in.	.30	028	.75	10	.30
1040	7.00	280	.75	Mt., 9 1/4-in.	.30	080	.85	121	.40
Cans, Oil		Ladies		Tube, Rd., 1 1/4	.35	Pots, Coffee		123	.45
30	.35	010	.30	Tube, Sq., 9-in.	.45	1	.25	Milk Can	
31	.45	11	.25	Pans, Dish		2	.35	011	.85
Colanders		Measures		10	.70	4	.55	33	.50
10	.25	63	.20	14	.85	Pots, Tea		55	.75
11	.25	82	.25	21	1.25	241	.25	60	1.85
104	.40	85	.45	Pans, Milk		241 1/2	.30	Soup	
306	.55	86	.65	IO, Plain		242	.35	20	.40
Cookers, Steam		122	.20	200	.10	Raisers, Bread		Turners, Cake	
42	3.25	124	.25	200 1/2	.10	117	2.50	1, 2, 71	.10
45	4.00	126	.50					6, 18	.15

VICES—Continued—
 \$3.75; 3, \$21.00. Combination—No. 181, \$19.25; 182, \$26.25; 182 1/2, \$39.00; 183, \$54.50.
 Woodworkers—Prentiss—No. 59, \$18.00 each. Richards—Wilcox—No. 430-1, \$10.50; 430B-1, \$11.25; 2, \$14.00.
 WASHBOARDS—Crown Glass, 90c each; Crown Brass, 80c; Pacific Zinc, 75c; Silver Queen, 65c.
 WASHERS—Cast Iron—Size 1/2 to 2, 10c lb.; Angle, 10c. Malleable—Standard, 20c lb.; Nail Hole, 20c lb.; Angle, 30c. Out—Sizes 8-16, 29c lb.; 1/4, 25c; 5-16, 22c; 3/8, 20c; 7-16, 19c; 1/2, 18c; 1/2 to 1, 17c.
 WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 30c; 2 White, 25c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 32c.
 WATCHES—Westclox—Pocket Ben, \$2.00 ea.; Glo-Ben, \$3.25. \$7.00 each; No. 1, 3 1/4 cu. ft., \$7.75; No. 2, 4 1/4 cu. ft., \$8.50.
 WAX—Floor—Johnson's or Old English, lb., 75c; 2 lb., \$1.50; 4 lb., \$2.60.
 WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 28c; Cedar Atha, 20c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.
 WHEELBARROWS—Garden—No. 0, 1 1/4 cu. ft. capacity, \$7.00 each; No. 1, 3 1/4 cu. ft., \$7.75; No. 2, 4 1/4 cu. ft., \$8.50.
 Railroad—Bolted, \$3.00 each; Stave, \$5.75.
 Steel Tray, Wood Frame—Star, \$7.50 each.
 Steel Tray and Frame—AX, \$10.00 each; 4, \$12.25; 5, \$13.50; 10, \$17.25; 25, Concrete, \$12.75.
 WICKS—Lamp and Lantern—O, E Flat, 2 1/4c; 1, A Flat, 2 1/4c; 2, B Flat, 2 1/4c; 3, D Flat, 2 1/4c; 2 Rochester, 10c; 3 Rochester, 20c; 2110 W Rayo, 15c.
 Stove—4 in. Flat, 10c; 3 Perfection, 25c; 500 Perfection, 50c; 018 Dangler, 40c.

WIRE—Advances on Plain Wire Fence—		Annealed Galvanized		Annealed Baling Wire	
9 and coarser	Base		.50		...
10			.05		...
11			.10		...
12			.15		.30
13			.25		.40
14			.35		.50
15			.45		.60
16			.55		.70
17			.70		.85
18			.85		1.00

Stone Wire—Galvanized—No. 16, 17c; 17, 18c; 18, 18c; 19, 20c; 20, 20c; 21, 20c; 22, 20c; 24, 28c. Black Annealed—No. 16, 15c; 17, 15c; 18, 17c; 19, 17c; 20, 18c; 21, 18c; 22, 18c; 24, 20c.
 Barbed Wire—80-rod spool—American Special, Cattle, \$3.40; Hog, \$3.70. Galv. Am. Glidden, Cattle, \$4.75; Hog, \$5.10.
 Catch Weight pools—Owt.—Galv. Waukeganito, \$6.95; Galv. Baker, \$6.45; Galv. Glidden, \$6.20.
 Stove Pipe Wire—Black per Stone—No. 18, \$1.90; 19, \$2.00; 20, \$2.15; 21, \$2.20; 22, \$2.30. 50-foot coils, 10c.
 WIRE CLOTH—See Cloth.
 WOODENWARE—Boards, Pastry—16-inch, 90c each.
 Bowls, Chopping—11-inch, 30c each; 15-inch, \$1.35; 17-inch, \$3.00.
 Pins, Rolling, 55c each.
 Spoons, 13-inch, 15c each; 15-inch, 20c.

At Last---

A SELF BLOWING ALCOHOL BLOW TORCH

THE DUPLEX

Just what Electricians, Auto Mechanics, Dentists, Battery Repairmen have been waiting for.

ABSOLUTELY AUTOMATIC

The finest thing in the torch line ever made.
 Write for prices and particulars.

MANUFACTURED BY
 PEERBLOW MFG. CO., Leesdsale, Pa.



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RALPH A. VETTER

HEAVY AND
SHELF
HARDWARE
BUILDING
MATERIALS
AUTOMOBILE
SUPPLIES

FRED VETTER

HARDWARE - PLUMBING - GARAGE

CHESTERTOWN, N. Y., January 11, 1922

RALPH A. VETTER

PAINTS, OILS
AND VARNISHES
BUILDERS'
HARDWARE
MECHANICS' AND
CARPENTERS'
TOOLS

Hardware Tire Corporation.

East Rutherford, N. J.

Gentlemen:

Will you please send us your latest price-
list?

We wish to congratulate you at this time on
your tire of last year. We bought these tires at first
with the idea that because they were cheap they were com-
petition junk, the same as some we had had. We were
very agreeably surprised to find that your tire was one
of the best tires that we have ever sold or seen.

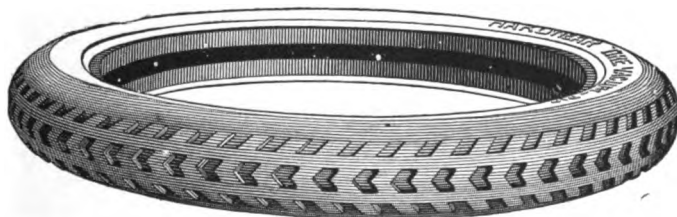
Very truly yours,

FRED VETTER,

ERV:MGS

by

E. R. Vetter



Frequent Turn - Over

On most items of hardware stock the turn-over is at the most three times a year, which is generous.

Also, the average article is permanent and does not need replacement for a long time.

Tires will turn eight or ten times a year if properly handled. And on each turn there is a greater percentage of profit than on any other line.

HARDWEAR tires are made exclusively for the best retail hardware trade and are sold through no other agency.

A sample order will be shipped to any rated dealer on ten days approval, and if tires and prices are not entirely satisfactory, return is acceptable at our expense.

Send for quotations and a list of our customers in your

HARDWEAR TIRE CORPORATION

Branch:
1509 S. Michigan Ave.
Chicago

Hardware Tires are Made Exclusively for the
RETAIL HARDWARE TRADE

Factory and Offices:
East Rutherford
New Jersey

CORBIN EXTRUDED METAL PADLOCKS



Write Us For Circular,
Illustrating Our Line
of Mail Boxes.



CORBIN CABINET LOCK CO.

THE AMERICAN HARDWARE CORPORATION SUCCESSOR

New Britain, Conn., U.S.A.

NEW YORK

CHICAGO

PHILADELPHIA

Hardware - PLUMBING AND HEATING - World

MAKE
1922
the
Greatest

APRIL 1922

Do People Who Buy at Your Store *Come Back?*

To build a successful business, a merchant must hold the confidence of his customers; he must demonstrate day after day that his service and the things he sells give satisfaction.

For more than 80 years, hardware merchants have profited by the satisfaction that is given to every customer where he is sold Disston Saws, Tools, or Files.

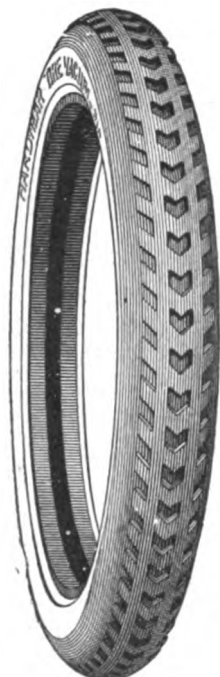
Are **you** taking advantage of the **extra profit** on Disston goods?

HENRY DISSTON & SONS, Inc.
Philadelphia, U. S. A.



What Our Customers Think of Us

WHAT even one user of HARDWEAR Tires says in commendation, must carry more conviction to the "innocent spectator" than thousands of words of our own.



We have just printed a pamphlet containing the text of letters from about 100 representative hardware merchants who have been dealing in HARDWEAR Tires for the past year.

We have included in this pamphlet a statement of our reasons for believing that a stock of reliable tires can be made about the most profitable single line in any hardware stock.

We will be glad to send a copy of this pamphlet to any retail hardware merchant on request.

HARDWEAR TIRES

HARDWEAR TIRE CORPORATION

*Hardwear Tires are Made Exclusively for the
Retail Hardware Trade*

Chicago Branch
1509 S. Michigan Ave

Factory and Offices
East Rutherford, N. J.

They're Rigging Now for Spring With Whitlock Rope

No rope user is more discriminating than the yachtsman. Up and down the coast a thousand white-winged craft will sail this Summer rigged with Whitlock Manila, the rope built for strength and endurance.

WHITLOCK CORDAGE
THE UTMOST IN ROPE VALUE

INLAND, as well as on the seaboard, dealers are building business with Whitlock Products, for men who buy rope are swiftly learning that Whitlock Manila lasts longer and therefore costs less.

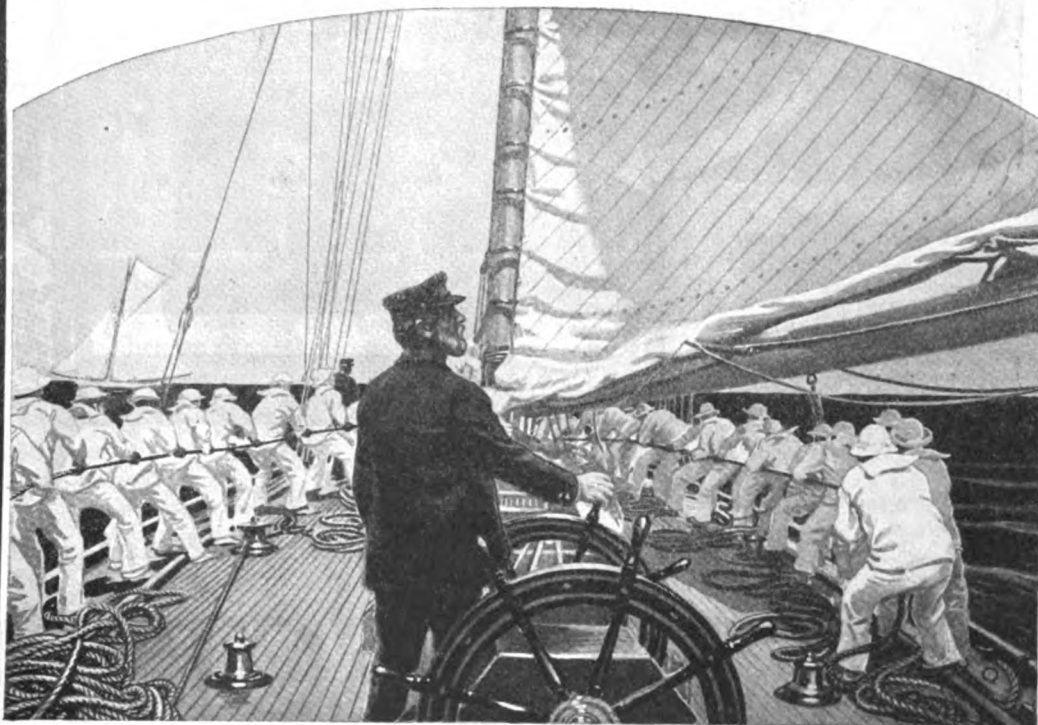
There is a Whitlock Distributor in your territory. Write today for his name and a copy of the new Whitlock Catalog which contains vital rope facts you should know.

WHITLOCK CORDAGE COMPANY

46 South Street, New York

Factory and Warehouses
Jersey City, N. J.

Branches
Boston, Kansas City, Chicago
and Houston



It's here
A Revolutionizing
invention—the
SUPERFEX Burner
that cooks as fast as
gas and is more
reliable.



Pictured above is the new double-walled, double-draft, quick-cooking Giant SUPERFEX Burner found only on the latest model New Perfection Oil Cook Stove.

This stove is model 304 (four burners)—one Giant SUPERFEX and three standard size SUPERFEX—identical in construction to the Giant but smaller—and equipped with New Perfection Oven. Other models now ready are: the 3-burner, No. 303; and the 2-burner, No. 302.

NEW PERFECTION
with



at Last!

*They said
it couldn't be done, but*

—the oil stove that *equals the cooking speed of gas and is even more reliable*, is here at last! A marvelous new invention—the SUPERFEX Burner—has made this super-New Perfection stove possible. It is the greatest single development in the field of oil burning household products during the present generation.

The new "300 line" of New Perfection Oil Cook Stoves with SUPERFEX Burners matches the cooking speed, economy and convenience of gas, summer and winter, on farm or in town. And the wonderful efficiency of SUPERFEX Burners, due to perfectly balanced air drafts and a new and positively automatic wick stop, make this super-stove even *more reliable* than gas.

This new 300 line of super New Perfection Ranges is a notable business-building addition to the popular series 30 New Perfection line which already has a following of over four million users. You now have a *complete line of oil cook stoves and ranges* fitted to every purpose and every purse. Standing on your floor with the famous "Blue Chimney New Perfection" (still the best oil stove at the price) this new super-stove opens up vastly broader sales markets—gives you new and greater opportunity for increased sales and profits!

For the first time in the oil stove industry, advertising will appear throughout practically the whole year—January to November. Our advertising on the 30 line New Perfection started in January in National Magazines and runs until May 15th. In May and June a tremendous list of magazines and farm papers carry double spreads announcing the new and greater New Perfection. Then on through the year, magazines, farm papers and hundreds of newspapers will continue to hammer home the merits of the entire New Perfection line. We believe in this selling proposition which is offered you.

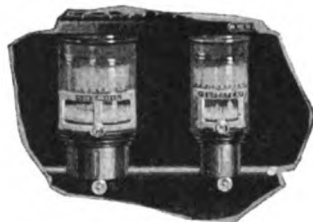
*Write or wire at once for full details of
the greater New Perfection selling plan.*

THE CLEVELAND METAL PRODUCTS CO.
7421 PLATT AVENUE CLEVELAND, OHIO

Also Makers of Aladdin Utensils and Perfection Oil Heaters

Super-Sales Features of the New Range

1. Cooking speed of the giant gas burner—in the Giant Superfex burner. Cooking speed of the standard gas burner—in the standard size Superfex burner.
2. Abundant heat that is absolutely clean and odorless.
3. Greater economy and reliability of cooking with all grades of kerosene oil.
4. Operating convenience, cleanliness and new time-saving features.
5. Handsome, sturdy, long-lived stove with higher and bigger Aladdin Quality Porcelain Enameled Cooking Top, and new base shelf for utensils.
6. One Giant and 3 Standard Superfex burners.
7. A new (more beautiful) Gray Enamel finish on all chimneys.



The Giant Superfex Burner is 7 inches in diameter, the largest oil cook stove burner and the most powerful ever marketed.

Oil Cook Stoves & Ranges SUPERFEX Burners

Hardware World

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Volume XVII

APRIL :: 1922

Number 4

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T. M. Shearman,
Editor and Manager.

*Raymond L. Shearman, Associate Editor.

388 Taylor St.
Portland, Ore.

421 First Nat. Bank Bldg.
Chicago

Boatmen's Bank Building
Broadway and Olive, St. Louis, Mo.

Phelan Bldg.
San Francisco

424 Higgins Bldg.
Los Angeles

70 Fifth Ave.
New York

105 S. Houston St.
Dallas, Texas

505 Pioneer Bldg.
Seattle, Wash.

204 Scott Bldg.
Salt Lake, Utah

220 Pacific Bldg.
Vancouver, B. C., Can.

Patents Pending
in U. S. A.
and Abroad.



Plaphone—600

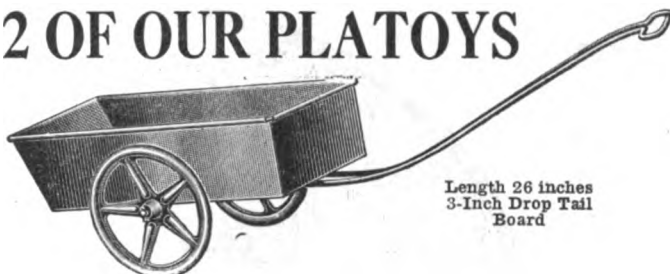
Trade Mark Registered

The Bell Toy Original

See our 1922 Model

Handsome enameled colors as
well as Rubberoid

2 OF OUR PLATOYS



Length 26 inches
3-Inch Drop Tail
Board

Placart—700

Heavy Steel Wheels with solid turned steel hubs.
Axle of large diameter. Unbreakable steel handle.
Not the cheapest, but best small cart on the
market. Finished in bright, attractive colors.

— AND REMEMBER

Plaline M^{EANS} A^DE Fine

The Gong Bell Mfg. Co.

East Hampton, Conn.

Bell and Toy Makers for Over Fifty Years

We'll be pleased to send Catalog 203 —
Tells all about our other Bell Toys and Bells



LAWSON SPRING HINGES ARE THE BEST

"Nu" Jamb Spring Hinges

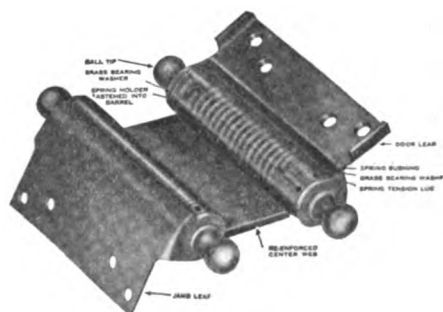
Require No Hanging Strip

Universally approved by architects and contractors.

This hinge is fastened direct to the jamb and can be put on more easily and quickly than any other hinge.

It gives a far more solid support for the door than if a hanging strip were used.

Made of the best material obtainable, this hinge is stronger and more durable than any other on the market.



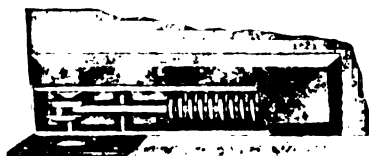
"Nu" Jamb Spring Hinge

Series No. 800 Surface Floor Hinge

The ball bearing is at the top, where it should be to carry the weight.

Wear is reduced to a minimum by having all moving parts hardened by a special process.

Furnished with square beveled edge side plates, which are reversible.



No. 800 Surface Floor Hinge

Lawson Manufacturing Company, 230 West Superior Street, Chicago, Illinois



This Fast-Selling Bridal Gift Set Costs You \$5.70—Sells at \$8.50

The big national advertising campaign on Viko Aluminum features this Bridal Gift Set in The Saturday Evening Post, May 20th, and in eight other national magazines totaling 10,000,000 circulation, during May and June—just at the right time to appeal to those who are giving presents to June brides.

You have an opportunity to reap the benefits from this big selling campaign. This five-piece set shown above will be nationally advertised to sell at \$8.50. The set costs you only \$5.70. A gross profit of \$2.80 on each sale! You can make up other sets from your own stock to retail at prices of \$4 and upwards.

We furnish free, to all dealers who buy these sets, an attractive window poster and a complete dealer newspaper advertisement to tie your store up with this powerful selling influence.

This set comes to you in a special attractive gift box packed in a corrugated carton. The sets will sell on sight, not only as wedding presents, but for kitchen showers, birthday gifts and to your regular trade.

This set is sold you at the regular price of the individual articles—without any charge for the special gift box packing. Every piece in this set is a staple article which can be put in open stock if desired.

This special campaign is an example of the national sales effort placed behind Viko dealers throughout the year.

Send your orders to your jobber now! He will see that you are supplied promptly with the gift sets and with the advertising material. If you are not yet handling the Viko line of popular-priced aluminum utensils, and are anxious to increase your profits—

Ask Your Jobber

Aluminum Goods Manufacturing Company

General Offices: Manitowoc, Wis., U. S. A.

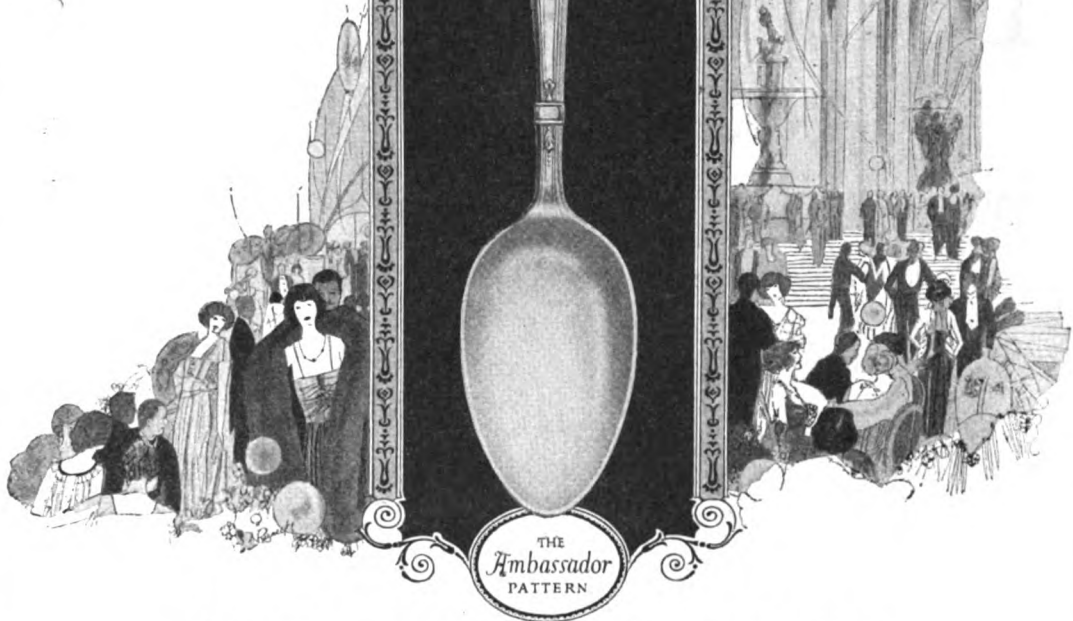
Makers of Everything in Aluminum

VIKO

The Popular Aluminum



1847
75th Anniversary



1847 ROGERS BROS. SILVERPLATE

The Seventy - Fifth Anniversary of 1847 Rogers Bros. will help to emphasize the fact that this brand of silverplate is ideal for birthday, wedding and other Anniversary Gifts. Our advertising during 1922 will continue to stress that feature. Every dealer handling 1847 Rogers Bros. Silverplate will benefit thereby.

For advertising and display helps, write Sales
Promotion Department, International Silver
Company, Meriden, Conn.

Pacific Coast Warerooms, 150 Post Street, San Francisco, California

INTERNATIONAL SILVER CO.

PRODUCT
PRODUCT

Doubling Production

POCKET KNIVES—more pocket knives—still more pocket knives—for you to make a *profit* on. Remington have already begun to double the production capacity of their cutlery works at Bridgeport, Conn.

Since production commenced a year and a half ago the plant has run full time and full capacity.

What's It To You?

Increased production means increased sales, and increased sales indicates a product of merit, more rapid turnover and greater profits for the Dealer—and satisfied customers.

There are over 50,000,000 possible users of pocket knives in this country alone, and every man and boy in your vicinity (some of the women too) is a potential customer.

"To Sell Them, Display Them; Hide Them Means Keep Them." Get your

share of this business. Display your Remington knives in your store windows. Do more than stock them—sell them.

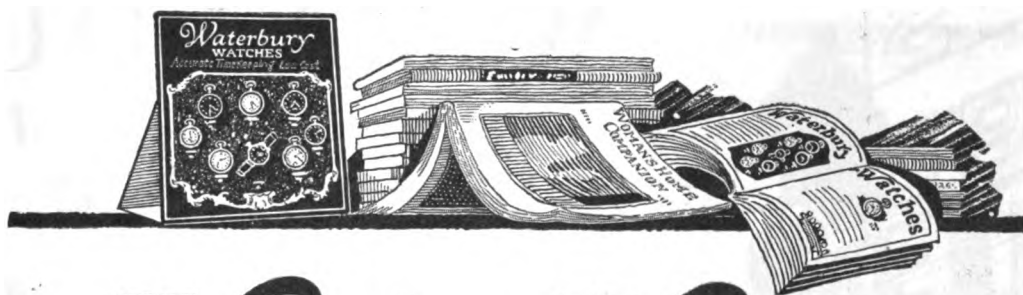
Remington Pocket knives are manufactured to a standard—not to a price. They're made right, priced right—and they'll move fast over your show case when they're sold right—made to fit the purpose the customer has in mind.

Remington pocket knives—the American standardized line.



*Remington cutlery, firearms and ammunition
are sold through the jobbing trade*

Remington



Waterbury Watches

Our Responsibility to You Met by Big Advertising
Quality Merchandise and Profit Assurance

Patrol
\$1.65



YOU now know that the famous watch line made by us for years is on the market, offered in our name. "Old friends with new faces."

We realize our responsibility to you — to every one in the trade.

Merchandise quality, salability, profit, advertising, all are squarely up to us. All must attain the peak of achievement, so that you can realize better watch profits than ever before. You must make money. So must we, that we both may progress.

Millions of our watches have been sold on a liberal guarantee basis. Purchasers have been satisfied universally for more than thirty years of big-volume business. Waterbury quality is progressive. Every year has seen advances in the sturdiness, dependability and time-keeping qualities of Waterbury-made time-pieces.

Good merchandise is the solid foundation of good business. Given that the Public must be told of it. It should be seen—to sell.

We are beginning the largest advertising campaign ever put behind a watch line. Color pages in the *Saturday Evening Post*; double spreads in the *American Magazine*; in fact, with other magazines, we attain 15,000,000 circulation monthly. With this, we offer you every possible selling help—display cartons, cards, electros, etc. We have shouldered our responsibility to you.

A Word for the Jobber

Your jobber is ready to supply you with 18- and 36-watch assortments, giving you full line Waterbury representation, and practical display material to tie up with Waterbury national advertising.

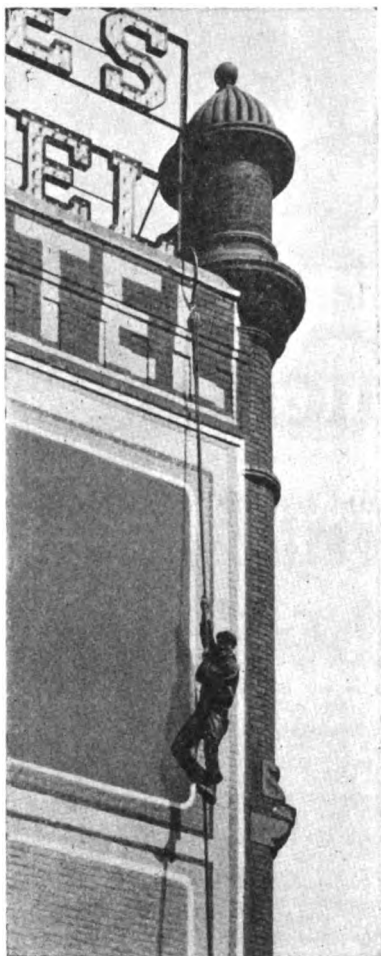
WATERBURY CLOCK COMPANY

Factories: Waterbury, Conn.

Sales Offices:

NEW YORK CHICAGO SAN FRANCISCO
137 Centre St. 215 W. Randolph St. 360 Fremont St.





Would YOU assume the Responsibility

for this man's safety
by selling him a rope
“just as good” as the
guaranteed kind?

SELL HIM

Columbian *Tape-Marked* Pure Manila Rope

and have him go aloft, secure in the knowledge that his rope will keep faith

The red, white and blue *Tape-Marker*, bearing the words “**Guaranteed Rope**, made by Columbian Rope Co., Auburn, N. Y.” can be found in every foot of Columbian *Tape-Marked* Pure Manila Rope.



Eliminate risk by insisting on the presence of this tangible guarantee—the Columbian *Tape-Marker*.

DEALERS: It requires little more effort to say “Columbian *Tape-Marked* Pure Manila” to your jobber than it does to say just “rope” and there is a difference.

BY INVITATION
MEMBER OF



COLUMBIAN ROPE COMPANY

332-80 Genesee Street

Auburn, “*The Cordage City*,” New York

Branches: New York - Boston - Chicago - Houston - Baltimore

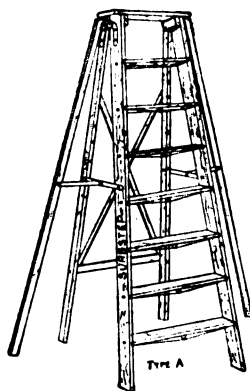
ASSEMBLING SHOPS
LONG ISLAND CITY

FACTORY AND WAREHOUSES
ELMHURST, L. I.

We are Now in a Position to Give You Real Service

We have endeavored to increase our output to meet the great demand of the trade. Our facilities at present enable us to fill your orders without delay.

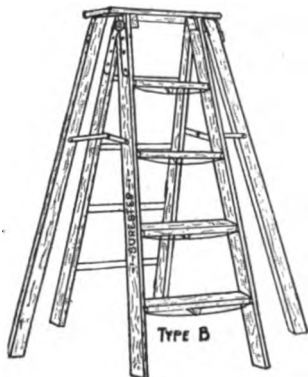
The Surestep Ladder is safe, reliable, economical, steady. Made from the finest selected spruce, free of knots. Conforms to the requirements of the Department of Labor. Two additional side props swinging outward support the ladder securely in place. No tipping, no falling.



**Type A
Household
Ladder**

Sizes 3 ft. to 12 ft.
Front rail $\frac{3}{4}$ x 3 in.
Steps $\frac{7}{8}$ x $3\frac{1}{2}$ in. Back
and side legs $\frac{7}{8}$ x $1\frac{1}{2}$
in. Top hinges mal-
leable iron. Interlock-
ing hinges hot rolled
steel 12 gauge by $\frac{7}{8}$.
Secured by rivets 3-16
diameter. Iron rods
under each step.

Type B—Mechanics' Ladder



Sizes 4 to 12 ft.
Front rail $\frac{3}{4}$ x 3
in. Steps $\frac{7}{8}$ by
 $3\frac{1}{2}$. Side legs
 $\frac{7}{8}$ x $1\frac{1}{2}$. Back
legs $1\frac{1}{8}$ by 2.
Rungs of Ash,
Hickory, Oak;
 $\frac{1}{8}$ -in. diameter.
Top hinges are
malleable iron
Interlocking
hinges, $\frac{7}{8}$. 12-
gauge hot rolled
steel. Secured
by rivets 3-16
diameter. Iron
rods under each
step.

RETAIL PRICES

Type A—3 ft. to 8 ft. . . \$.85 per ft.
9 ft. to 12 ft. . . \$1.00 per ft.
Type B—4 ft. to 8 ft. . . \$1.00 per ft.
9 ft. to 12 ft. . . \$1.25 per ft.

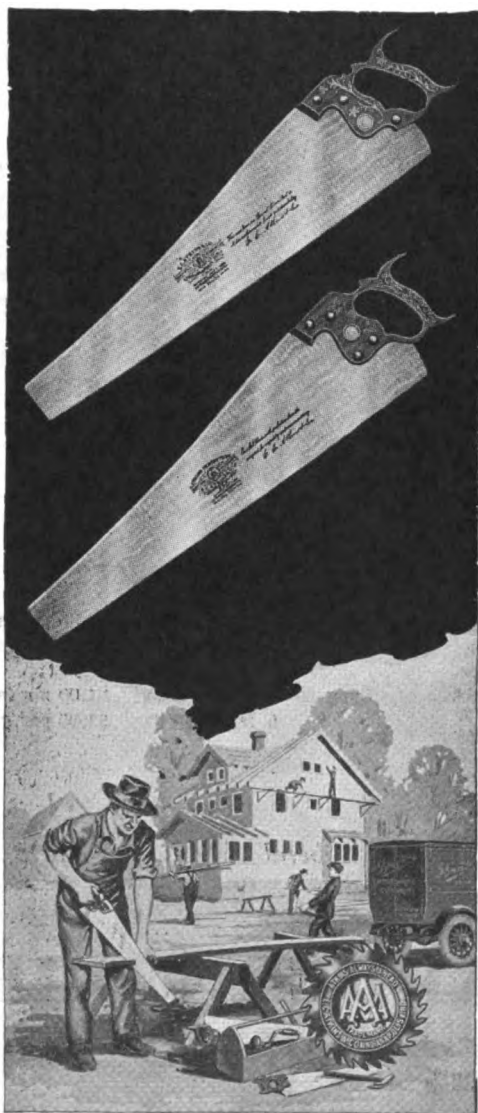
*Liberal discount to jobbers
and dealers*

SURESTEP LADDER CORP.

EXECUTIVE OFFICES
103 East 125th Street
NEW YORK

ATKINS

SILVER STEEL SAWS



Are You Cashing in on Atkins Advertising

Through our farm paper and general advertising campaign, we have been reaching over four million readers every thirty days.

This means that there will be many calls for Atkins Silver Steel Saws.

Wide awake hardware dealers and jobbers are realizing on our advertising investment because they have our goods in stock.

If your stocks are low,
"A word to the wise
is sufficient."

**Ask for Atkins 1922 Sales
Plans for hardware dealers**

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE
Home Office and Factory, INDIANAPOLIS, INDIANA
Canadian Factory, Hamilton Ontario
Machine Knife Factory, Lancaster N.Y.

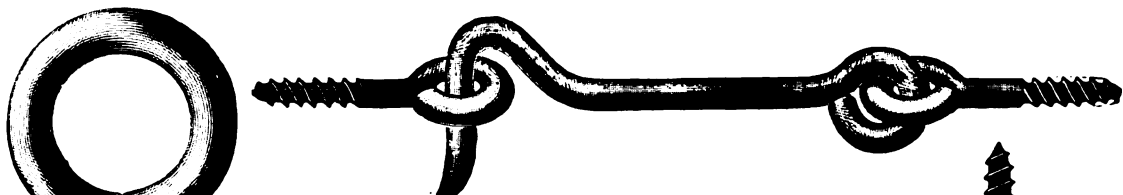
Branches Carrying Complete Stocks in the Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S. W.
Minneapolis	San Francisco	Vancouver, B.C.

100 IN A BOX

SARGENT

Bright Wire Goods and Brass Cup and Screw Hooks



The decimal system of pricing and packing, which we have adopted, applies to our Bright Wire Goods and Brass Cup and Screw Hooks which are favorably known by the whole hardware trade and recognized everywhere as standard goods. We now list these goods by the hundred and pack them in boxes of 100 each except the larger sizes which are packed 50 and in some cases 25 in a box.

This change will be appreciated by every hardware merchant and will be especially helpful to retail dealers.

The decimal system saves labor and lessens the liability of error by reducing the computations necessary to arrive at a price.

We can supply on request a price sheet showing the prices by the hundred compared with the old list by the gross and giving the quantity in a box of each number.

Sargent & Company

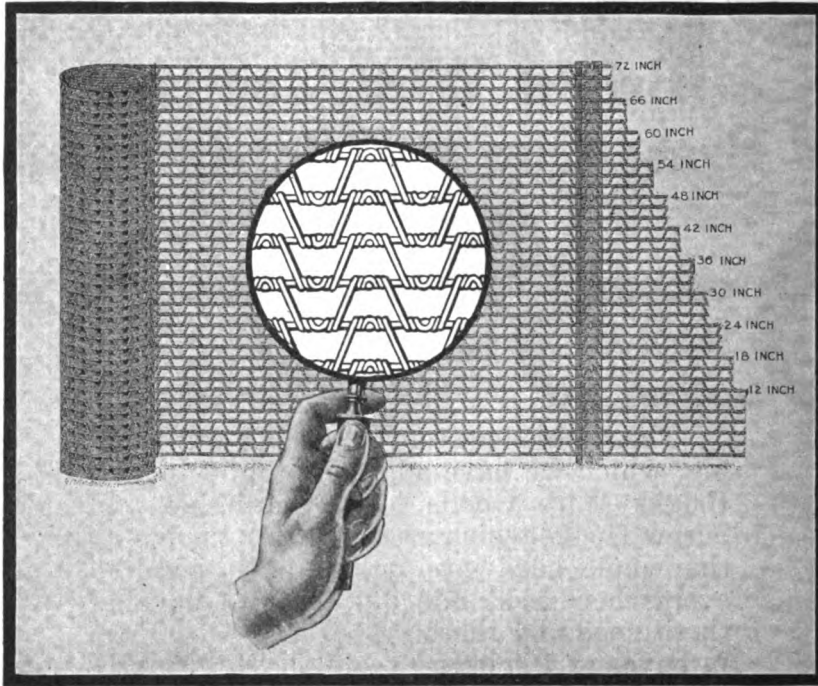
Hardware Manufacturers
NEW HAVEN, CONN.

NEW YORK

CHICAGO



U. S. Poultry Netting



Capitalize Our Manufacturing Success Into Your Dealer's Profit

U. S. Poultry Netting fills that long felt want and need in wire netting. Fence-like in construction principle, it cannot bag or sag; requires neither base-board nor top rail; requires fewer posts and will not narrow when tightly stretched.

U. S. Poultry Netting is not a WOVEN but an INTERWOVEN FENCE. Note carefully the type of twist (a double reinforced joint at each point of intersection, which makes it very stiff and rigid.) Through this style of manufacture there is no possibility of long or short wires, irregular size or shape meshes.

Highly practical for tennis court enclosures, tree guards, trellises, flower bed guards, screen work in motion picture industry, partition screens in factory stock rooms. Especially valuable as protection against rabbits and extensively used in stucco reinforcing.

If you are not fully acquainted with this excellent netting, don't fail to investigate its merits and superiority.

U. S. Netting is handled by representative Jobbers throughout the country, and is carried in stock at Portland, Spokane, Seattle, San Francisco, Los Angeles and San Diego.

MANUFACTURED EXCLUSIVELY BY

Indiana Steel & Wire Co., Muncie, Ind.



EXTRA!

**MILLERS FALLS
HACK SAWS**

**MILLERS FALLS
TOOLS**
SINCE 1868

LAST LONGER - ASK FOR THEM

He sells Hack Saws
— put him to work

HERE'S a new Millers Falls Hack Saw display card. Printed in three colors—black, red and blue. It has an easel back and you can stand it on your show case or in your window. You get this business getter free. All you have to do is ask for it.

Millers Falls Hack Saws are the best that can be made. Dealers appreciate the advantage of purchasing hack saws from the same source that they purchase other Millers Falls tools. Combined shipments and service count a whole lot. Standardization is the order of the day. Specify "Millers Falls" on your next hack saw order.

MILLERS FALLS COMPANY **MILLERS FALLS
MASSACHUSETTS**
Manufacturers of Carpenters' Tools, Hack Saws and Automobile Jacks

**MILLERS FALLS
TOOLS**

SINCE
1868

**A New
Catalogue**

We have just issued a new catalogue covering our complete lines. If you haven't received your copy, let us know.

We are selling Savage Pistol
for you — *Take advantage of the*
advertising drive that we are
making on Savage Automatic Pistols



Safety

Webster's Dictionary defines safety as freedom from danger; exemption from hurt, injury or loss.

The history of mankind is written in the struggle for this freedom—this exemption.

And one of the highest moral obligations of a man is that he shall insure the safety of his home—of his family.

Can you accept the responsibility of having your wife—your children—without adequate protection? Protect your home from the chance attacks of vicious criminals. Buy Savage protection insurance—the Savage automatic pistol.

Safe in the hands of the novice

Your wife or daughter—inexperienced though she may be—can handle the Savage automatic pistol with ease and confidence.

Safe—because it will not discharge accidentally.

Safe—because a touch or a look tells whether it is loaded or empty.

Safe—but easy to hold and easy to aim.

The Savage automatic pistol is characterized by the same superiority in material and workmanship on which the Savage rifles and repeating shotguns have built their reputation. Ask at your dealer's or request catalog. Address:

SAVAGE ARMS CORPORATION
Department Utica, N. Y.
Owners and operators of the
J. Stevens Arms Company, Executive and Export Office:
30 Church Street, New York

SAVAGE

Reduced reproduction
of our April consumer
advertisement
on pistols

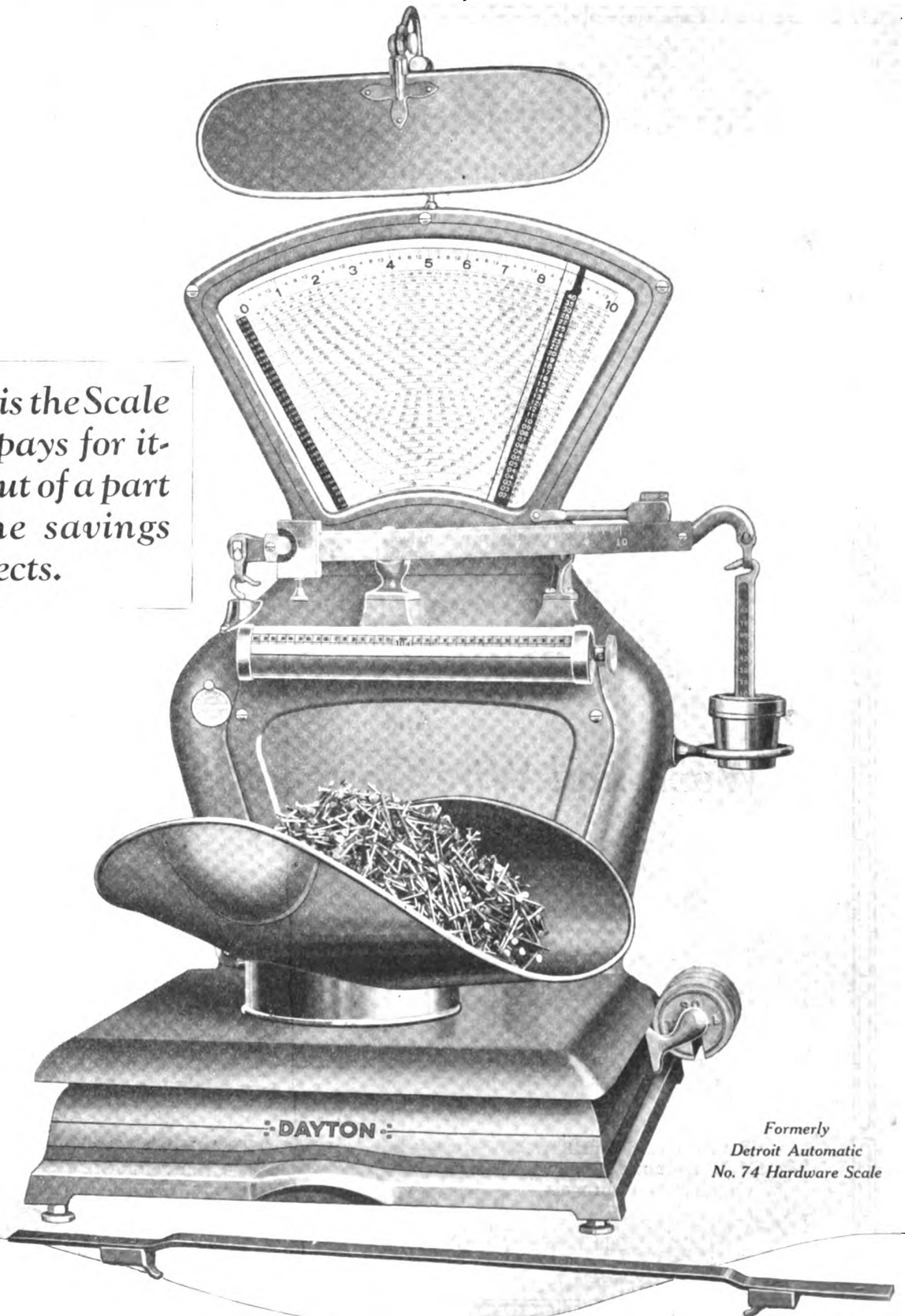
Atlantic Monthly
The Century Magazine
Harper's Magazine
Review of Reviews
Scribner's Magazine
World's Work

SAVAGE-STEVENS

No 74 Dayton Hardware Scale

Automatic and Computing-110 Lbs. Capacity

This is the Scale
that pays for it-
self out of a part
of the savings
it effects.



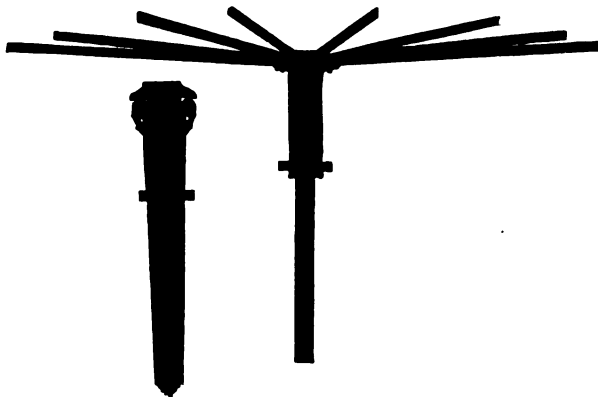
Formerly
Detroit Automatic
No. 74 Hardware Scale

Dayton Moneyweight Scale Company

100 ... 17 ... Ohio Branches In All ...

The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a

MOST COMPLETE LINE OF

Wall Clothes Driers

And

Wood and Wire Garment Hangers

OF EXCELLENT QUALITY



REPRESENTATIVES

THAYER & BOWER,
845 Monadnock Bldg.,
San Francisco, California

H. M. GREENER SALES CO.,
56 East Randolph St.,
Chicago, Illinois.

E. A. MORRISON,
309 Board of Trade Bldg., Portland, Oregon.

AMERICAN MAID Aluminum Ware

The Good Popular-Priced Line • Sells for Less

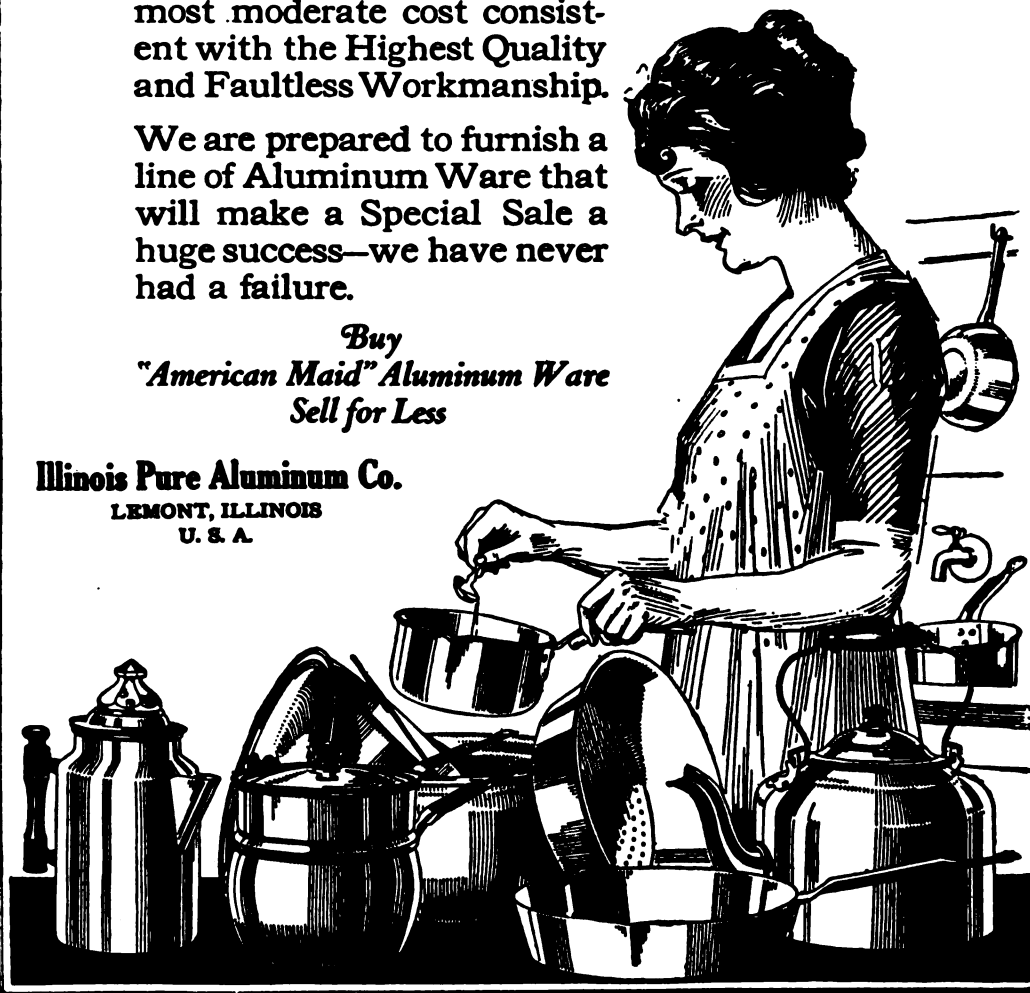
Our intention is to make "AMERICAN MAID" even GREATER value and a BETTER ware than it has ever been and still Sell for Less.

Every effort is being directed toward producing it at the most moderate cost consistent with the Highest Quality and Faultless Workmanship.

We are prepared to furnish a line of Aluminum Ware that will make a Special Sale a huge success—we have never had a failure.

*Buy
"American Maid" Aluminum Ware
Sell for Less*

Illinois Pure Aluminum Co.
LEMONT, ILLINOIS
U. S. A.





An Inexpensive Method of Advertising Your Wrenches and Store

The Coes method of real advertising is one that doesn't necessitate anything but a good stock of COES WRENCHES.

The advertising then rolls on its own momentum.

A "Steel-Handle" Coes in the shop of a good mechanic or plumber is an "ad" for your store that gets "attention value" every work day in the week and will surely be a guiding force when the user is in need of another wrench or other equally good tools.

Start a "wrench advertising campaign" by selling COES and get the users' business through the excellent service we guarantee our wrenches to give.

Your jobber has the complete line — plenty of sizes.

COES WRENCH COMPANY

Established 1841

WORCESTER . . . MASS.

AGENTS

Pacific Coast Agents

J. C. McCarty & Co.
29 Murray St., New York

John H. Graham & Co.
268 Market St., San Francisco

John H. Graham & Co.
113 Chambers St., New York

COLDWELL LAWN MOWERS

"MAKE BEAUTIFUL LAWNS"

NOW Is the Time to Interest People in Lawn Mowers

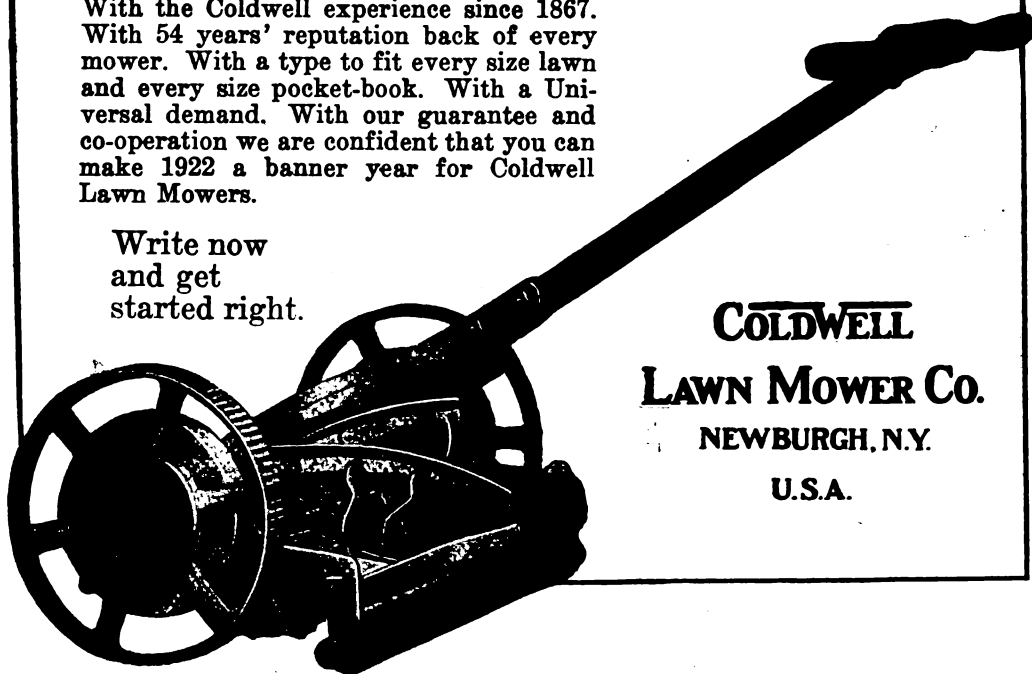
Try this plan. Take your city directory or telephone book and make up a mailing list of home owners who are interested in beautiful lawns.

Start right in and get them interested with a strong sales letter about the first of April and make timely use of our Display Material, Signs, Cut-outs, etc., and reinforce these with a prominent display of Coldwell Lawn Mowers during May and June.

Get the people thinking Coldwell — talking Coldwell and seeing Coldwell and you'll get them buying Coldwells when the grass needs cutting.

With the Coldwell experience since 1867. With 54 years' reputation back of every mower. With a type to fit every size lawn and every size pocket-book. With a Universal demand. With our guarantee and co-operation we are confident that you can make 1922 a banner year for Coldwell Lawn Mowers.

Write now
and get
started right.



COLDWELL
LAWN MOWER CO.
NEWBURGH, N.Y.
U.S.A.

Iron Horse Garbage Pails

Nest for Shipment



—and, being nestable, they save dollars in freight charges and storage space.



Nestable, they
save space

Not only that, but they are exceptionally well built, from extra heavy galvanized sheets, heavily wired, and equipped with heavy ears and bails.

They are built to stand up under the rough handling which equipment of this type receives. There are several styles of IRON HORSE Garbage Pails and Cans, and a wide variety of sizes. *May we quote you prices on them?*

TWO ITEMS NOW IN DEMAND

Sprinklers. Exclusive in design, heavy, wired at the top and equipped with wood gripped handles. The last word in a thoroughly durable sprinkler. Made in all sizes.



Refrigerator Pans. Extra heavy, wired around the top, bottom corrugated, equipped with drop type handles. Three sizes

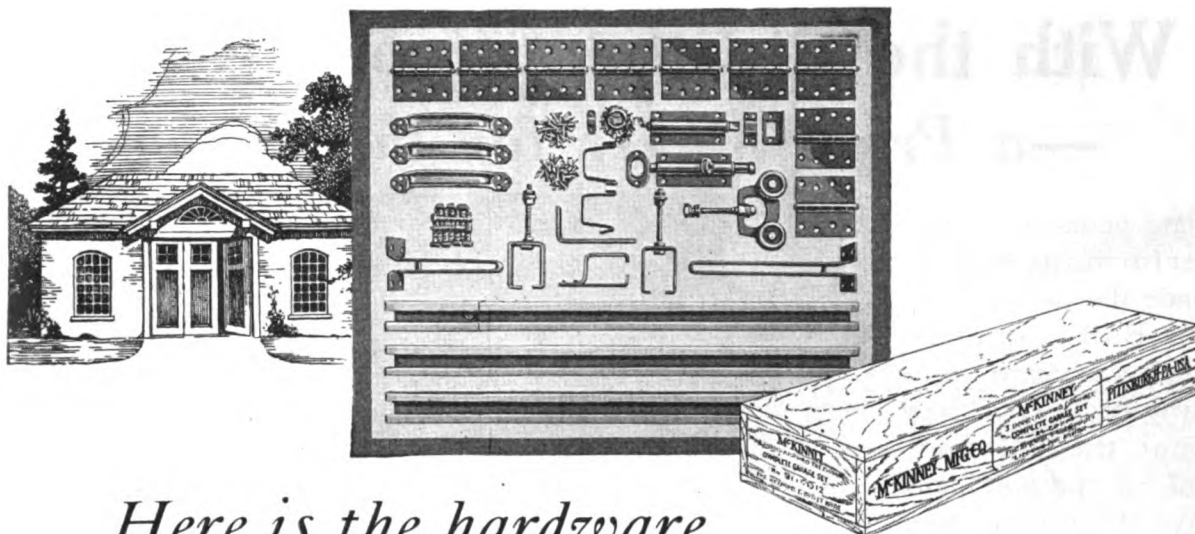


Write for prices.

Have you a copy of our 136-page Catalog No. 921, showing the complete IRON HORSE line, beautifully illustrated in color? If not, write for a copy today.

ROCHESTER CAN COMPANY • Rochester, N. Y.

Largest Makers of Strictly Quality Metalware in the World



Here is the hardware in one of the McKinney Garage Sets

EVERY piece of hardware needed for the hanging and operation of the private garage door, packed complete in a box—everything from the track down to the last screw.

Your customer picks out the kind of garage entrance that meets his particular requirements and all you have to do is to hand over the box of McKinney Hardware which corresponds to that type. The various kinds of doors—swinging, sliding-folding, or around-the-corner arrangements—are pictured in the McKinney Garage Door Hardware Book. A copy of this book should be in your store. We will gladly send you one free of charge.

In selling these complete sets there are two important points for you to remember:

First, that it is the most convenient, the easiest, the quickest, and the most satisfactory method of selling garage door hardware. Nothing is forgotten, no time is taken up in assembling the needed articles.

Second, that every article in each set is of the highest quality—McKinney made. You can back up these McKinney sets with the strongest kind of selling talk you know of and be altogether on the safe side.

If you are not handling these sets now you are missing a good thing and so are your customers. Write today for the book. It will give you a clear idea of the wonderful possibilities for you in this line. When you get the book, tie it fast to your counter for quick reference by your customers and yourself.

McKINNEY *Hinges and Butts and Hardware*

Also door hangers and track, door bolts and latches, shelf brackets, window and screen hardware, cabinet hardware, steel door mats and wrought specialties.

McKINNEY MANUFACTURING COMPANY, Pittsburgh
Western Office, Wrigley Bldg., Chicago

Export Representation

PACIFIC COAST REPRESENTATIVE: John T. Rowntree, Inc.,
Los Angeles, San Francisco, Seattle, Salt Lake City, Denver.

McKINNEY

Complete Garage Door Sets

Seal-Tite Cannon Ball Door Track With the Weather-Proof Feature —a Profit Maker for the Dealer

Long years of sterling performance have made the name "Cannon Ball" stand for quality in barn door hangers. You know what the "Cannon Ball" is and you know that your customer knows. Be sure you are able to supply your customer when the time comes.



*All Regular
Cannon Ball Hangers
Fit This Track*

Illustrated
with No. 440
Cannon Ball
Hanger

Regarded Everywhere as Standard Equipment

Every time you sell a Cannon Ball Door Hanger you not only make a good profit but you make a good friend. Wind, rain, weather and hail proof—easy operating and as good many years from now as the day it is first put up.

Now the "Seal-Tite" track construction increases Cannon Ball demand with the weather-proof feature that many barn builders want.

A sure seller and a certain satisfier.

Write for Exclusive Agency Proposition

HUNT, HELM, FERRIS & CO.

Harvard, Ill.

Everything for the Modern Barn

Albany, N. Y.

Los Angeles, Cal.—1811 E. Seventh St.

San Francisco, Cal.—283 Minna St.

Portland, Oregon—360 E. Morrison St.

STAR

Equipment




Closed
Between Building
and Track

Closed Between
Track and Door

**The
STAR
LINE**
"Something to Sell
the Year Around"
Stalls, Stanchions
and Pens
Litter Carriers
Water Bowls
Feed Trucks
"Harvester" Hay Tools
Door Hangers
Garage Equipment
Coaster Wagons
Tank Heaters
and Other Farm Specialties

Are you ready for **FLORENCE** National Demonstration Week?

How about the week of April 17-22? Are you one of the thousands of dealers who are ready to take advantage of Florence National Demonstration Week?

Our consumer advertising in national magazines and in newspapers has prepared women for your participation. They will want to see the famous Florence Oil Cook Stove and Florence Oven in actual operation. They will come to watch the cook and to taste the tempting goodies provided.

You want to do everything possible to make your demonstration a success and increase your sales. We will gladly help you urge people to come in and see the Florence stove and oven. When they see for themselves the merits of this stove, they will understand how simple cooking is with it.

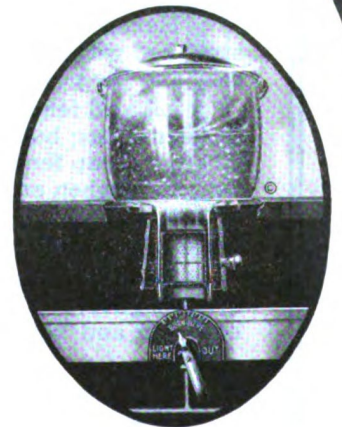
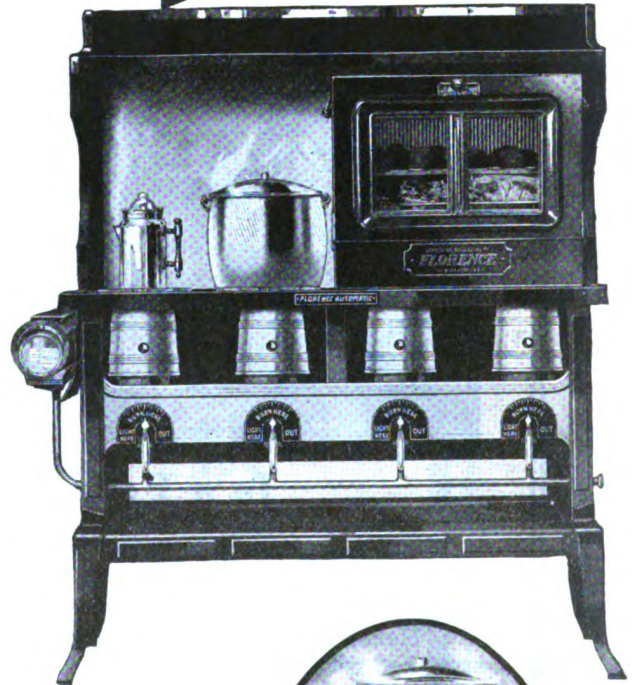
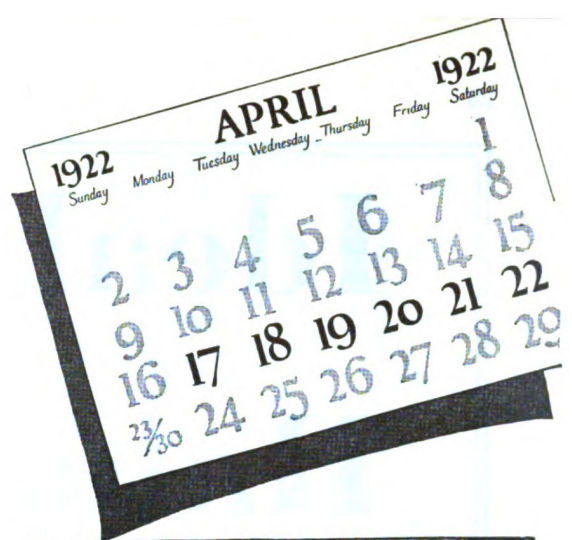
Another thing. Do not overlook the benefit Florence Demonstration Week will have on sales in your other departments. People will come to your demonstration and will not leave without buying something.

There is still time for us to send you free advertising material—announcement cards with your name and the date of your demonstration, newspaper electrotypes, selling helps, booklets, and window trims.

You will find the effect of your Florence demonstration will mean bigger business throughout the year.

For detailed information write or wire to

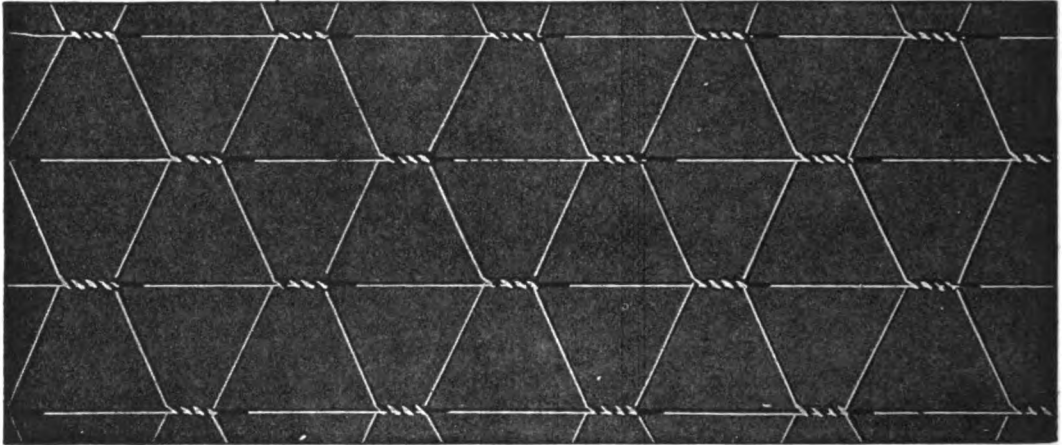
CENTRAL OIL & GAS STOVE CO.
457 School Street, Gardner, Mass.



*More Heat
Less Care*

FLORENCE **OIL COOK STOVES**

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a heavy selvage both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition

SQUARE DEAL FENCE

is good fencing. Thirty years' experience has developed the self-draining knot that cannot slip; the solid one-piece stay wire that serves as a post every few inches; the elastic wave or crimp that holds the fence tight and trim; the secret galvanizing process that helps resist rust for years and years. Open hearth wire that is smelted right, drawn right, annealed right, makes a "Square Deal" fence for you and your trade.

Selling "Square Deal" Pays

Add this profitable leader of the fencing field to your stock and build your business bigger. Learn how our advertising finds prospects for you; how our sales-aids help you close sales. If you do not now get it, a request, written on your business stationery, for the Keystone New Price Bulletin Service will put your firm name on the preferred mailing list.

KEYSTONE STEEL & WIRE CO.

Peoria, Illinois

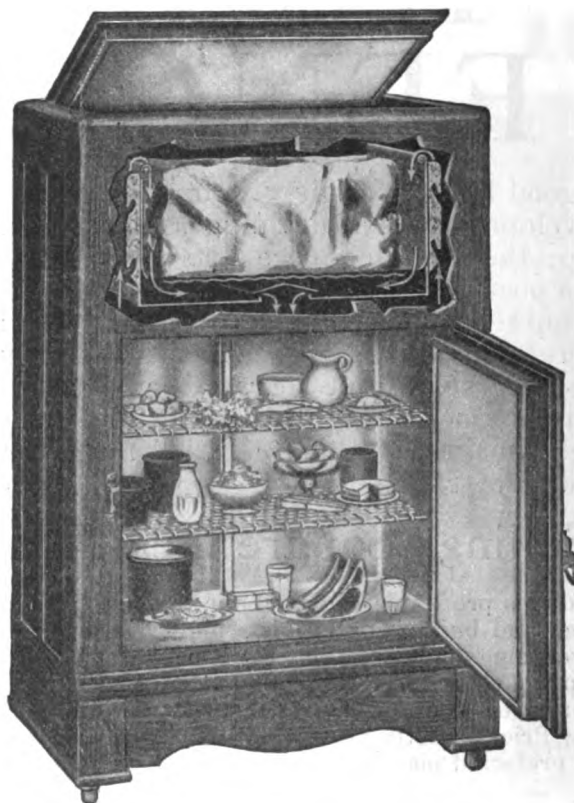
Pacific Coast Representative:
E. E. BROWN, 686 Mariposa Ave., Oakland, California

The "Square Deal" Knot that
Absolutely Never Slips



THE MONARCH

(Trade Mark Reg. U. S. Pat. Office)



REFRIGERATORS

Made in Metal, White Enamel, and Seamless Porcelain Lined.
Handsome, Strongly-made, Up-to-date Refrigerators
at prices which net you a good profit.

"It's the Frigid 'Frigerator'—the 'Box that's on the Boom'"

Ash and Oak Cases. Strong, Removable Air Flues. Removable Waste Pipe and Trap. Retinned Wire Shelves, Bright as Silver. Strong Hardware in Roman Gold and Nickel Plate. Good Casters.

Union Hardware & Metal Co.

LOS ANGELES, CALIFORNIA

THE MONARCH REFRIGERATOR WORKS

BURLINGTON, VERMONT

BISSELL'S SWEEPERS

are essentially SWEEPERS, not CLEANERS, and are an every day necessity. Bissell's have "Cyco" Ball Bearings, 46 years of reputation and a universal consumer acceptance. They sell AT A PROFIT. And so do Bissell Toy Sweepers.



The unusual, dignified and strong color scheme of this display, centered with a pastel reproduction of an "irresistible" woman's head by Gene Pressler, quite warrants the name we have given it. The background panels are in pleasing grays, ranging from very dark to light, set off with very soft tintings at the top and bottom and full color in the oval and on the sweeper. It is an eight color lithographic job on heavy cardboard—forty inches wide by thirty inches high.

The Spring Offer

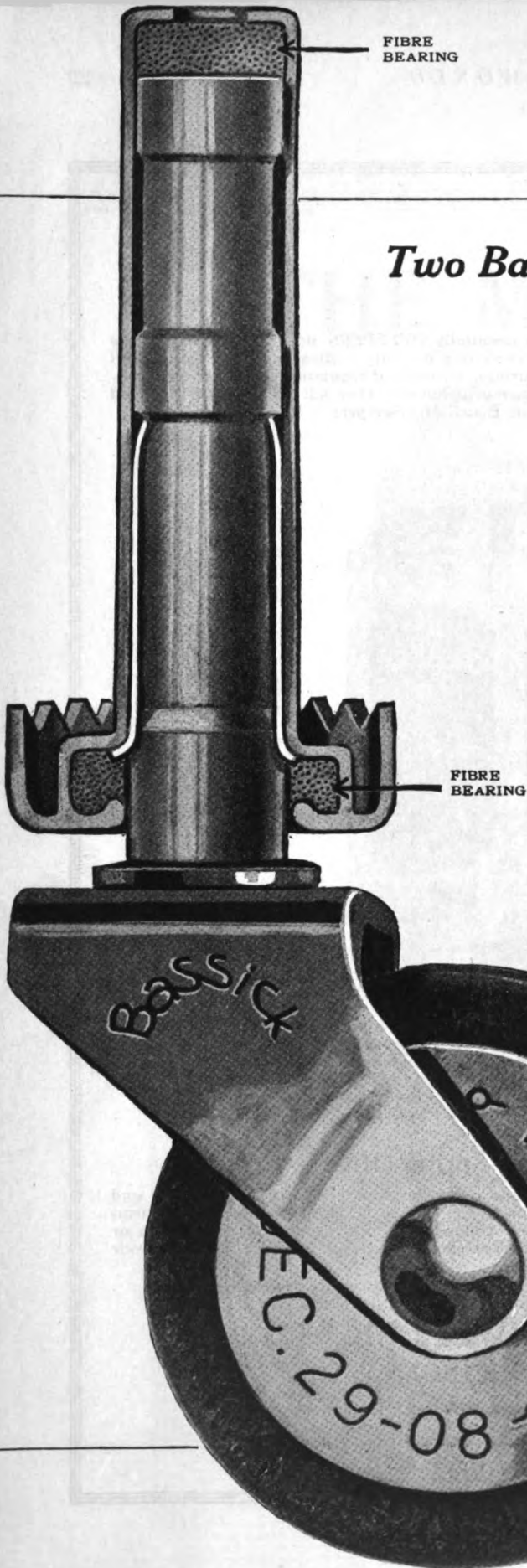
features a window display that is very different and distinctive in design. It will draw eyes to your window. Offered with factory shipments of a dozen or more sweepers ordered either direct or through your jobber.

BISSELL CARPET SWEEPER CO.

GRAND RAPIDS, MICHIGAN

New York Office and Export Dept., 46 West Broadway

Oldest and Largest Sweeper Makers



Two Bassick Features that point the way to Greater Sales

HERE are two selling points that are exclusive to Bassick Casters—the Diamond Velvet Socket and the Feltoid Wheel. Each is a conclusive argument for Bassick superiority.

The Diamond Velvet Socket has at the top and sides, fibre bearings which allow the caster to swivel and turn more easily and freely. They eliminate the wrenching strain which makes furniture wobbly. Moreover, fibre bearings are quiet bearings.

The Feltoid Wheel to the housewife is an assurance that no more will her prized hardwood floors be marred and scarred by furniture tracks. Feltoid Wheels are long-wearing and noiseless.

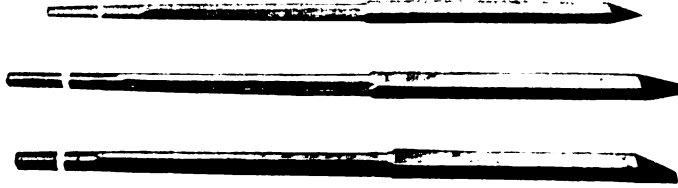
The Bassick line of casters meets all the requirements of every household.

Properly priced and properly packaged, Bassick Casters are profit-making items to hundreds of progressive hardware dealers.

Are you among them?

THE BASSICK COMPANY
Bridgeport, Conn.

Bassick
Casters



Crow Bars and Lining Bars

QUIKWERK Tools are known everywhere for splendid service. That's because they do not merely do the work and stand the strain they ought to — but they generally outdo and outlast what any man has a right to expect of good tools.

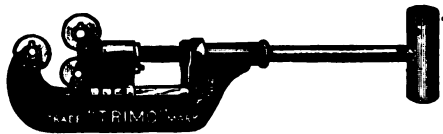
Ask Your Jobber for Warren Quikwerk Hand Tools

THE WARREN TOOL & FORGE COMPANY

150 Griswold Street . Warren, Ohio



Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Cutter
one or three wheel

The Word **TRIMO**

stands for good tools made by the Trimont Mfg. Co., which are the following:

The Trimo Pipe Wrench
The Trimo Chain Pipe Wrench
The Trimo Monkey Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make the Trimo Pipe Wrench superior are the **Spiral Spring**, always in place, the **Steel Frame**, that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. Save time and money and buy Trimo tools, made by

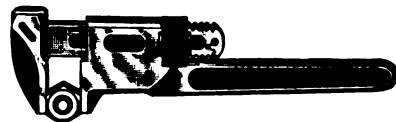
TRIMONT MFG. COMPANY

ROXBURY (BOSTON), MASS.



WITH FLAT-LINK OR CABLE CHAIN

Trimo Chain Wrench
Eight sizes, take pipe 1/8" to 15"



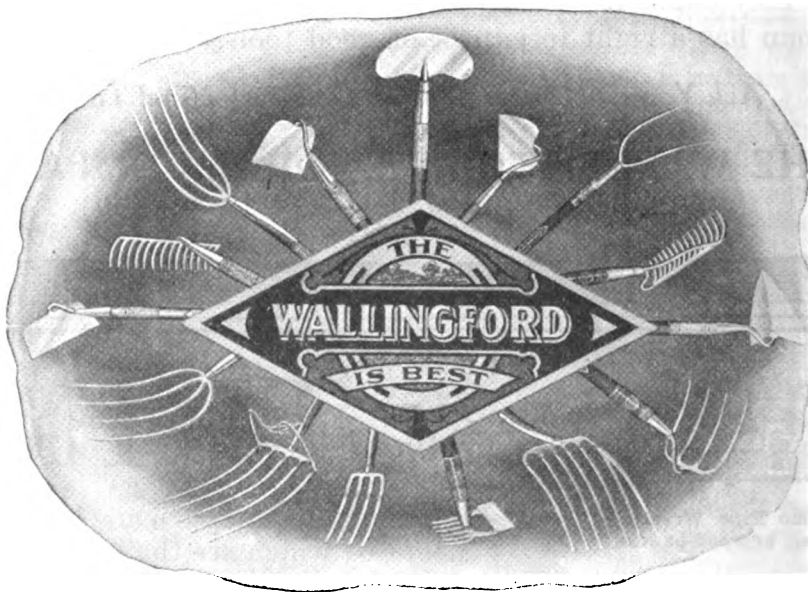
Trimo Nut Wrench
steel handle only

THE TRITCH HARDWARE COMPANY

Rocky Mountain Distributors of

WALLINGFORD FARM AND GARDEN TOOLS

A COMPLETE LINE



HIGH
QUALITY
CAST STEEL

CAREFULLY
TEMPERED AND TESTED

SELECTED
HANDLES
EXTRA FINISHED

WALLINGFORD STEEL GOODS

Are made in a Modern Factory devoted exclusively to the manufacture of Farm and Garden Tools; a large and complete line produced under ownership management, assuring the highest type of goods in Design, Quality and Finish.

Write for Prices Today

THE TRITCH HARDWARE COMPANY

FRANK A. BARE
President

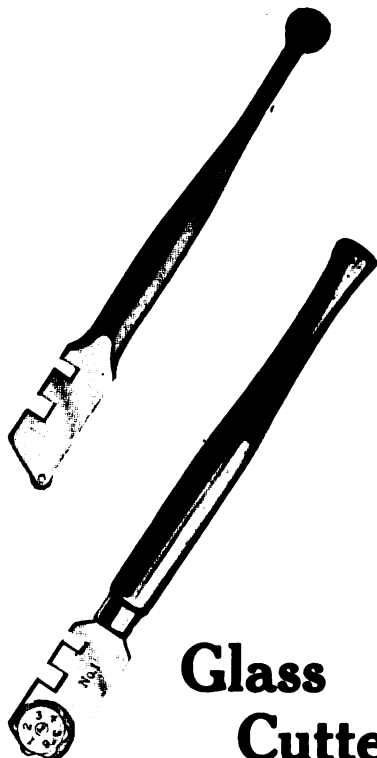
J o b b e r s

O. E. BARE
Vice Pres.

Denver, Colorado

GOODELL-PRATT

1500 GOOD TOOLS



Glass Cutters

With Wheels that Cut Like Diamonds

In the countries of Northwestern Europe, where glass cutting is a highly developed industry, they acknowledge the outstanding superiority of Goodell-Pratt Glass Cutters.

In the largest glass factories of the United States, Goodell-Pratt Glass Cutter wheels are used, because of their lasting qualities.

The superiority of Goodell-Pratt Glass Cutter wheels is due to our methods of manufacture and individual testing.

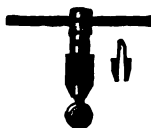
GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U. S. A.



Another New Starrett Tool T-Handle Tap Wrench No. 93



An exceptionally handy tool. Although especially designed for holding taps to be turned by hand, it will be found exceedingly convenient for holding drills, reamers, and many other small tools.

You can recommend this new No. 93 T-Handle Tap Wrench absolutely as being up to Starrett standards in every respect — thoroughly practical, dependable and durable.

There will be a big call for this tool. It's a tool that a great many mechanics can profitably use. Made in two sizes to sell at \$1.00 and \$1.25. Packed one in a box.

2 2

Write for
new
Supplement
to Starrett
Catalog
No. 22 "BF"
Copy sent
promptly on
request

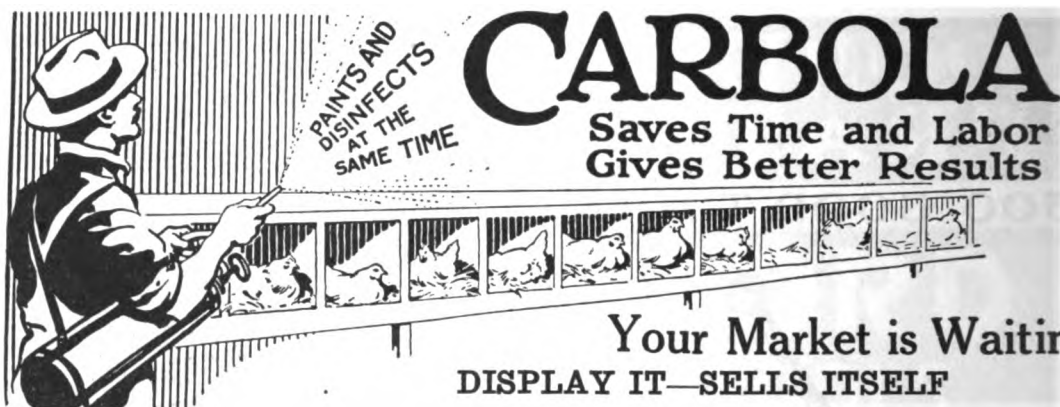
THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers

Manufacturers of
Hack Saws Unexcelled
ATHOL, MASS.



42-292



CARBOLA
Saves Time and Labor
Gives Better Results

Your Market is Waiting
DISPLAY IT—SELLS ITSELF

THE DEMAND ALREADY EXISTS FOR

It is a white paint in powder form combined with a disinfectant many times stronger than pure carbolic acid. It is turned into a smooth spreading, liquid paint simply by mixing with water. It dries a snow white, and can be applied with a spray pump or brush to wood, brick, stone, cement or

CARBOLA

over whitewash. It does not clog the sprayer, and will not blister, flake or peel off. It is used in place of whitewash and disinfectants in poultry houses, stables, work buildings, cellars, garages, outbuildings, etc. It sells to the farmer and it sells to the man in town—to all classes of trade.

WRITE FOR DETAILS OR SEND YOUR ORDER DIRECT TO

ANSEL W. ROBISON

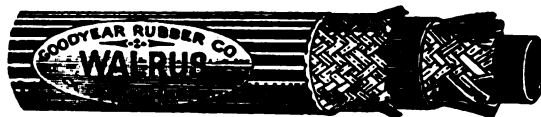
1196 MARKET STREET

Western Distributor

SAN FRANCISCO, CALIF.

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. R. PEASE, JR., Treas. C. F. RUNYON, Secy.
539 Mission Street Nos. 61, 63, 65, 67 Fourth St., & Pine St.
SAN FRANCISCO, CAL. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

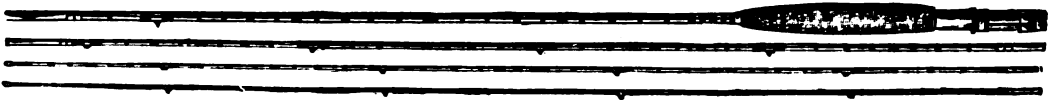
FISHING TACKLE

Where your assortment is not complete, prepare for the Fishing Season by laying in a stock of the

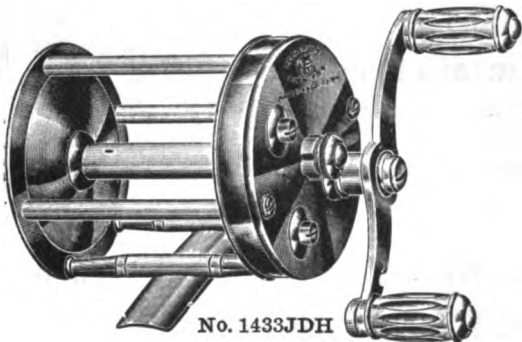


"It's the Hook That Gets the Fishes in the Brook"

TYEE TROUT ROD



Tyee-Trout Fly. Made from select Calcutta bamboo, three-piece and extra tip, full gun metal mountings, solid metal reel seat, snake guides and angle casting tip, 9½-inch special solid cork grip, closely wound with black and scarlet silk. Length 9, 9½ and 10 feet. Weight 5½ to 8 ounces. On velvet covered form in cloth bag.



No. 1433JDH

REDIFOR — CASTING REEL

Made of finest quality nickel silver, satin finished by hand. Patented front and back adjustable tension oil cups, inset with genuine scarlet agate jewels; adjustable front sliding click and drag, steel pivots, steel pinion, double handle crank with pyralin amber fluted handles.

One reel in a handsome velvet lined jeweler's display case, with oil can enclosed.

TYEE LINE

A specially made line of the strongest and highest grade silk that it is possible to obtain. Absolutely proof against all alkalis. In the following colors: A soft, glossy finished, rich, dark olive green; dark green and black mottled, black and white, salt and pepper and mottled green and white.

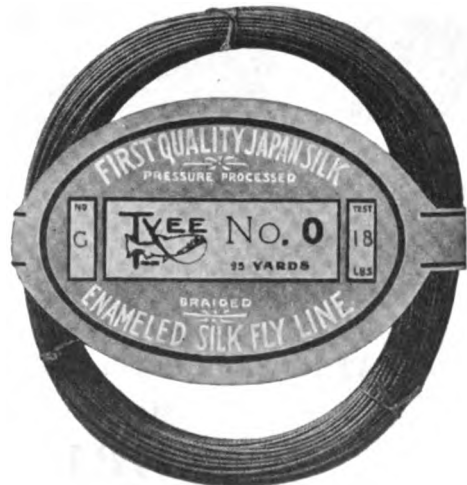
Twenty-five yards on a card, four connected.

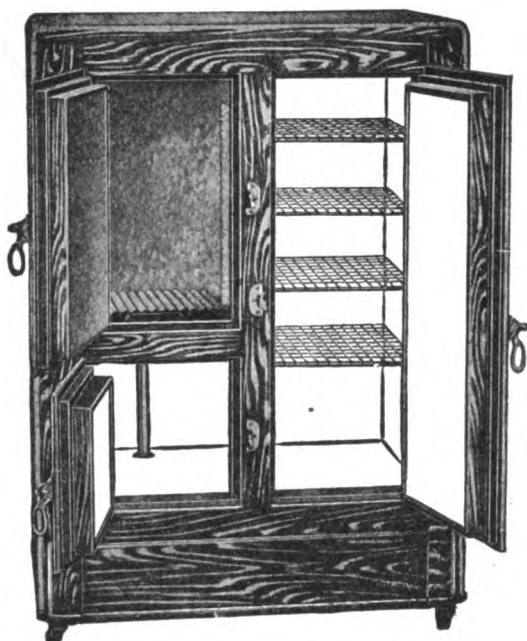
For a complete line of Tackle, see our Sporting Goods Catalog, No. 70, or General Catalog, No. 72, pages 2150 to 2251.

"Show 'em, you sell 'em—Hide 'em, you keep 'em"

Dunham, Carrigan & Hayden Co.

SAN FRANCISCO, CALIFORNIA, U. S. A.





Lowest Ice - Cost on record.

Patent Trap, rustless ice-racks, sanitary linings, perfect hinges and locks, adjustable rustless shelves.

Easiest to Clean. Warm water and soap all that is needed.

Easiest to Look At. Design — finish — hardware all superb.

Longest to Last — An Alaska will give years of service.

Easiest to Buy—Reasonable price.

ALASKA

CORK INSULATED
REFRIGERATOR
"A Life Preserver for Food"

The White Mountain Freezer

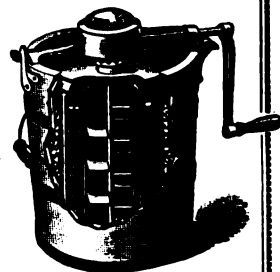
Triple Motion Hand Freezer

With Crank

NOW IN STOCK

SIZES — 1, 2, 3, 4, 6, 8, 10, 12, 15, 20 and 25 Qts.

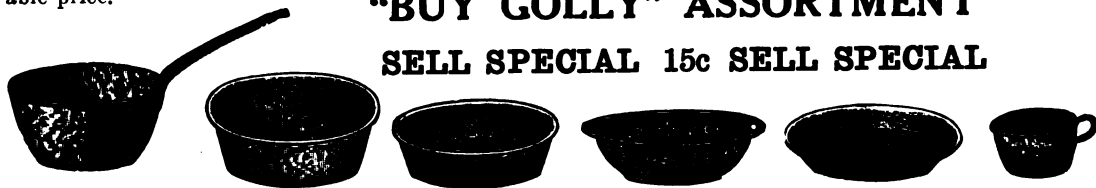
ALSO POWER FREEZERS



FIRST QUALITY New England Gray Ware

"BUY GOLLY" ASSORTMENT

SELL SPECIAL 15c SELL SPECIAL



COMPOSITION OF ASSORTMENT

2 Dozen No. 2 Pudding Pan
2 Dozen No. 2 Milk Pan
2 Dozen No. 11 Drinking Cup
2 Dozen No. 40 Deep Pie Plate

2 Dozen No. 28 Wash Basin
2 Dozen No. 20 Mixing Bowl
2 Dozen No. 16 Lipped Sauce Pan
2 Dozen No. 1½ Pudding Pan

16 DOZEN TOTAL PIECES, YOUR COST, \$20.00

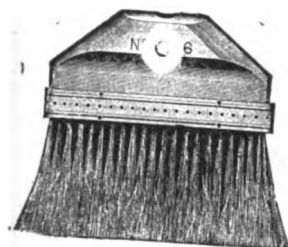
AT 15c EACH SPECIAL PRICE NETS \$28.80 — PROFIT OVER 40%

Mail Your Order Now for One or More

MANGRUM & OTTER, Inc.

827-831 MISSION STREET

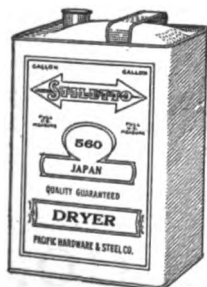
SAN FRANCISCO, CALIFORNIA



A Complete Line of



**Paints, Oils, Varnishes
Kalsomine, Dry Colors, Colors in Oil
Brushes, Putty, Window Glass**

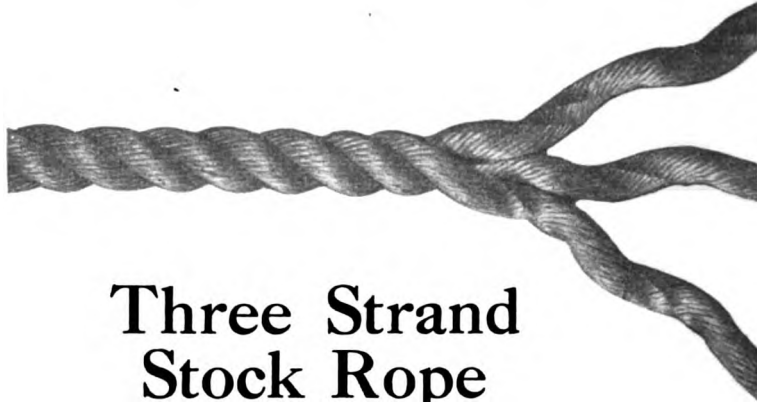


**BAKER, HAMILTON & PACIFIC
COMPANY**

San Francisco - California



C O R D A G E



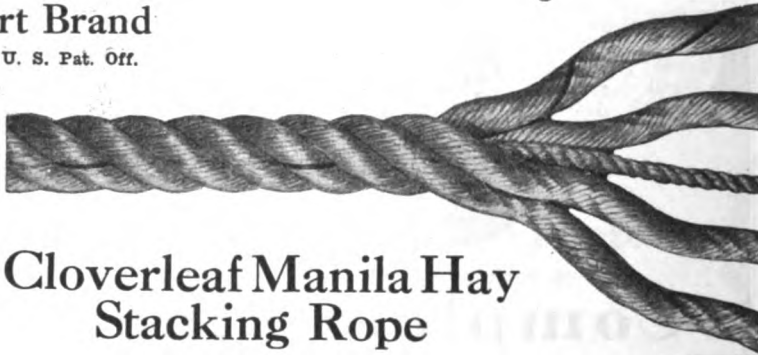
Three Strand Stock Rope

PURE MANILAS—
Cloverleaf Brand
Seaport Brand

Reg. U. S. Pat. Off.

*Unexcelled for
General Usage*

White Sisal
Sisal



Cloverleaf Manila Hay Stacking Rope

"Red Thread" 4 Strand

Reg. U. S. Pat. Off.

*Specially constructed to give the longest
life on the hay fork*



"Broncho Brand" Red Thread

Reg. U. S. Pat. Off.

4 Strand Lariat Pure Manila

KNOWS NO COMPETITION

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THE PORTLAND CORDAGE CO.

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Erb Hardware Company
WHOLESALE HARDWARE



LEWISTON, IDAHO

BELTING
PACKING
MILL AND MILL SUPPLIES
WAGON WOOD STOCK
AUTO SUPPLIES
IRON AND STEEL
BUILDERS' HARDWARE
STOVES
TIN AND ENAMEL WARE
SPORTING GOODS

HONEYMAN Hardware Company

Park and Glisan Streets
PORTLAND, OREGON



GARDEN TOOLS
POULTRY NETTING
PRUNING SHEARS AND SAWS
TREE PRUNERS
SPRAYERS



We are adjacent to Postoffice, Freight
Depots and Express Offices
and can assure

PROMPT SHIPMENTS

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

Sporting Goods

Automobile Accessories

HOLTER Hardware Company

SPOKANE, WASH.

WHOLESALE
ONLY

Auto Accessories

Plymouth Rope	Ideal Furnaces
Automatic Washers	Ideal Heaters
Sargent Hardware	South Bend
Acme Paints	Malleable Ranges
Rawlings Sporting Goods	Mill, Mining and Logging Supplies

Prompt, Courteous Service

"KING" COLE BRUSHES

NEW ILLUSTRATED CATALOG JUST OFF THE PRESS

Write now for your copy (postage paid, of course)

Special Prices and Dealer Discounts During April

"KING"
COLE BRUSHES

- - 63 First Street, SAN FRANCISCO

Stoves Ranges Furnaces

LARGEST JOBBERS of Stoves, Ranges and
Furnaces on the Pacific Coast

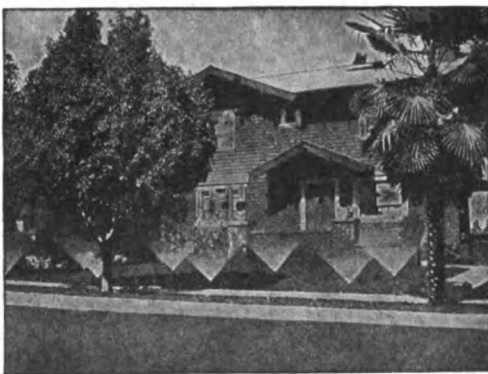
A few exclusive territories still open
for some of our lines

Sheet Steel and
Wire Products

SIMON BROS.

148-154 Townsend Street, SAN FRANCISCO, CAL.

Thompson Adjustable Sprinkler Head



Sold Through the Jobbing Trade

Thompson Manufacturing Company
East Eighth and Santa Fe Ave.
LOS ANGELES

TRINER Slanting Dial FAMILY SCALES



The silver burnished dial sets at an angle and can be read without stooping.

Platform is supported by double steel uprights, distributing weight and insuring accuracy.

Made throughout of the best cold rolled steel, light and strong.

Finished in heavy black enamel, beautifully decorated.

- No. 24, Steel Platform
- No. 25, Tile Platform
- No. T-25, Polished Tin Scoop,
With Steel Forks
- No. T-26, Steel Platform and
Polished Tin Scoop

Can be kept in any convenient place, as it occupies very little room, its dimensions being 7 in. high, 6 in. wide, 7 1/4 in. deep. Dial 6 in. in diameter.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.
West Twenty-first Street, CHICAGO, ILLINOIS

W. P. HORN & CO.
Pacific Coast Representatives
Bialte Building, San Francisco, Cal.
Los Angeles Portland, Ore. Seattle, Wash.

Minutes Mean Dollars Now!

OUR UNEXCELLED SERVICE SAVES
YOU TIME ON YOUR SHIPMENTS—

OUR HIGH QUALITY MERCHANDISE
ATTRACTS YOUR CUSTOMERS AND
INSURES PROFITABLE TURNOVER.

Salt Lake City
Utah

The Salt Lake Hardware Co.

Pocatello
Idaho

"EVERYTHING IN HARDWARE"

Are You Prepared?

Losses are adjusted every day for people who
thought they would never have a fire.

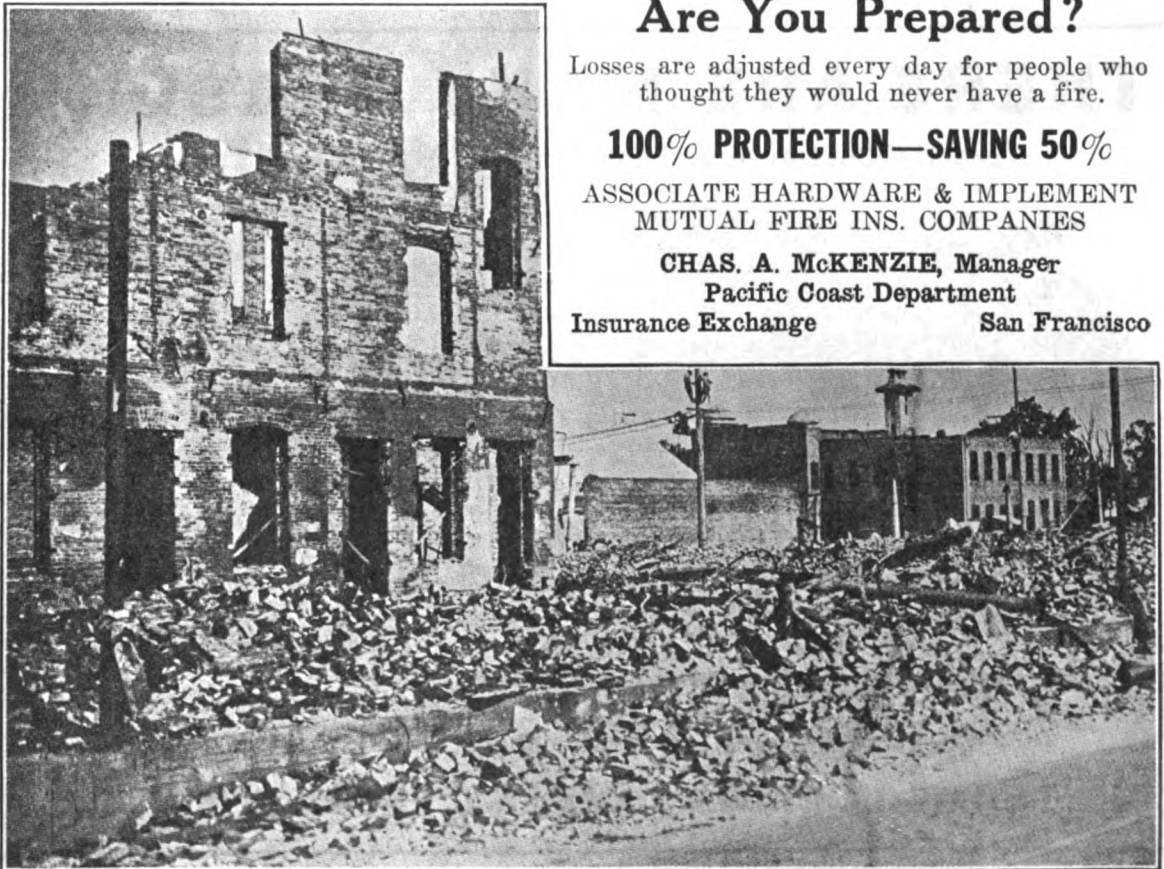
100% PROTECTION—SAVING 50%

ASSOCIATE HARDWARE & IMPLEMENT
MUTUAL FIRE INS. COMPANIES

CHAS. A. MCKENZIE, Manager
Pacific Coast Department

Insurance Exchange

San Francisco



General Machinery & Supply Company

Including additions we are now making to our stock we will shortly have on hand a complete supply of General Hardware and Tools for all classes of trade. At present we carry one of the most complete stocks in San Francisco and are headquarters for—

MACHINISTS AND MACHINE SHOP
SUPPLIES

CONTRACTORS' EQUIPMENT

VALVES, PIPE AND FITTINGS

HANDLES, SHOVELS AND WASTE

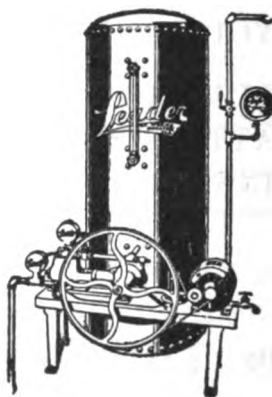
BELTING AND PACKING

**GENERAL MACHINERY & SUPPLY
COMPANY**

39 Stevenson Street
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Leader
TRADE MARK

WATER SYSTEMS



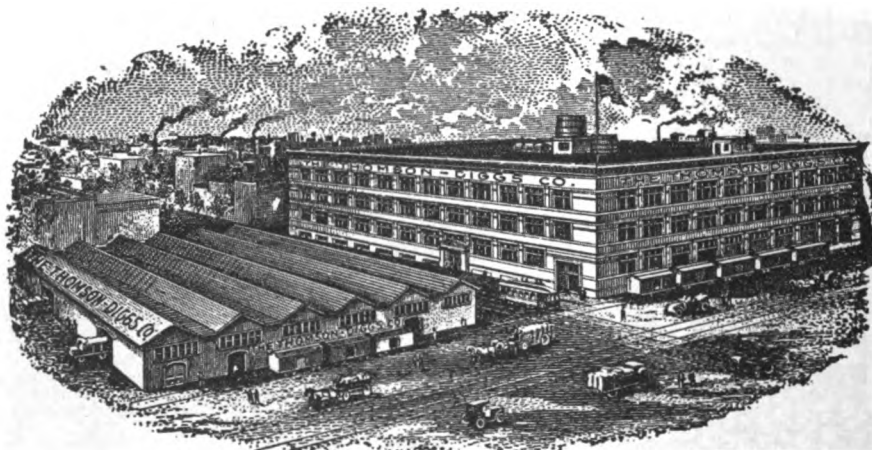
FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
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HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.

853 Folsom Street
San Francisco, California
Sole Distributors

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For the Continued and Increased Growth of Our Trade



If you are one of our customers you know them.

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The House of Fair and Square Dealing—Ask Our Customers

**EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-
HOLD UTENSILS, SPORTING GOODS AND CUTLERY**

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

THE JAMES SWAN COMPANY

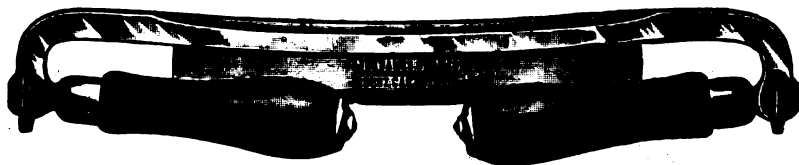
SEYMOUR

CONNECTICUT

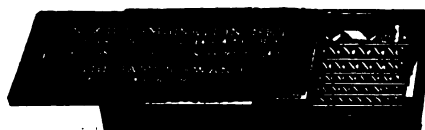
**BITS
AUGERS**



**CHISELS
DRAW KNIVES**



**NAIL SETS
GIMLETS**



**SCREW DRIVERS
GOUGES**

New York Office: 28 Warren Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

BRIDGEPORT HARDWARE MFG. CORP.

BRIDGEPORT, CONN.

AUTOMOBILE TOOLS



MATCHLESS KNIFE HANDLES

Length 11½ inches.

List.

No. 88 Polished Ends.....\$6.00 doz.
No. 89 Full Polished.....\$9.00 doz.



REX—ALL STEEL

Size 1¼x1¼x11¼

List.

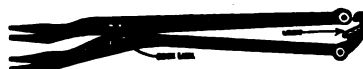
No. 154 Blued Polished Ends.....\$4.00 doz.
No. 1154 ALL Bright.....\$8.00 doz.



COMBINATION SIDE CUT PLIER

Hardened and Tempered Jaws

	6-in.	7-in.	8-in.
No. 118 Black, List, doz.....	\$14.50	\$12.00	\$18.60
No. 682 Pol'd, List, doz.....	18.00	19.80	21.00



VALVE LIFTERS

Natural Forge Finish

No. 1—Fav-Oh-Rite, 12 inch. List, dozen.....\$24.00



TIRE TOOL

Bright Finish

No. 250—Thor, ¾x¾x16. List, dozen.....\$4.00



BIG BULLY DRIVER

Blade through the handle.

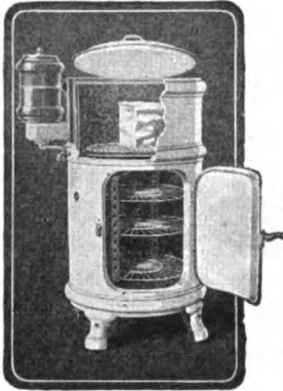
No. 300 Oct'g Blade 7-16x8. List, dozen.....\$9.00

C. W. GAUSE CO., Western Sales Agents
693 Mission St., San Francisco, Cal.

J. C. McCARTY CO.
Eastern Sales Agents New York City

"WHITE FROST"

**THE MOST
DESIRABLE
REFRIGERATOR
ACCOUNT
IN
AMERICA**



Break away from the old style, square wood box—feature this new, sanitary, attractive all-steel White Frost and your Refrigerator sales will double in volume. At the same time, you will be free from the annoyance you feel when you sell a refrigerator no different from the scores of others on the market.

ONLY ONE DEALER IN EACH TOWN

To make the White Frost Agency worth while, we are arranging to give one Dealer in each town the Exclusive Agency. This gives the Dealer who is aggressive a line on which there is no competition and which can be made a strong factor in the yearly profit statement.

Literature, prices, Agency proposition on request.

WHITE FROST AGENCY

Distributors

917 SIXTH STREET - - SACRAMENTO

STREVELL-PATERSON HARDWARE COMPANY

SALT LAKE CITY

**Buy Now For
Your Spring
Requirements
From a House
Famous For Its
SERVICE**



WHOLESALE and JOBBERS

WHEN YOUR CUSTOMERS NEED

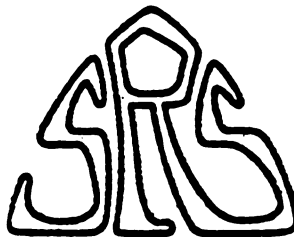
Stove Repairs or Waterfronts

THEY WANT THEM IN A HURRY

Our business is to supply these parts—and do so on short notice.

Complete standard parts stocks, our own foundry for special castings, prompt personal service—all these are at your disposal.

**SPOKANE
STOVE AND
FURNACE
REPAIR
WORKS**



STOVE REPAIR SERVICE

Write or Wire to
914 FIRST AVE.,
SPOKANE,
WASH.

"THE LARGEST STOVE REPAIR HOUSE IN THE NORTHWEST"

Star Heel Plates

Mr. Jobber:

Do you know that STAR HEEL PLATES have stood the test for over 25 years and are very profitable for you to handle? Get your share of the demand for STAR HEEL PLATES in your territory by ordering in a stock today.



No. 4

Made in 7 sizes

Write for samples and prices

STAR HEEL PLATE COMPANY

LOUIS SACKS, INC.

357-391 Wilson Ave., Newark, N. J., U. S. A.



Garden Cultivators

LUTHER BURBANK pronounces the Norcross a wonderful implement, using a dozen or more of them on his own estate, and says: "They are the Best of their kind."

Selling a Norcross is selling Quality, Service and Satisfaction to a customer at a moderate cost and an attractive profit. Three sizes, all strongly made and handsomely finished. Order through your jobber and be sure you get the Genuine Norcross.

C. S. Norcross & Sons

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Bushnell, Ill., U. S. A.

O. LINDEMANN & CO.

35-37 Wooster St., New York Established 1863



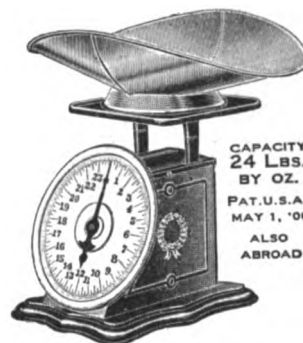
Manufacturers of JAPANNED, BRASS and TINNED WIRE

Bird Cages and Cage Sundries

A. L. Conger, 703 Market Street, San Francisco, Cal.
Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash.
Representative for Washington, Oregon, Idaho,
Utah, Montana and British Columbia

TRINER Slanting Dial FAMILY SCALES



The silver burnished dial sets at an angle and can be read without stooping.

Platform is supported by double steel uprights, distributing weight and insuring accuracy.

Made throughout of the best cold rolled steel, light and strong.

Finished in heavy black enamel, beautifully decorated.

Can be kept in any convenient place, as it occupies very little room, its dimensions being 7 in. high, 6 in. wide, 7 1/4 in. deep. Dial 6 in. in diameter.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.

West Twenty-first Street, CHICAGO, ILLINOIS

W. F. HOEN & CO.

Pacific Coast Representatives

Rialto Building, San Francisco, Cal.

Los Angeles

Portland, Ore.

Seattle, Wash.

"Buffalo"

Announces
The NEW

"BUFCO" Forge

A Real Agricultural Forge at a
Remarkable Price



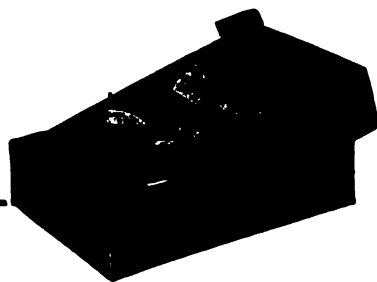
Equipped with a hand crank blower, this forge is in a class by itself. Just compare it with the old style crank and lever forge that the farmer has had to contend with these many years.

Here is a forge that means a quick turnover and a worth while profit, still the selling price is reasonable.

Investigate our offer.

Get the jump on this forge in your territory.

BUFFALO FORGE COMPANY
Buffalo, New York



GENUINE CRESCENT WRENCH PARTS

ASSORTMENT No. R. P. 1

The cost of handling orders for repair parts is usually more than the profit if they are only ordered by individual items as needed. On the other hand there is usually a certain amount lost if carried in bulk.

This assortment and container will enable you to give your customers the necessary service and turn it into a profit item instead of a loss.

The assortment is small and includes only parts having the largest sale.

The carton is of cardboard with compartments for each size and measures $4\frac{1}{4} \times 6\frac{1}{4} \times 1\frac{1}{2}$ inches.

A list of the parts together with the retail price is shown below.

The cost to you is that of the parts only at regular dealers' prices, with no charge for the carton.

The assortment contains the following parts:

JAWS

Quantity	Part	Retail Price, Each	Total
2	4-inch	\$0.25	\$0.50
5	6-inch	.25	1.25
4	8-inch	.30	1.20
2	10-inch	.40	.80
1	12-inch	.60	.60

KNURLS

2	4-inch	.10	.20
3	6-inch	.10	.30
4	8-inch	.12	.48
2	10-inch	.15	.30
1	12-inch	.25	.25

PINS

2	4-inch	.05	.10
3	6-inch	.05	.15
3	8-inch	.05	.15
2	10-inch	.05	.10
1	12-inch	.10	.10

SPRINGS

2	4-inch	.05	.10
3	6-inch	.05	.15
3	8-inch	.05	.15
3	10-inch	.05	.15
2	12-inch	.05	.10

Total Retail Value, \$7.13

CRESCENT TOOL CO.
JAMESTOWN, N. Y.

Every Foot of

Ludlow-Saylor "Perfect" Galvanized Hardware Cloth



by reason of our thorough equipment, extensive experience and established high standards, is more than a Galvanized Hardware Cloth; it is "The Hardware Cloth that stands Hardwear" and is **"Guaranteed"**

It is woven of the best steel wire, the joints are all securely soldered by a good coat of galvanizing after weaving, and measures up to the most exacting demands of critical customers.

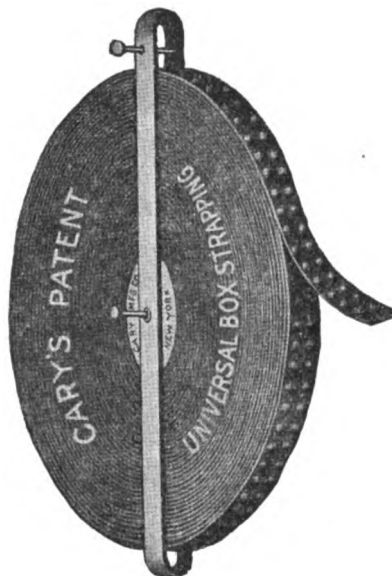
Order your requirements through your regular jobber, also the "Perfect" Window Screen Cloth, Poultry Netting, Fly Traps, etc.

Manufactured by

The LUDLOW-SAYLOR WIRE CO.

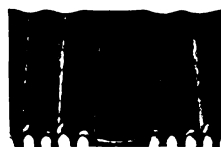
ST. LOUIS, MO.

"UNIVERSAL" Box Strapping



"Known the World Over"

Cary's "Divergent" Saw Edge Joint Fasteners

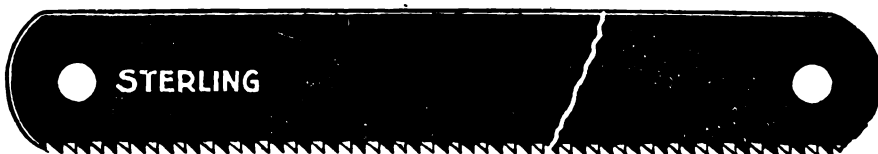


Our new Saw Edge DIVERGENT Fastener with the flat web, is far superior to any fastener manufactured. It has a CONTINUOUS CUTTING EDGE as found on our other fasteners; the flat web is an added feature, which enables the user to center the fastener without loss of time or other annoyances experienced with other fasteners. All of our fasteners are being packed in tin containers of uniform height, which shows up well on stock shelves.

CARY MFG. CO.

BROOKLYN - - - NEW YORK

"Sterling"

**Hard****TUNGSTEN STEEL****Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestioned merit.

We claim Endurance — Dependability — Fast Cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"—tells the story.
SOLD THROUGH JOBBERS ONLY.

CORRESPONDENCE RESPECTFULLY SOLICITED

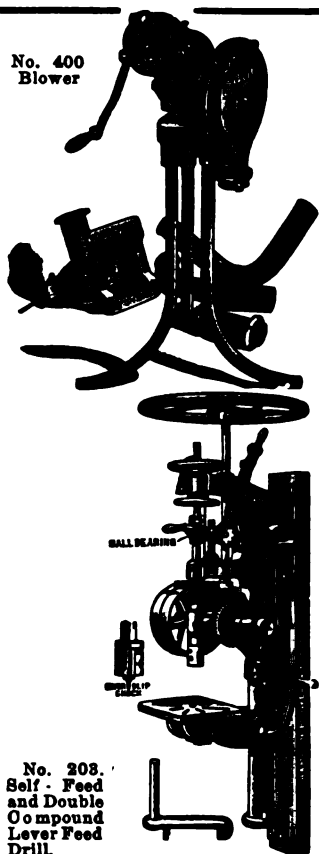
DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY

Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.

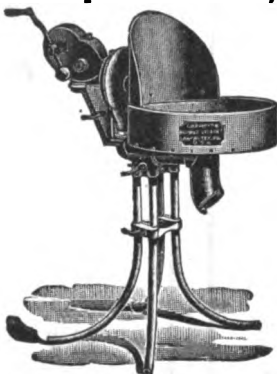
Exclusive Pacific States Representatives

No. 400
Blower

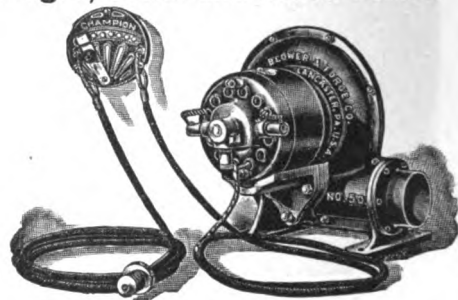


No. 203.
Self-Feed
and Double
Compound
Lever Feed
Drill.

Champion Blowers, Forges, Drills and Screw Plates



No. 401. Rivet Forge



No. 50. Cham-
pion One-Fire
Variable Speed
Electric Black-
smith Blower.

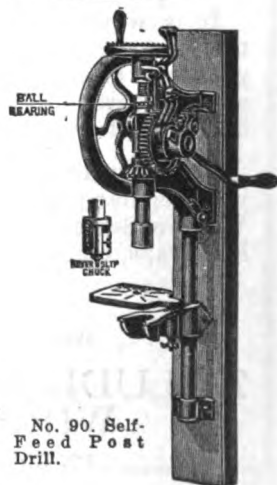


Screw Plates in Four Styles, Cutting up to 1½"

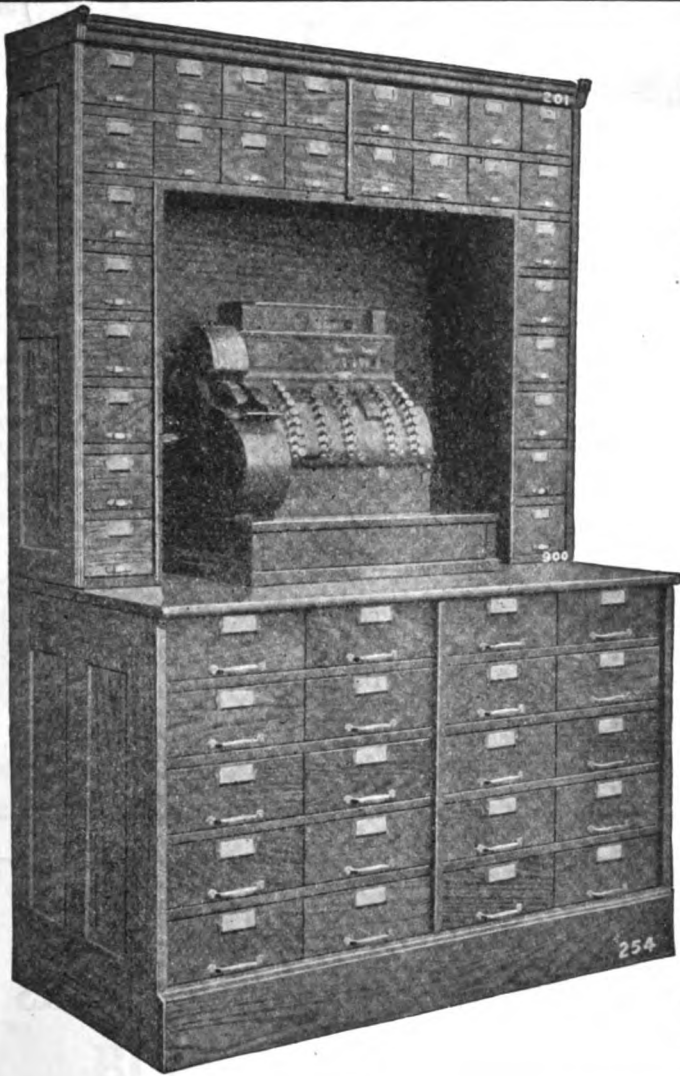
CHAMPION TOOLS, Built for Service
CARRIED IN STOCK AND DISTRIBUTED
BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog

CHAMPION BLOWER & FORGE CO.
Lancaster, Pa., U. S. A.



No. 90. Self-
Feed Post
Drill.



GET NEXT TO "HELLERS"

*Famous Sectional
Cabinets*

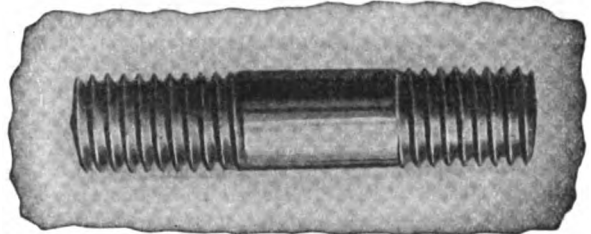
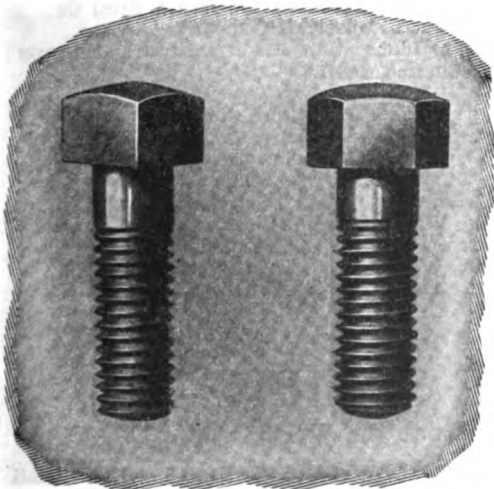
FOR

Hardware
Auto Accessories
Screws
Bolts, Etc.

PROMPT SHIPMENTS

Ask for Catalog 37-H

W. C. Heller & Co.
Montpelier, Ohio



WM. H. OTTEMILLER CO., York, Pa.
Manufacturers of Cap and Set Screws, Screw Machine Work

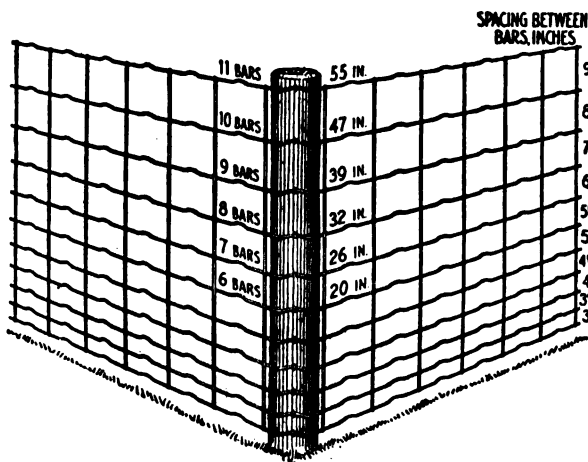
REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, California
Strimble & Cox, L. O. Smith Building, Seattle, Washington
Taylor, Youngs & Cox, 558 Hollywood Ave., Salt Lake City
Taylor, Youngs & Cox, 723 Colorado Building, Denver, Colorado
Strimble & Cox, Corbett Building, Portland, Oregon

"Pittsburgh Perfect"

Electrically Welded Farm Fencing

Maximum strength, durability and appearance are combined in this one-piece fence fabric. Electrically welded at every joint, thus eliminating wraps, twists and ties that add weight and hold moisture. Made exclusively of our own Open Hearth steel, heavily galvanized. A perfected fencing; **every rod guaranteed.** Designs and heights to meet every need. Write for Catalogue.



Pittsburgh Steel Company

GENERAL OFFICES: PITTSBURGH, PA.

Pacific Coast Office

359-363 Monadnock Bldg., San Francisco, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia"
Wire Fencing

Dunham, Carrigan & Hayden Co.
San Francisco, Cal.
Northern California and Nevada

Whiton Hardware Company
Seattle, Wash.
Washington and Oregon



SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the
United States as the
BEST money and skill
can produce

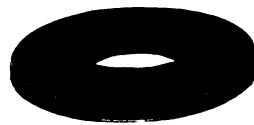
WRITE FOR CATALOGUE

HIGHEST HONORS
AWARDED
BY



WARREN AXE & TOOL CO. WARREN, PA. U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

There is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

**Malleable Washers and Cast Iron Washers
Wrought and Steel Plate Washers**

of all descriptions. Round and Square, Plain or Galvanized.


**Annealed Rivet Burrs Fellow Plates
Sheared and Punched Plates**

PROMPT SHIPMENTS

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Coast Representatives

HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.;
Seattle, Wash.; Denver, Colo.



FOR
EXTREME
ACCURACY
USE

**EMPIRE
LEVELS**

TRIED TRUE

DEPENDABILITY in Empire Levels is made possible by a consistent manufacturing process. Every level sold under the Empire brand is checked and rechecked to a degree which makes positive **HAIR-LINE ACCURACY** an accomplished fact.

Most jobbers and dealers who handle Empire Levels do so because they realize the business asset of identifying their organizations with products of the highest possible standards and ideals.

The Empire catalog shows a complete assortment of wood and aluminum levels. You should have one in your files.

MANUFACTURED BY
EMPIRE LEVEL MFG. CO.
Milwaukee, Wisconsin

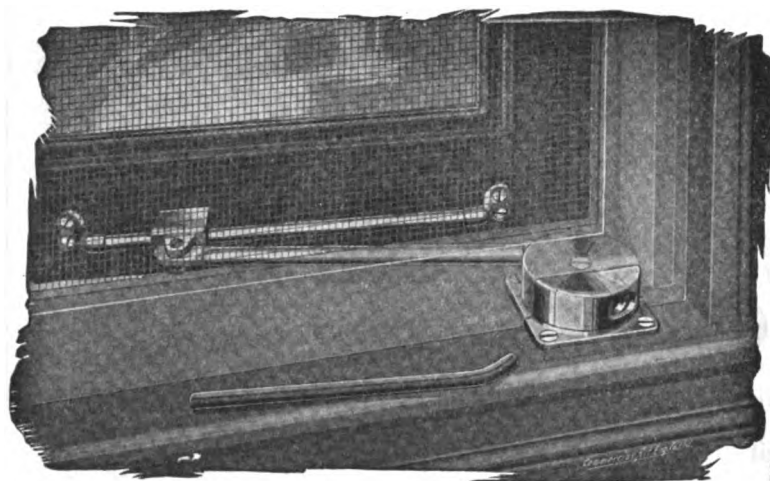
SPRAKE SALES CO., Western Representatives

Prentiss N. Rice
506 Charles Bldg.
Denver

J. E. Hooper
202 Postal Tel.
San Francisco

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Portland

G. T. Sprake
216 Higgins Bldg.
Los Angeles



Handle Detached. Out shows Right Hand Casement Adjuster

Superior Casement Adjuster

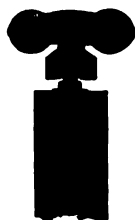
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
550 W. Lake Street, Chicago



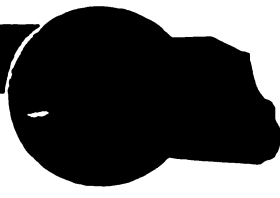
WAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and drawbacks of cheaply built hangers and tracks that are made merely to sell at a low price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.



Roller Bearings



One EXCLUSIVE FEATURE of this "Relax" Spring Hinge is the spring action release, allowing door to be placed open at any desired position, being automatically disengaged when the door is closed.

TRADE CHICAGO MARK SPRING HINGES

The Building Trade nine times out of ten specifies Chicago Spring Hinges. Therefore the wise dealer **always** stocks Chicago Spring Hinges because they are Trade Building.

You owe it to your customers to carry the best—the hinges endorsed from one end of the country to the other.

Chicago Spring Hinges never disappoint. Their Durability, Economy and Appearance are backed by our Institution.

Send for Catalogue W 36

Chicago Spring Butt Company,
CHICAGO NEW YORK



SASH CHAIN



CABLE CHAIN



6 Tube Revolving Punch



Samco Punch

THE SMITH & EGGE MFG. CO.
"Originators of Sash Chain"
BRIDGEPORT, CONN., U. S. A.

TRADE **MARCY** MARK

VANADIUM STEEL Screw Drivers

MR. DEALER —

Screw drivers are much like overcoats, it's necessary to have the right material to give real service.

Our vanadium steel drivers are the "all wool" satisfaction giving kind that please the man who uses such tools to procure his bread and butter.



This is our No. 131 driver, driven through three pieces of $\frac{1}{8}$ " tough steel without injury, and what's more — remember this — it was an unhardened blade without temper.

How would you like to become acquainted with such material plus our skilled hardening and tempering?

ASK YOUR JOBBEE

MARCY TOOL WORKS, Inc., Putnam, Conn., U.S.A.

Pacific Coast Agents
SPRAKE SALES CO., INC.

G. T. Sprake
216 Higgins Bldg.
Los Angeles
F. H. Chown
1121 Gasco Bldg.
Portland

J. O. Hooper
202 Postal Telegraph Bldg.
San Francisco
Prentiss N. Rice
506 Charles Bldg.
Denver

When you sell a grindstone sell a good one



You should have a copy of
our latest Grindstone Catalog.
Write for it today.

Spring is only two jumps away. Tools have to be sharpened for spring work. There is no time like the present to push the grindstone right up in front where the prospective customer may see it.

And he is bound to see a R-W grindstone. It can't be overlooked. It has that sturdy appearance of efficiency which attracts instant and favorable attention.

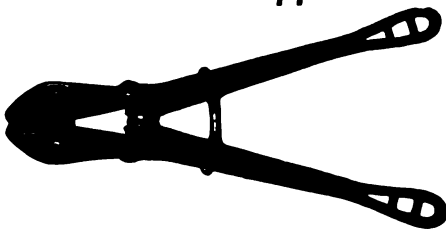
The quality of R-W stones is the best obtainable. They put keen edges on tools quickly, without wearing away the stones. The frames which support R-W stones are made to stand up under the hardest usage. They last a lifetime. We make several different styles to meet various needs.



Richards-Wilcox Mfg. Co.
"A Hammer for any Door that tilts"
AURORA, ILLINOIS, U.S.A.

PORTER'S New Easy Bolt Clippers

Look!
A New Clipper



12" long; cuts up to 3/16".

The low price will sell it over the counter.
No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

SALES OFFICES:

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, 558 Hollywood Av., Salt Lake City
Taylor, Youngs & Cox, 723 Colorado Bldg., Denver, Colo.

H. K. PORTER - Everett, Mass.

"EASY EMPTYING" Grass Catchers

"Favorably known the
world over" now made
with

**Re - inforced
Non - Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive
patented fea-
tures and strong
selling points
explained in
Catalog No. 20.

Write for it



SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.	Baker, Hamilton & Pacific
Union Hardware & Metal	Co.
Co.	Honeyman Hdwe. Co.
Hoffman Hdwe. Co.	Jensen, King, Bird & Co.
Harper & Reynolds Co.	The Schaw-Batcher Co.
Falling-McCalman Co.	Schwabacher Hdwe. Co.
Marshall-Wells Hdwe. Co.	Seattle Hardware Co.
Holley-Mason Hdwe. Co.	The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.	

THE SPECIALTY MFG. CO., St. Paul, Minn., U. S. A.

"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED AFTER WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

That quality in screen cloth is being recognized more than ever is further shown by our greatly increased sales of AMERICAN BRONZE. Are you overlooking opportunities for Bronze sales?

ORDER THROUGH YOUR JOBBER

We also manufacture "AMERICAN BRAND" Monel, Copper—
Painted and Galvanized and special grades to order.

AMERICAN WIRE FABRICS CO.

208 So. La Salle Street, Chicago, Illinois

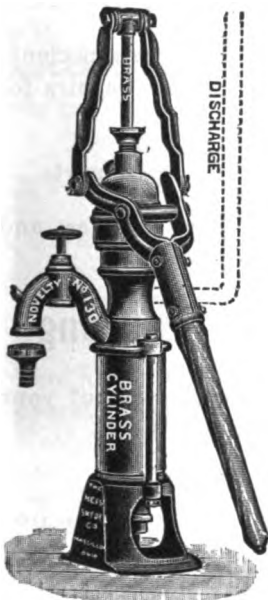
FACTORIES: Chicago, Illinois. Mt. Wolf, Pa.

Representatives:

EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

GET IN A SUPPLY OF NOVELTY FORCE PUMPS

And treat your customers to the best.



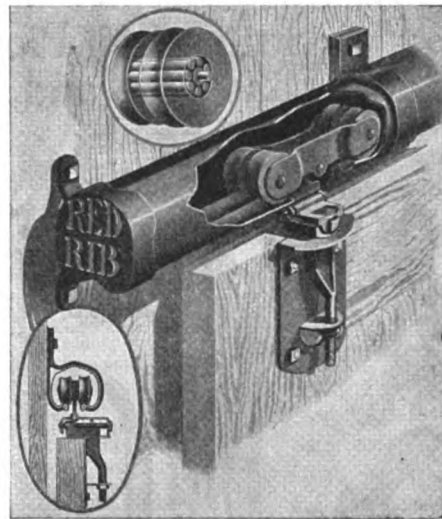
(No. 130)

THE HESS-SNYDER CO., Massillon, Ohio

We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS**. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!



No. 101
Surface
Adjustable

RED RIB

Strongest trolley made. Easy running. Tandem wheels, roller bearing, hinged and flexible. The track will not spread because of solid double-grooved wheels and arched treads. Sheds water. Bird proof.

Capacity: {
No. 100 A for doors up to 300 lbs.
No. 100 B for doors up to 400 lbs.
No. 101 A for doors up to 300 lbs.
No. 101 B for doors up to 500 lbs.

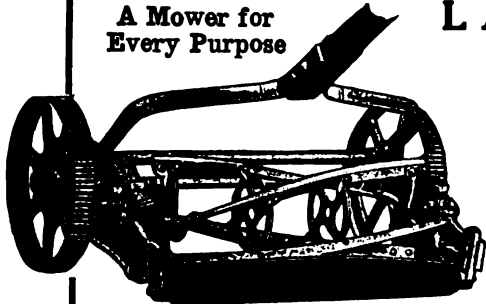
NOTE: The wheels run on the arched treads; adds strength, reduces friction. There is a strong guarantee back of Red Rib.

THE TOPPING MFG. CO., Ashland, Ohio, U. S. A.
For 18 Years Safety Door Hanger Co.

Represented by W. R. Voorhees & Co., The Call Bldg, San Francisco

GENUINE "PHILADELPHIA"

**A Mower for
Every Purpose**



Style "E"—Four Blades
Removable Box Caps

To supply the constantly increasing demand, we are making the Genuine "PHILADELPHIA" Lawn Mowers in 18 styles of Hand, 3 styles of Horse and 3 styles of Motor—all Highest Grade.

Send for Catalog and Discounts Now

THE PHILADELPHIA LAWN MOWER CO.
31st and Chestnut Street, Philadelphia, Pa.

HAVEN & HAVEN

508 Mission Street, San Francisco, California

Selling Agents

LAWN MOWERS

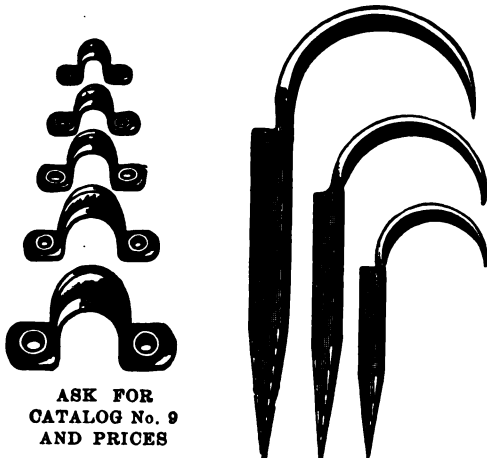
Many of the finest lawns all over the world are being cut by these Most Popular and Highest Grade Lawn Mowers, and this is the very time to interest the people, always recommending the Genuine "PHILADELPHIA" as they require the least "push"—both to USE and to SELL.

Motor Mowers are becoming more popular each season as great time and labor savers for Parks, Cemeteries, Golf Courses and large Estates, and like our Hand and Horse Mowers, the Genuine "Philadelphia" are the very finest that can be produced.



30" Walking Type — 30" Riding Type —
40" Riding Type
Combination Roller and Mower

Gas Pipe Straps, Soil Pipe Hooks, Gas Pipe and Plumbers' Hooks



ASK FOR
CATALOG No. 9
AND PRICES

BERGER BROS. CO.

Office, 229-231 Arch Street
Store, 237 Arch Street
Warerooms and Factory, 110-114 Broad Street
PHILADELPHIA

Complete Stove Repair Service

REPAIRS: Nearly 20 years experience in handling stove and furnace repairs for Northwest Merchants.

COMPLETE STOCK of repair parts.

PLATING: Nickel, gold, silver and copper plating—All finishes.

Galvanizing—Oxidizing

Let us handle this department of your business to show you a profit.

Mail orders filled promptly.

MYER S. RUBENS

JOBBERS — WHOLESALERS

1009 W. First Avenue - Spokane, Washington

MYERS "HONOR-BILT" PUMPS

FOR EVERY PURPOSE

We have built something more than just ordinary goodness into every Myers "Honor-Bilt" Hand or Power Pump. We have endowed them all with sound pump knowledge put to practical use through such features as the Myers Glass Valve Seat, the Myers Oog Gear Head, the Myers Reversible Spout and many other improvements of similar nature which make the installation of Myers Pumps an easier job, reduce the power to operate them, and above all, bring to the purchaser dependable long time pumping service.

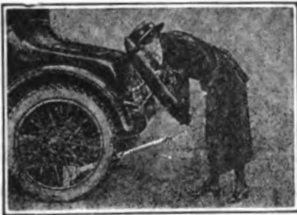
The aggressive dealer—the up-to-date pump man—the modern plumber does not question the Myers "Honor-Bilt" Standard of Quality. Catalog and prices on request.

The F. E. MYERS & BRO. CO.
Ashland, Ohio
Ashland Pump and
Hay Tool Works



The Jack That Saves
Your Back

Lane's "H-C" Jack

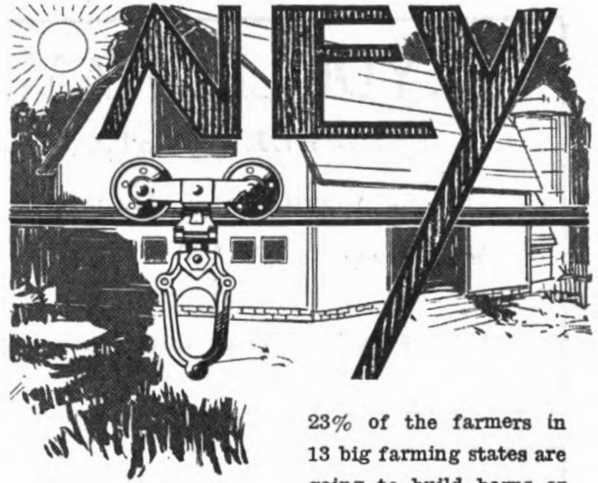


The long extension handle and ease of operation make LANE "H-C" JACKS ideal for the car owner.

Placed—Operated—Reversed—Withdrawn
by one hand from end of handle

LANE BROS. CO.

RIVER STREET - POUGHKEEPSIE, N. Y.



23% of the farmers in 13 big farming states are going to build barns or repair them this spring and summer. One out of every five farmers will be buying barn door hangers and a lot of other equipment.

This is just as true in your community as it is any place in the country. How much of this business you get depends on the goods you carry and the effort you put into selling them. The Ney line of barn door hangers and haying tool equipment sells readily everywhere. Embodying over 40 years' manufacturing experience, Ney products are correct in design, strong where strength is vital, reliable under all conditions of service and sell on a level with the farmer's returns. Ney products stay sold and repeat. Write for new Catalog, No. 25, just off the press.

"Ask Your
Jobber"

Original Genuine HAYING TOOLS

Standard Everywhere

Hay Carriers
Hay Carrier Steel
Tracks and
Fixtures
Hay Slings
Hay Forks
Pulleys
Merchandise
Carriers
Steel Hoists
Hay Knives
Barn Door
Hangers and
Tracks
Hay Rack
Clamps
Wire
Stretchers
Weldless Chain
Tie-out Chains
Hardware
Specialties

The NEY MANUFACTURING CO.

Established 1879

CANTON

OHIO

Minneapolis, Minn.

Council Bluffs, Iowa

MAYDOLE HAMMERS

THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.



BUFFUM TOOL CO.

LOUISIANA, MO.

Machinists' Ball Pein Hammers



PROPER DESIGN. HIGHEST QUALITY
BEST FINISH. RIGHT PRICE.
STANDARD WEIGHTS AND
PACKAGES
FULLY GUARANTEED

Your trade is solicited
Write us or our agents for prices

C. W. GAUSE COMPANY
WESTERN SALES AGENTS
Room 605 Williams Building
693 Mission Street, SAN FRANCISCO, CALIFORNIA

SAND'S CERTIFIED LEVELS

At New and Lower Prices



The lowered prices include SAND'S aluminum, the lightest and strongest level made—together with the various models of SAND'S Levels in Pine and Walnut.

You may as well sell just the level your customer wants. Even the dollar level bears the mark "SAND'S," so long known by expert workmen as the mark of better levels.

Write for descriptive price list. You can get a level for every purpose with SAND'S built-in accuracy.

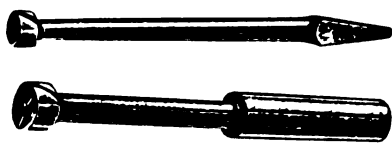
Remember, lower prices now on the finest levels shown.

J. SAND & SON
1859 Rivard Street - - Detroit, Michigan

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**
Enquire of Your Hardware Jobbers, or Write Us Direct. Supplied in Sets Write for Catalogue



BOMMER

SPRING HINGES

STANDARD FOR OVER 45 YEARS, and steadily improved, retaining superiority over all others. In universal demand. QUICKEST TO SELL. Easiest to apply. **BOMMER SPRING HINGE COMPANY, Manufacturers, Brooklyn, N. Y.**

CLAMP FIXTURE

HARGRAVE No. 615 HARGRAVE



FITS 1½" x 2½" BAR. MALLEABLE IRON PARTS AND STEEL SCREW

UNIVERSAL CLAMP FIXTURE

No. 614



FITS 2" x 4" BAR OR SMALLER
LOOP CAN BE READILY
DETACHED. MALLEABLE
IRON PARTS WITH STEEL SCREW.

Our New Complete Catalog Mailed Upon Request

THE CINCINNATI TOOL CO.

Montgomery and Waverly Aves.

CINCINNATI, OHIO

CARLSON & FRAHM, Pacific Coast Representatives
268 Market Street, San Francisco, Cal.
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ANDREW CARRIGAN CO.

Pacific Coast Representative

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The "Pony" Riveter

Every "PONY" Machine will set both tubular and split rivets and is the best riveter made for repairing harness.

This machine is made of malleable iron and steel and will not break if abused.

MADE BY

F. H. SMITH MANUFACTURING CO.

3047 Carroll Avenue, Chicago, Illinois

Manufacturers of

Rivet and Fastener Setting Machines



THE "PONY"



Established 1863

"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

Easy to Use

This curved handle wrench facilitates the mechanic's work. It puts those hard-to-get-at-places right at hand—that's why mechanics want them.

Made of drop-forged steel — pack hardened with a jaw of special tensile strength. Full Finished.

Sold under an absolute guarantee—and IT "Delivers."



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FOR
CATALOG

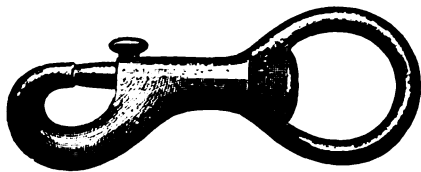
Your Jobber Can Supply You

BERGMAN TOOL MANUFACTURING CO.
BUFFALO, N. Y.

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Pacific Coast Representatives

S N A P S

FOR THE HARDWARE MAN
FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from $\frac{3}{8}$ to $1\frac{1}{2}$ inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

Sold by All Jobbers

COVERT MFG. CO.
TROY, N. Y.

AMERICAN SEAL PAINTS and CEMENTS

"MAKE GOOD"

WITH YOU AND YOUR CUSTOMERS

STAND FOR
QUALITY and DURABILITY



WRITE US FOR DEALER'S PROPOSITION

MANUFACTURED BY
The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1921




WOOD SCREWS
MACHINE SCREWS
SET SCREWS
RIVETS BURRS
STOVE BOLTS
CAP SCREWS
BOLTS NUTS


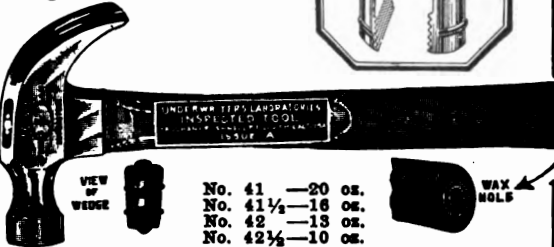
REED & PRINCE MFG. CO.
MAIN OFFICE AND PLANT, WORCESTER, MASS., U. S. A.
BRANCH, 121 NORTH JEFFERSON STREET, CHICAGO, ILL.



No More Loose Handles

The VAUGHAN'S Expansion Wedge

is a notable improvement in Hammer construction. You can always keep the Handle tight.





No. 41	—20 oz.
No. 41½	—18 oz.
No. 42	—13 oz.
No. 42½	—10 oz.

WAX HOLE

All hammers with the VAUGHAN'S EXPANSION WEDGE are sold under our UNCLE SAM BRAND. Uncle Sam Hammers are the only Hammers that have the Underwriters' Laboratories Label as an Inspected Tool. Write for Booklet No. 10 which describes in detail how the Underwriters tested and approved Uncle Sam Hammers.

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How Small Sums Add Up

Woolworth built the Largest Office Building in the World on 5c and 10c sales.

Say you get 25 men a day to bring you a dozen blades to sharpen; at 25c per doz. you make \$6.25 for an hour or two of work, or \$1875 per year of 300 working days; 50 men a day, \$3750 — on a \$200 investment.



There is a lot of money in handling the other fellow's sharpened edges.

7 sizes of machines—write for booklet

HYFIELD MFG. CO.
292-294 CHURCH ST. NEW YORK CITY

Sharon No. 9 Garage Set



PATENTED

The only hanger that can be used inside or outside, and allows the doors to fold back against the building without having costly adjusting brackets or built out arrangements.

The box track and brackets for the No. 9 are hung flat against the wall and cost very little to erect.

Stuart & Otto, Pacific Coast Agents
220 Wilcox Bldg., Los Angeles, Calif.

Sharon Hardware Mfg. Co.
Sharon, Pennsylvania

CATALOGUE FURNISHED ON REQUEST

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33 years of service
PROVES their supe-
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balance sashes per-
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method for moderniz-
ing old windows.

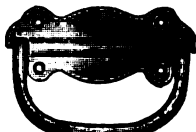
CALDWELL MFG. CO., Rochester, N. Y.



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No. 284



No. 578

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IN STOCK FOR PROMPT SHIPMENT

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No. 6



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Write today for your free package of

"PENNSYLVANIA"

Quality

Lawn Mower

New

SALES - HELPS

for 1922



PENNSYLVANIA LAWN MOWER WORKS

FOUNDED 1877

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SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

Sash Cord

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Clothes Lines

Masons' Lines

Solid Braided Rope

Chalk Lines

Send for catalogue and samples

SAMSON CORDAGE WORKS - Boston, Mass.

JOHN T. ROWNTREE, INC., Rep.

San Francisco, Los Angeles, Seattle,

Denver, Salt Lake City

TRADE MARK Red Devil Tools



THE LINE IS COMPLETE

The line of "Red Devil" Tools and hardware specialties is complete as well as profitable. It comprises:

Pliers	Hack Saw Frames
Glass Cutters	Chain Drills
Screw Drivers	Tinner's Snips
Auger Bits	Cold Chisels
Hack Saw Blades	Wrenches, etc.

Write for catalog and new trade price list

SMITH & HEMENWAY CO., Inc.

Manufacturers of "Red Devil" Tools

272 Broadway, New York, N. Y.

Western representative N. L. Zeagler,
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ACME PATTERN WORKS, Inc.

MANUFACTURERS OF

**Mason, Carpenters and Plasterers
Quality Tools**

487 to 495 56th Avenue, W. Allis, Milwaukee, Wis.

Plain and Brass Bound

Wood and Aluminum

Brick Layers Levels,

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Carpenters Black Walnut

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Fine

Carpenters Aluminum

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Levels

Plasterers Warpless

Plasterers Paddles

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Torpedo Levels

Represented by

W. R. Voorhees, Call Bldg., San Francisco, Cal.



PEERLESS STRAP WRENCHES

Will not crush the thinnest tubes, and they cannot slip when properly adjusted. Double woven linen strap is the strongest and most durable made. Patented cam locks the strap securely in any position. Wrench is drop-forged steel. The ideal wrench for polished pipe.

GEORGE H. WILKINS CO.

180 N. Market Street Chicago, Ill.

SPRAKE SALES CO., INC. Representatives

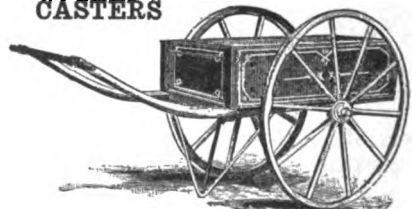
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506 Charles Bldg. 1121 Gasco Bldg. 202 Postal Tel.

Denver Portland San Francisco

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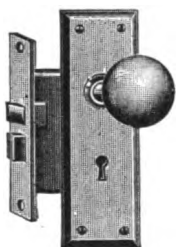
CONCRETE MIXERS WHEELBARROWS, SCRAPERS STORE AND FACTORY TRUCKS CASTERS



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Lockwood Hardware.



Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

LOCKWOOD MANUFACTURING CO.

Manufacturers of
BUILDERS' HARDWARE
SOUTH NORWALK, CONN., U. S. A.

WE SOLICIT YOUR ORDERS FOR Cotton and Wool Waste Sterilized Cotton Wipers

*Quality and Price Unexcelled
Service Unequaled*

WE CARRY AMPLE STOCKS AT
**DALLAS, HOUSTON, EL PASO AND
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Samples on Request

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LIPPINCOTT, BEALL & COMPANY
San Francisco, Los Angeles,
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DALLAS WASTE MILLS
DALLAS - - - - - TEXAS

The "NEW DUMACO"



ADJUSTABLE NOZZLE

is the quickest-seller on the market.

You can sell more garden-hose nozzles this coming season than you ever sold before. The "NEW DUMACO" will do it for you.

AND why? Listen—

In construction it is the latest thing. It is manufactured out of solid brass rod, fine grained brass casting, and a specially improved packing, that makes leakage absolutely impossible.

In operation it is simplicity itself. One turn, and you have a straight flow; another, and there is a fine spray; a third, and the water is shut off—*instantly*. The stream is longer, and the spray finer than in any other nozzle sold.

In service it has no superior. For garage, lawn, or garden it is ideal. Perfect satisfaction and durability is insured, as each nozzle is factory-tested, and fully guaranteed.

In price it is the most profitable for you to handle. We sell it much lower than any other is offered at.

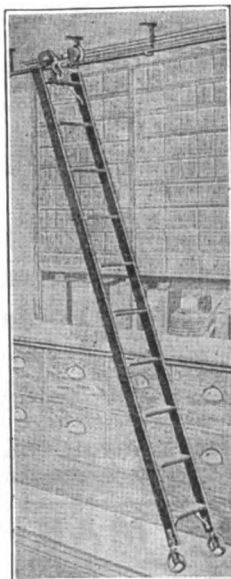
The "NEW DUMACO" means steady money-making sales for you. "It Sells BEST Because It Is BEST!"

Sample on request. Write direct, or to your jobber, for special rates and terms.

THE DURST MANUFACTURING CO., Inc.
119 Chambers St., New York, N. Y.

We also manufacture Couplings and other Hose Accessories

Milbradt Ladders



Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

MILBRADT MFG. CO.

2415 No. Tenth St. - - - St. Louis, Mo.

Pin Tumbler Padlock



**Highest Grade
Greatest Security**

No. 159—1½ inches
No. 160—2 inches

Black, rust-proofed iron case, bronze metal shackle, cylinder and trimmings. 144 key changes. 4 pin tumblers. 2 keys with each lock. Each in an individual box. ½ doz. in a container.

**A TYPE SELECTED FROM ONE OF
THE LARGEST LINES OF PADLOCKS
IN THE WORLD**

**MADE ONLY BY
FRAM-SLAYMAKER HARDWARE CO.
LANCASTER, PA., U. S. A.**

Western Sales Representatives
H. D. TYLER & CO.
4th Floor Higgins Bldg., Los Angeles, Cal.
512 Pacific Bldg., San Francisco, Cal.
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**R. MURPHY
STAY SHARP
KNIVES**

A
Display
that will
PAY

They "Look the Part"

A display of STAY SHARP KITCHEN KNIVES like the above is an Eloquent Silent Salesman

It makes a strong appeal to housewives, hotel and restaurant men, and everyone else who recognizes that Lasting Quality is the first essential of kitchen knives. The steel in these Stay Sharp Knives holds its keenness for cutting, paring and peeling.

Their appearance expresses high quality and serviceability.

Order these knives by the dozen sets, put up in this attractive Display Carton. Order now and do a Big Spring Business.

Send for Catalogue and bright orange Display Card.

R. MURPHY'S SONS CO., Ayer, Mass.
Pacific and Intermountain Representatives

THAYER & BOWER
San Francisco Denver Seattle Los Angeles

Drifting Pick for Mines

NORTHERN HANDLE CO.
Manufacturers of
"POINTER BRAND"
Guaranteed Best Quality
HANDLES
Axe, pick, hammer, hatchet, Cant Hooks, Peavey and
Pickaroon Handles
Price List upon Request

NORTHERN HANDLE CO.
Bowling Green, Mo., U. S. A.
Regular Single Bit Axe

ARM & HAMMER

Face of
highest grade
crucible
steel

Only
Wrought iron
anvil body

**SPECIAL TEMPER OF EDGES PREVENTS
CHIPPING AND SPLINTERING**
Regular Blacksmiths' or Farriers' Old Horn Types
COLUMBUS ANVIL & FORGING CO.
COLUMBUS, OHIO, U. S. A.

Gilson Garden Tools
Have proven Live Sellers wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.
J. E. GILSON CO., PORT WASHINGTON, WIS.

EYELET TOOL CO.
Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.
190 Dorchester Ave.
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TATTOO EAR MARKERS FOR LIVE STOCK

The Only Permanent and Reliable Means for Live Stock Identification. For Hogs, Sheep, Cattle and Horses
GOOD DISCOUNTS—GOOD SELLER—REPEATS
SEND FOR OUR DEALER PROPOSITION
F. S. BURCH & CO., 152-154 W. Huron Street, CHICAGO, ILL.

Three-Letter Marker

BECAUSE WOMEN WANT GOOD COFFEE



—the Arcade Crystal Coffee Mill is already in thousands of kitchens. It not only keeps coffee fresh and fragrant, but grinds it to any degree of fineness.

These facts are told every month to millions of housekeepers through the advertising columns of nationally circulated women's publications. They will influence many of your customers to buy the

Arcade Crystal Coffee Mill

*Finished Black, Blue and White
Enamel—Nickel Plate
—Oxidized Copper*

Its sale nets you a good profit. It is attractive, durable and efficient. Send for descriptive catalog and prices. Careful packing and prompt deliveries assured.

ARCADE MFG. CO. - Freeport, Illinois



FOR EVERY PURPOSE

Change from Rifle to Shotgun in One Second



Here is the gun that's going to prove a great seller, for every outdoor man has always wanted it. He can strap Marble's Game Getter under his coat, put it in his suitcase or canoe and he has both rifle or shotgun. Upper barrel .22 cal. rifled—lower barrel .44 cal. and .410 ga. smooth bore, for shot or round ball. A more accurate .22 cannot be found—for rabbits, birds, etc., it almost equals a .28 ga. shotgun.

LIST PRICES

No. M21—12 in. barrel, complete with fine leather holster . \$27.50
No. M21—15 in. barrel, complete with fine leather holster . 29.15
No. M21—18 in. barrel, complete with fine leather holster . 30.80

Prices include revenue tax

Jobbers selling Marble's Outing Equipment will handle the Game Getters—order direct if your jobber can't supply you. Liberal dealer discounts. Game getter advertising is now appearing in all outdoor magazines—be prepared to meet this demand.

MARBLE ARMS & MFG. CO.

5380 Delta Ave., Gladstone, Mich.

Pacific Coast Rep., McDonald & Linforth, 737 Call Bldg., San Francisco; Southwestern Rep., F. B. Schutz, 1002 Central Trust Bldg., San Antonio, Texas; Southeastern Rep., P. F. Dawson, Charlotte, N. C.; So. Central Rep., W. J. Jacquin, Louisiana, Mo.



Hay - Budden Solid Forged Anvils

SOLD THROUGH THE TRADE



First
Solid Forged
Anvil
Made in America
Over 300,000
in Use
Fully Guaranteed

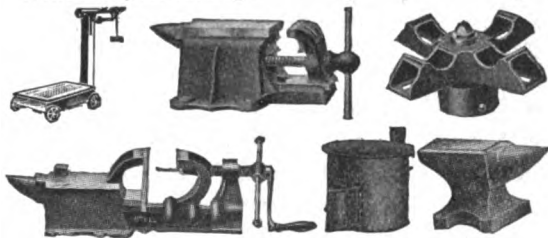
WESTERN SALES REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimble & Cox, L. O. Smith Building, Seattle, Wash.
Strimble & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, 553 Hollywood Av., Salt Lake City
Taylor, Youngs & Cox, 723 Colorado Bldg., Denver, Colo.

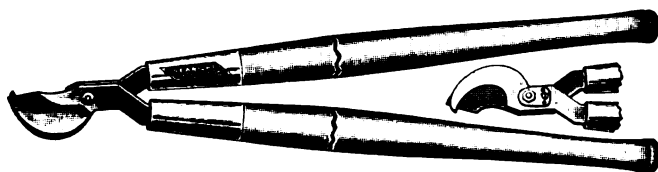
ALL GOOD SELLERS

PRICED TO SUIT THE TIMES

Write today for catalogue. Many other useful things



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No. 777 Two Hand Pruner—Write for Folder

More desirable scientific features and easier cutting qualities are combined in our Two Hand Pruner than any other single tool. Investigate our line of scientifically perfect "Compound Lever Products."

Also manufacturers of Compound Lever Snips for metal cutting.

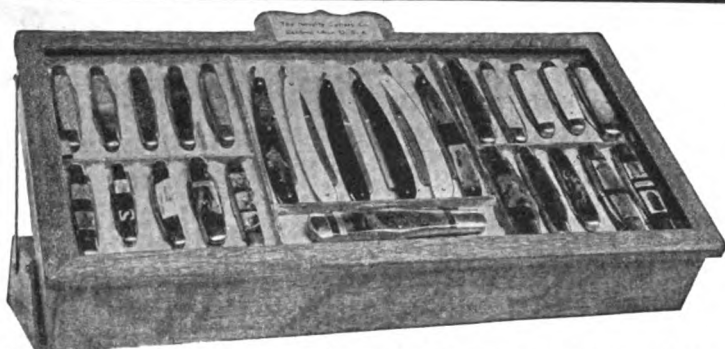
BARTLETT MFG. CO.

36 East Lafayette Ave., Detroit, Mich.



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Axe, Pick, Sledge, Hatchet, Hammer and all Mining Tool Handles. Known everywhere as the Best.
IVORY HANDLE COMPANY - Hope, Arkansas



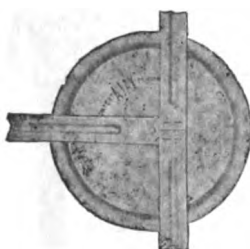
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We Manufacture a

Large Line of Pocket Knives with Stag, Wood and assorted handles, also Transparent handles showing beautiful art pictures and Lodge Emblems. Razors with new features never offered the trade before. Advertising knives that bring the business. Handsome display case goes with our special introduction offer. Prices Right.

THE ONLY RUST RESISTING, ROLLER-BEARING, HOT GALVANIZED

Clothes Line Pulley



The Ajax Clothes Line Pulley is made of pressed steel and is hot-galvanized after completion.

The wheel is made of two solid pieces, fastened securely around the edge by eight interlocking rivets, insuring it against splitting. There are no spokes or openings for matter to gather

in and spread to the line. The hole or core of the wheel has a brass bushing. The steel pin or rivet, on which the wheel revolves, is securely riveted on the outer sides of the frame, thereby making an absolute roller bearing.

The frame is non-collapsible. The rope guide of the frame is off centre, which will prevent the rope from slipping over the side of the wheel and cutting or binding.

These patented features make the Ajax Clothes Line Pulley a roller bearing, rust proof, squeakless, oilless, and easy working pulley.

AJAX TOOL CO., Inc., New York, N. Y.

Pacific Coast Representatives
RICE-HITT CO.

709 Mission Street, San Francisco, California
417 Hibernian Building, Los Angeles, California
1427 L. C. Smith Building, Seattle, Wash.



- 1—Because Stovoll sells at an attractive price.
- 2—Because it gives dealers a liberal profit.
- 3—Because it turns over rapidly.
- 4—Because it pulls "repeat" orders.
- 5—Because it is nationally advertised.
- 6—Because Stovoll is backed by real factory co-operation.

NOW, THEN —

If you are not stocking and selling Stovoll, it's high time you did. If not, it's a ten-to-one shot you're losing dollars of clean-cut profit every week.

Stovoll is a quick, sure enemy of rust: women everywhere know it is the only preparation in existence that successfully fights rust. Over 90% of all operating gas companies use and recommend it. And Stovoll has been approved by every domestic science laboratory to which it has been submitted.

Get in line with profit—write us now, TODAY—for full details on STOVOLL. Like thousands of other enthusiastic hardware dealers, you'll be mighty glad you did.

Tom Tap



SUPERIOR LABORATORIES
Dep't 512, Grand Rapids, Mich.

SHELBY DOOR BUMPERS

"Stand the Bumps"

Made of cast or wrought metal in a large variety of styles. Fitted with live rubber tips and finished to match all Builders Hardware.

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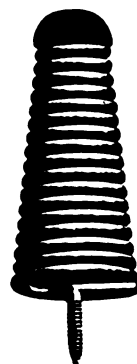
THE SHELBY SPRING HINGE CO. - Shelby, Ohio

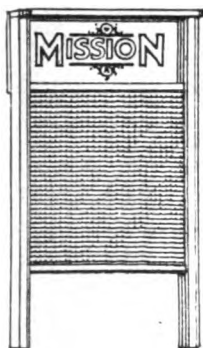
COAST REPRESENTATIVES

Pond Hardware Co.
Los Angeles, Calif.

D. L. Herman
Seattle, Wash.

Taylor & Youngs
Denver, Colo.





HOWARD WOODENWARE

Made of Select Sitka
Spruce
Ironing Boards
Pastry Boards
Clothes Driers
Step Ladders

A COMPLETE LINE OF
Washboards

The Rubbing Surface Plates in the HOWARD Washboards are all of the best materials. The frames are of Sitka Spruce, Strong, Durable and Bright Appearing. The quality of the HOWARD LINE has been established for years.

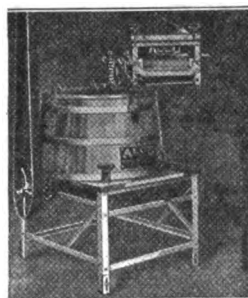
If you can't obtain these goods from your jobber, write us and we will be pleased to see that you are supplied.

HOWARD MANUFACTURING CO.

8th Ave. W. and Ewing St.
Seattle, Wash.

Representatives

Los Angeles—H. D. Tyler & Company, Higgins Bldg.
San Francisco—L. J. Woodson, 112 Market Street
Portland—Strimble & Cox, Corbett Building

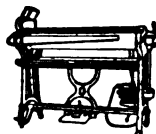


Single Tub "Alco"
Power Drive

**They'll Sell
Right Now!**



Twin Tub
Alco Gas
Engine Drive



ABC Electric
Irons



ABC Super
Electric

ABC "Alco" Washers are the lowest priced, high quality machines on the market today. Just what you need now for your trade that demands big value at bottom figures. Power or electric. Peg or disc dollies; 1 1/4-inch tubs; swinging wringers; 1/4 h. p. motors; quiet underneath drive. Very sturdy. 14th year. ABC Line also includes electric cabinet washers and electric ironers. Write.

ALTORFER BROS. Co., Peoria, Ill.
New York San Francisco Brantford, Ont.

ABC

Electric Laundress

WASHES WRINGS IRONS
"Alco" Washers
Power Electric or Electric

You Know the Story

of the College Student who was canvassing the City for the local **HARDWARE DEALER** during the summer vacation with a Clothes Wringer under each arm!

After two days of hard tramping up one street and down another, he threw his sample Wringers on the hardware man's pet corn and **RESIGNED**, saying:

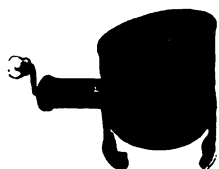
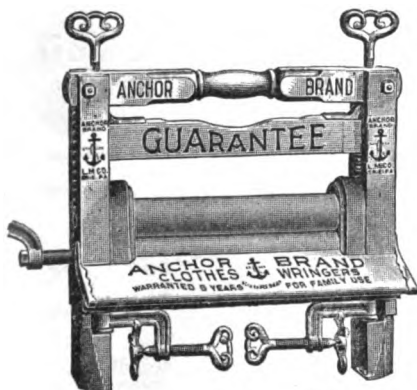
"WRINGERS ARE JUST LIKE NOSES
EVERYBODY'S GOT ONE!"

If this isn't true in your neighborhood—it's up to you

LOVELL MANUFACTURING CO.

Largest Manufacturers of Clothes Wringers in the World

Erie, Pa. L. M. Co.
Erie, Pa.



GENUINE HUNTER'S SIFTER

Standard of the World
Since 1880

Sectional View Showing Construction Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swaged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.

Sender Street

Hamilton, Ohio

DI-MEL-INE

PAINTS • STAINS • ENAMELS

The complete, compact, distinctive line in handy household cans—full-size, full measure. **RETAILS 20 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

Dealer's Assortment (30 doz.).....\$37.50
Jobber's Assortment (12 doz.).....15.00
Open Stock, all colors, per gross.....15.00

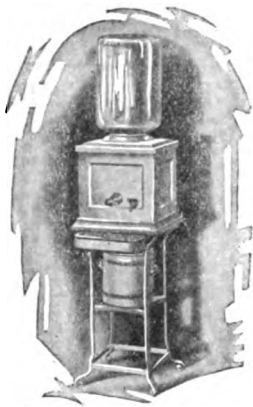
2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MORTIMER PAINT MFG. Co

169-173 Second Ave., BROOKLYN—NEW YORK

Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.



"Rotax" Water Coolers

Have "ROTAXIZED" themselves into the good graces of users everywhere.

The same QUALITY which makes Better Service for the user makes Business Better for the dealer.

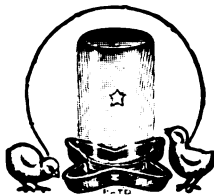
A trial order will convince you that "ROTAX" Coolers are well made, sell rapidly and give entire satisfaction.

Write for Catalog

ROTAX COMPANY, Inc., 384 East 133rd St., New York



Moe's Line of Good Poultry Supplies



Popular Star Fountain

Chicago, Ill.

412 No. Ashland Ave.

Raising poultry is popular and profitable everywhere. Your customers buy poultry supplies and the Hardware man is the logical man to take care of their needs. You can easily sell Moe's poultry yard fixtures along with your wire netting, garden tools and house furnishings.

Moe's Line is complete, designed by specialists, and has been the standard for years. Be prepared for the big baby chick season, and watch your sales grow. Poultry raisers are making money, and are buying supplies.

Quick Shipments from Chicago, Ill., and Los Angeles, Calif.

Ask your Jobber and send for our new catalogue

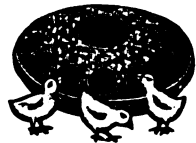


MOE'S LINE

GARDEN TROWELS AND WEEDERS



MOE'S LINE



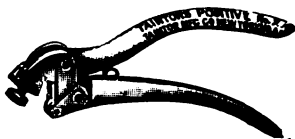
Round Chick Feeder

Los Angeles, Cal.

216 No. Alameda St.

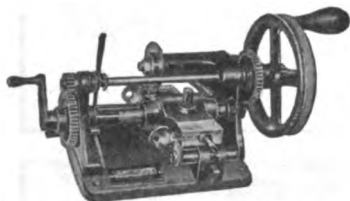
HOEFT & COMPANY, Inc.

TAINTOR POSITIVE SAW SETS



Have Set the Saws and have Set the Pace for over a Quarter Century. Send for Booklet: "Care of Saws."

Taintor Mfg. Co.
113 Chambers St.
New York City



With the — Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Ham'ite Avenue, Allentown, Pa.



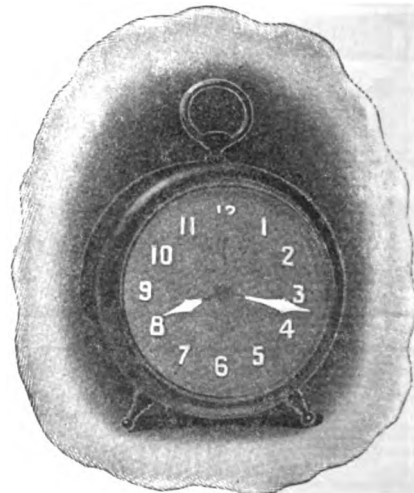
THE PACKHAM Stove Pipe Crimper and Bearer

MADE BY THE PACKHAM CRIMPER CO.

MECHANICSBURG, OHIO

If Your Jobber Does Not Carry It, Write Us

The New Haven Brownie TELLS THE TIME DAY AND NIGHT



FULL RADIUM WHITE DIAL ONE DAY INTERMITTENT ALARM

Height, 4 inches. Dial 2 1/4 inches.

Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California

KNOWLES AUTOMATIC STRIKER SPOON

Automatically
hooks the fish
the instant he
strikes.



S. E. KNOWLES CO., Mfgs, 320 Market St., San Francisco, U.S.A.
PHIL B. BEKEART CO., Pacific Coast Distributors
SOUTH BEND BAIT CO., Eastern Distributors
SOUTH BEND, INDIANA



We Put Perfection Into NORTHLAND SKIS

The finest woods, the most expert workmanship, correct designs. The blue NORTHLAND trade mark on our skis, snowshoes and toboggans moves them quickly. Mail your order today.

World's Largest Ski Manufacturers
NORTHLAND SKI MFG. CO., 26 Merriam Park, St. Paul, Minn.

AT \$5.00 RETAIL

*The Most Wonderful Air Rifle
Ever Invented*

Different from All Others

ORDER NOW from your jobber or write us direct for full information regarding the only ORIGINAL PUMP GUN FOR MEN AND BOYS, always in great demand. Sample on request. Attractive discounts.

Benjamin Air Rifle & Mfg. Co.

Broadway & Washington
ST. LOUIS, - MISSOURI
Pacific Coast Representatives
STUART & OTTO
220 Wilcox Bldg., Los Angeles, Cal.

The Benjamin

**A REAL PUMP AIR RIFLE
ONE STROKE OF THE PUMP AND YOU CAN SHOOT**

POWERFUL and ACCURATE. Works on the same principle as Air Drills and Air Hammers. Shooting power always under your control. Each stroke of the gun increases the shooting power. One to four strokes all that is ordinarily required. Never loses its shooting force. Absolutely safe, holding the compressed air for some time. You do not drop in shot until ready to shoot at your object. Nothing to wear out but the valves which ought to last several years, when they can easily be replaced by anyone at a very small cost. Stock of turned walnut, and separates from barrel. Gun is then only 23 inches long.

At a Popular Price

Tannery
at
Michigan
City,
Ind.



"Red-E-For-Use"

RAZOR STROPS

Prices Guaranteed against decline to date of shipment. We have reduced our line to the very best numbers in each price. We manufacture them in large lots for stock. We can deliver the goods promptly. Write for selected standardized list and short line Quality samples.

GIBFORD MFG. CO. (not Inc.)
No. 4 Payne Av., Adrian, Mich., U. S. A.

Joe Welsh Leaders

The genuine Telerana Nova is the cheapest and best by actual test. Thousands of the best anglers in the world are using them. Why not you? Universally praised, strong, knotless, durable; one trial will convince the most skeptical. For trial, I will mail you a 3 ft. in any Bass or Trout size for 25c; 6 ft., 50c; or 9 ft., 75c. One Leader will last you two seasons and then be good. Prices for Salmon sizes on application.



Again, here is what the average angler has been looking for: Limerick Hooks, T. D. Eye No. 2, 4, 6, 8, 10, and 12, tied on Joe Welsh's Snells, making the hook the weakest part of your tackle. All sizes \$1.00 per dozen. Save your fish by using this new snelled hook. They do not get brittle with age.

The Blue Devil darning needle floats. Bass and Trout sizes with three foot leader attached, 75c.

The "Welsherana" transparent minnows in five colors are the latest and best in Plugdom. Trout and Bass sizes, \$1.00 each, can be used on a fly rod or bait casting rod. A sample order of the above will prove to you that Joe Welsh's goods are in a class by itself.



Most dealers handle my goods.
If yours don't, write me.

JOE WELSH
PASADENA, CALIFORNIA



THE ONLY
GENUINE

AL WILSON

Famous from Pacific to Atlantic for workmanship and material.

Order through your jobber Write us for catalog
AL WILSON CO., Williams Building, San Francisco

SPINNERS
BASS SPOONS
CONNECTING
LINKS

With the Safety
Catch

BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.
Pacific Coast and Inter-Mountain Representatives
THAYER & BOWER
845 Monadnock Bldg., San Francisco, 320 Story Bldg., Los Angeles
Seattle and Denver



**Better
Business
Is Coming**



LIGHTNING



BLIZZARD



GEM

**Be Wise
In Time**

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

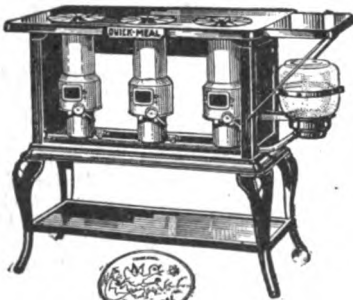
Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

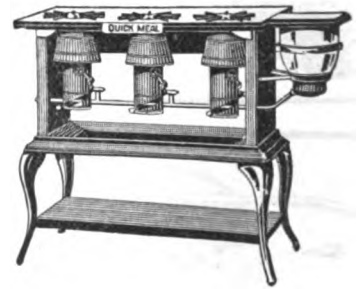
Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U. S. A.



Cupola Burner Oil Stove



Short Chimney Oil Stove

WRITE FOR CATALOG NO. 130

**We now have a Large Stock and Assortment
of Oil Stoves**

**SEND YOUR ORDERS TO
QUICK MEAL STOVE CO., DIV.
OF AMERICAN STOVE COMPANY**

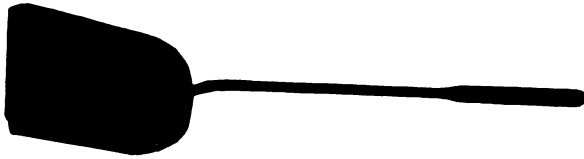
**We also carry a large
line of
COAL RANGES**

**C. H. SCHIECK
Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.**

**We also carry a large
line of
GAS RANGES**

**"It Was New Last Year But It Is the Standard
Fire Shovel Now"**

The "NEVERBREAK"



The extraordinary merit of the "NEVERBREAK" Fire Shovel made it in one year the recognized leader of all Fire Shovels.

This Solid Forged Steel Shovel quickly convinced the Public that it was a money-saver, and its steadily increasing sale proves that there is always a market for an article that gives complete satisfaction.

Made with Handles 10, 16 and 20 inches long. Blade on all sizes $5\frac{1}{2} \times 8$ inches.

Every purchaser of a "NEVERBREAK" is a salesman for your Store.

Can be secured at all leading Jobbers, or write us direct for prices.

MADE ONLY BY

THE UNION FORK & HOE CO.

- Columbus, Ohio



A Large Business

The growth of your business is based largely upon the quality of the goods you sell your customers.

Clark Jewel long chimney oil stoves are made to meet all requirements as to quality; they are constructed of the very best material; they are strong and durable; they are finished in a beautiful durable blue enamel with black trimmings. The black porcelain enamel on the chimneys will not burn off or discolor. They are simple to operate and the hot blue flames are easy to regulate.

The corrugated brass wick tubes prevent wicks from sticking. Old wicks can be quickly taken out and new ones inserted. There are no parts to get out of order.

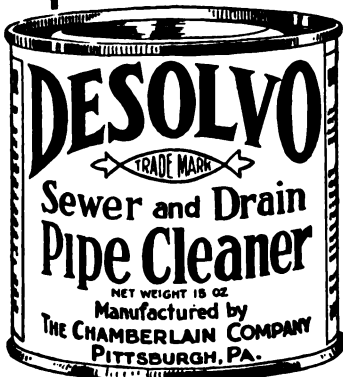
Large cooking tops, wide set burners and plenty of shelf space.

Clark Jewels are quality stoves and will bring you business.

George M. Clark & Company

Division American Stove Company

CHICAGO



Patented Dec. 5, 1911,
and March 5, 1912.

YOU AND YOUR CUSTOMERS BOTH PROFIT AND ARE SATISFIED WHEN YOU SELL THEM **DESOLVO Drain Pipe Cleaner**

Every month in the year is a good selling season for DESOLVO. Drain pipes have a habit of getting clogged without regard to season. DESOLVO is a profitable seller because it is a steady all year-round seller.

BUILDS UP CONFIDENCE AND TRADE

DESOLVO cleans out clogged drain pipes. It is the only drain pipe cleaner that will work successfully with COLD water.

Increased Sales result from displaying it.

**ORDER FROM YOUR JOBBER —
BE SURE TO SPECIFY DESOLVO**

THE CHAMBERLAIN COMPANY - - Pittsburgh, Pa.

Canadian Distributors

Chamberlain Desolvo Co., 109 Church St., Toronto, Ontario

Pacific Coast Agents

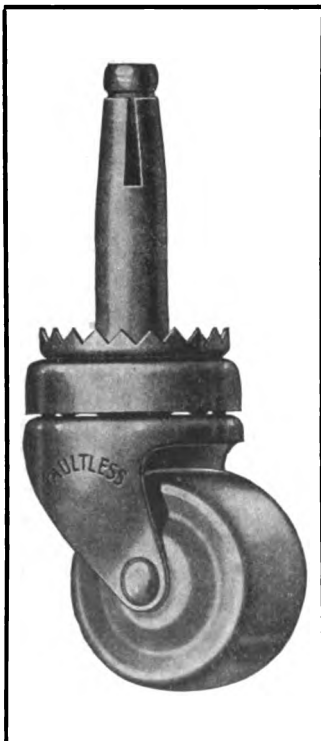
SPRAKE SALES CO., Inc.

G. T. Sprake
216 Higgins Bldg.
Los Angeles

F. H. Chown
1121 Gasco Bldg.
Portland

J. O. Hooper
202 Postal Telegraph
San Francisco

Prentiss N. Rice
506 Charles Bldg.
Denver



Faultless Ball - Bearing Casters

Of the same high standard that characterizes the entire FAULTLESS line. A beautiful caster, neat appearing—built with lines that conform to the custom of furniture made today—manufactured to a precision, no rough corners or unsightly scratches, symmetrical. These are a few of the extraordinary features that are standard in this new

FAULTLESS BALL BEARING CASTER

Made in all sizes and finishes, with maple, lignum-vitae, steel, cast-iron, fibre or felt wheel. Send for sample best adapted for your purpose.

Faultless Caster Company

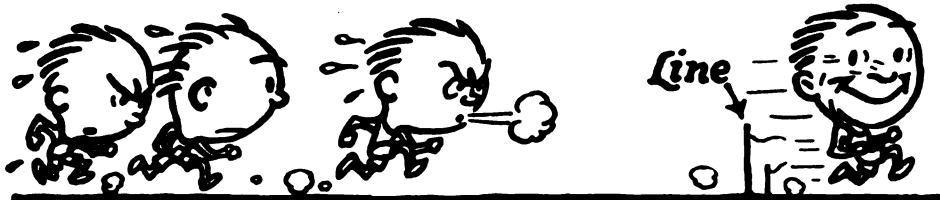
Executive Offices

Evansville, Indiana

Eastern Sales Office: 200 Fifth Avenue, New York

*"Moves the
FAULTLESS
Way"*





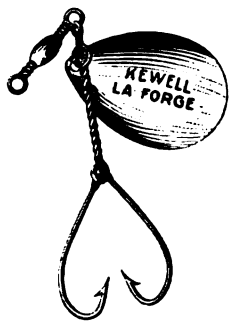
We beat 'em all to it!

JUST jogged in—under wraps—leading all the way. "Steel where steel belongs" head, locked in battery cup, long hair wads—why, we had these things all worked out while the other chaps were still wonderin' what to do. Not boasting or anything like that—but we do make ammunition that is filling the whole outdoors with good humor. And you couldn't keep it in your store—even if you locked it in the safe. Gun toters sure do pester around where Peters Ammunition is on tap. Why not climb onto the band-wagon—and quit takin' dust?

PETERS AMMUNITION

THE PETERS CARTRIDGE CO.

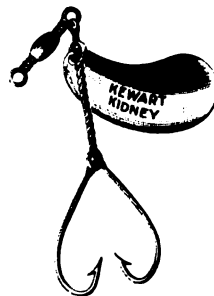
Cincinnati New York San Francisco



Kewell Laforge



"Ber Val"



Kewart Kidney

TRY ONE FREE!

To members of the trade, writing on business letterheads, we will send a sample spinner this month as an introductory offer. See for yourself!

Get Your Share From Fishermen DEALERS PROFIT—SPORTSMEN DELIGHT

New "Indian Chiefs," Enamel Finishes: Take the place of the "wooden plug" in the minds and kits of black bass anglers.

Kewell Laforge Spinners: Hand finished throughout, made of the best materials available.
Sizes: 2/0 to 6.

Kewart Kidney Spinners: Same grade as Laforge. Sizes: 2/0 to 1.

"Ber Val" Spinners: Luminous wooden beads with water-proof tube enameled to imitate salmon eggs.
Sizes: 1 to 6.

FLIES, LEADERS, RODS, REELS, BAIT, LINES, ETC.

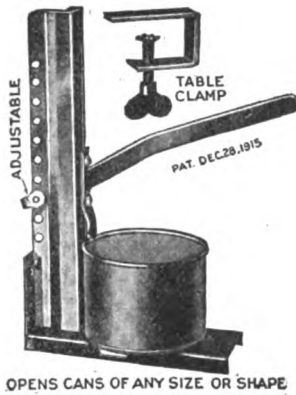
Ask Your Jobber or Write US for Prices and Samples

CHAS. H. KEWELL CO.

1220 Boatmen's Bank Bldg.,
St. Louis, Mo.

140-144 Duboce Ave.,
San Francisco, Cal.

388 Taylor St.,
Portland, Oregon



Ladd
Mixer-Churns

Egg-Beater Philosophy

"QUALITY IS REMEMBERED LONG AFTER PRICE IS FORGOTTEN." It should be thought of enough to inspire a rule of constant action. A GREAT TRADE TRUTH: THINK MORE ABOUT IT. It's the CHIEF CONVEYANCE ON SUCCESS ROAD leading to FOREVER. QUALITY REMEMBERED, becomes **YOUR STORE**.

The goods we make have NO REAL COMPETITORS, but PLENTY of ASPIRING IMITATIONS. MR. DEALER, WE LEAVE IT TO YOU, AS WE ALWAYS HAVE — NOW 30,000 OF YOU. YOU CAN SAFELY LEAVE IT TO USERS. WE STAND BEHIND YOU BOTH.

LADD ALL-STEEL BEATERS—3 sizes for all requirements.

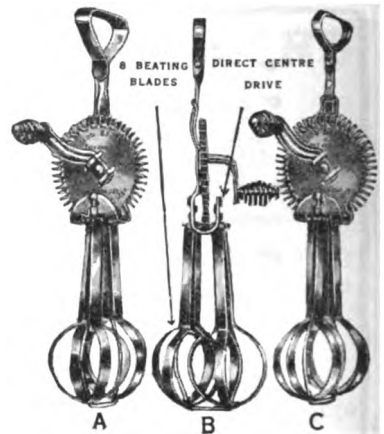
LADD MIXER CHURNS—1 qt., 2 qts. Removable Beaters.

SATURN REELS—2 finishes, 40 ft. cord.

SATURN CAN OPENER—Safety, Stationary.

CAN OPENERS—5 usual varieties.

RAZOR PARING KNIFE. **NUT CRACKERS.**



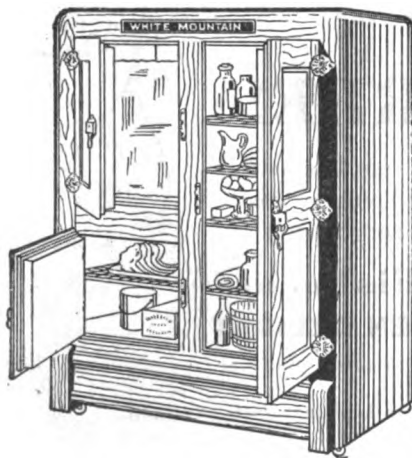
Saturn Clothes-
Line Reels

JOBBERS
the world
over and US

UNITED ROYALTIES CORPORATION, 1133 Bway, New York

Representatives: Omer Cox, Atlas Building, 604 Mission St., San Francisco, Calif.; Sands & Cox, San Fernando Building, Los Angeles, Calif.; Strimple & Cox, L. C. Smith Building, Seattle, Wash.; Taylor, Youngs & Cox, 553 Hollywood Ave., Salt Lake City, Utah; Taylor, Youngs & Cox, 728 Colorado Bldg., Denver, Colo.; Strimple & Cox, Corbett Bldg., Portland, Ore.

White Mountain Refrigerators



"The Chest With the Chill in It"

There is absolute satisfaction as well as profit in handling a refrigerator so universally known as the famous "WHITE MOUNTAIN"—A Refrigerator used "in over a million homes"—A Refrigerator bearing a name recognized as a quality standard for generations.

"WHITE MOUNTAIN" refrigerators have patented features and points of excellence which no other refrigerator possesses.

A line of refrigerators complete in every practical style, size and finish with a range of prices to meet every trade requirement.

Our beautiful 1922 WHITE MOUNTAIN catalog has just come off the press and will be mailed upon request.

Maine Manufacturing Company - Nashua, New Hampshire

BRANCH OFFICES:

New York City; Boston, Mass.; Atlanta, Ga.; Dallas, Texas; San Francisco, Cal.; Denver, Colo.; Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS:

San Francisco...Dunham, Carrigan & Hayden Co. Portland...Honeyman Hardware Co.
Sacramento...Miller-Enwright Co. Seattle...Schwabacher Hardware Co.
Yakima Hardware Co., Yakima, Wash.



CHATILLON SCALES

The CHATILLON "RED"

A Real Selling Proposition



This is the greatest value in an accurate scale ever offered. The Chatillon "RED" is a reliable, accurate, attractive scale, yet its price is so very moderate that it sells with ease.

The Chatillon "RED" is not a "Cheap" scale. It fully meets the requirements of the Department of Weights and Measures, and is guaranteed to stand the sealer's tests. Its moderate price is the result of superior manufacturing processes and quantity production. The Chatillon

"RED" has proved that it will stand up and give complete satisfaction.

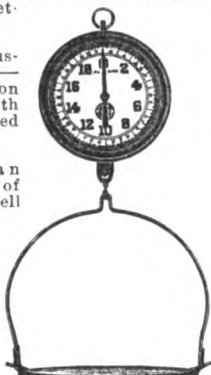
The Chatillon "RED" gains its name from the bright red center of the dial. This is surrounded by a broad, white band in which the graduations appear plainly. The pound figures are indicated in gold letters an inch high.

The "RED" Scales illustrated are equipped—one with galvanized iron scoop, the other with folding white enameled pan.

Every hardwareman should take advantage of this proposition to sell "RED" Scales to housewives, market men, grocers, vendors of all classes.

Your Jobber Can
Supply You

85-99 Cliff Street
New York City, N. Y.



JOHN CHATILLON & SONS
New York U.S.A.

ORDER FROM YOUR NEAREST JOBBER

The
OLD RELIABLE
Lines of

American Enameled Ware

Marble

(Blue and White)

Swedish

(Mottled Veined)

White and White

Sold by all the leading house
furnishing
and hardware houses

30 years of unflinching service
and satisfaction

THE AMERICAN STAMPING & ENAMELING CO.

MASSILLON, OHIO

3 Plants at Bellaire, Ohio, and Massillon, Ohio
covering 15 acres of floor space



Patented
U. S. Oct. 19, 1920
Canada, May 3, 1921

DEALERS
ARE
WARNED
TO
BEWARE
OF
INFRINGEMENTS

Furnished with rubber-cushioned base,
as shown, or with 10" hardwood base.

THE TRADE **EVEREDY** MARK

Bottle Capper No. 3 for Home Use

Warranted Unbreakable
Made entirely of Malleable Iron and Steel

There is no set limit to the amount of Capping that can be done with an Everedy.

The speed and skill with which it is operated numbers the amount of bottles than can be capped.

And all bottles are sealed absolutely air-tight.

The pressed steel capping head with reinforcing flange assures this.

Packed in individual cartons, half dozen to shipping carton, weighing 23 lbs. See your Jobber.

Manufactured by

The Everedy Bottle Capper Co.

Frederick, Maryland

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

Hygrade Country Home Lighting Lamps

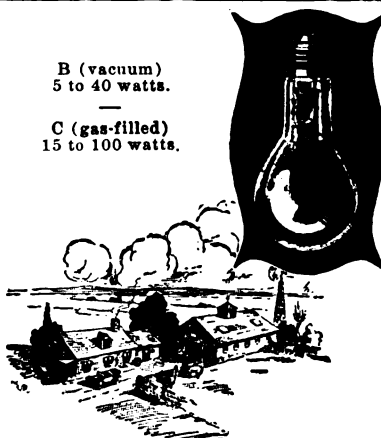
Hygrade Country Home Lighting Lamps are specifically designed to give better light on farms, country homes, motor boats and other places where storage battery-generator lighting outfits are used.

Hygrade Country Home Lighting Lamps are made in both B (vacuum) and C (gas-filled) types.

For practical use, however, we recommend gas-filled lamps because, although their first cost is slightly higher, they give more light for the amount of current consumed than vacuum lamps.

B (vacuum)
5 to 40 watts.

C (gas-filled)
15 to 100 watts.



HYGRADE LAMP CO., SALEM, MASS.

OMER COX, Western Representative
Atlas Building, San Francisco, Cal.

WESTERN DISTRIBUTORS

Capital Electric Co.,
Denver, Colo.

The Beebe Co.,
Portland, Ore.

Heyman-Well Co.,
San Francisco, Cal.

A. L. Frick Electrical Co.,
Los Angeles, Cal.

Honeyman Hardware Co.,
Portland, Ore.

Seattle Hardware Co.,
Seattle, Wash.

Union Hardware & Metal Co.,
Los Angeles, Cal.

Baker, Hamilton & Pacific Co.,
San Francisco, Cal.

HOPPE'S Nitro Powder Solvent No. 9

(Trade Mark Registered)

**For Cleaning High Power
Rifles, Shotguns and Revolvers**

Nitro Powder Solvent No. 9 is guaranteed to thoroughly remove the residue and stop acid action of any High Power Powder and make rifle-cleaning easy.

Highly endorsed by the most prominent riflemen and sportsmen of America.

**Removes and prevents rust
Removes metal fouling and leading**

FREE

A five-color attractive counter display stand to hold eight bottles of our Nitro Powder Solvent No. 9.

Send us your name and address and mention "Hardware World."

NITRO POWDER SOLVENT No. 9

Manufactured only by

FRANK A. HOPPE, Inc.

2314 N. Eighth St.

Philadelphia, Pa.

Eastern Representative:
ED. W. SIMON
258 Broadway
New York City

Western Representative:
H. L. BOWLES
217 Mason Opera House Bld.
Los Angeles, Cal.



Three Factories

Main Office
Toledo, Ohio

The American National Company

Get Your Share of Improved Business

Business experts say that general business conditions are greatly improved. We are making particular business good for dealers in the American Line Beautiful, by our year 'round national advertising campaign and dealer helps. This durable, easy riding, novel hand-propelled coaster wagon is one of the quick selling American vehicles.

**THE
American
LINE**
THE LINE BEAUTIFUL
Built—not made

INCLUDES:

Juvenile Autos
Juvenile Bicycles
Velocipedes
Doll Vehicles
Express Wagons
Girls' Tricycles
Steel Wagons
Hand Cars
Baby Vehicles

**NATIONALLY
ADVERTISED**

Write
for Catalog and
Prices



See American Line First—Known 'Round the World



No. 108



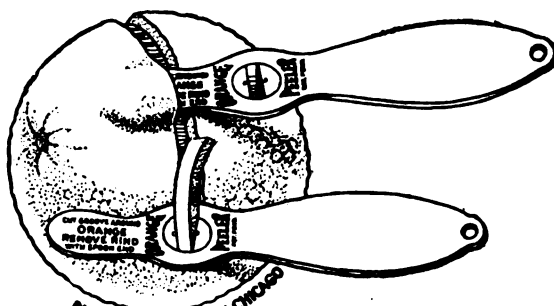
No. 117—VAUGHAN'S "SPATULA." Needed in every home for Pies, Cakes, etc.

The FINISH of our merchandise is "in a class by itself"



No. 104—SPECIAL

Key Chain Rings
Kettle Scrapers
Cork Screws
Milk Bottle Cover and Carriers
Condensed Milk Can Openers
Etc., Etc., Etc.



No. 116—ORANGE PEELER



No. 100B—THE BEST BUY IN CAN OPENERS

"It Would be a Pleasure to Send Samples and Prices." Ask for Our Catalog No. 20

VAUGHAN NOVELTY MFG. CO., 3211 Carroll Avenue, Chicago, Ill.

The Ontario Knife Company, Franklinville, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE

KNIVES

KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
OLAM
TABLE

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



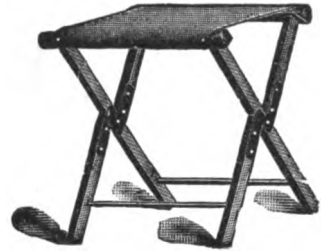
We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

"PEERLESS" — FOLDING — CAMP FURNITURE



Our Folding Cots, Stools and Chairs are big leaders in volume of sales

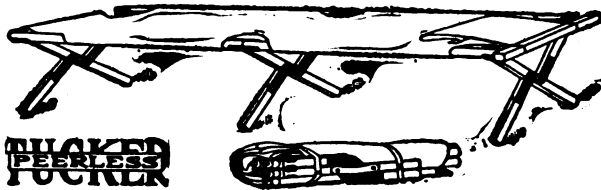
If you are without our proposition you haven't received the lowest prices obtainable



Manufactured by

TUCKER DUCK & RUBBER CO.
FORT SMITH, ARKANSAS

If your jobber does not handle 'Peerless' Camp Furniture, write us and we will supply you with the name of a progressive jobber who does.



**TUCKER
PEERLESS
TUCKER**

Send us your name and address and let us help you prepare for an outdoor year.

Western Representatives: **ALDEN GLAZE & CO.** 143 Second Street, San Francisco

ROCK-A-BYE NURSERY ACCESSORIES



SWING NO. 1.



SWING NO. 2.



COMBINATION BED
AND
AUTO CRIB NO. 32.



COMBINATION CHAIR NO. 14.
AUTO SEAT.



ROADSTER NO. 10.



ROCKER NO. 24.



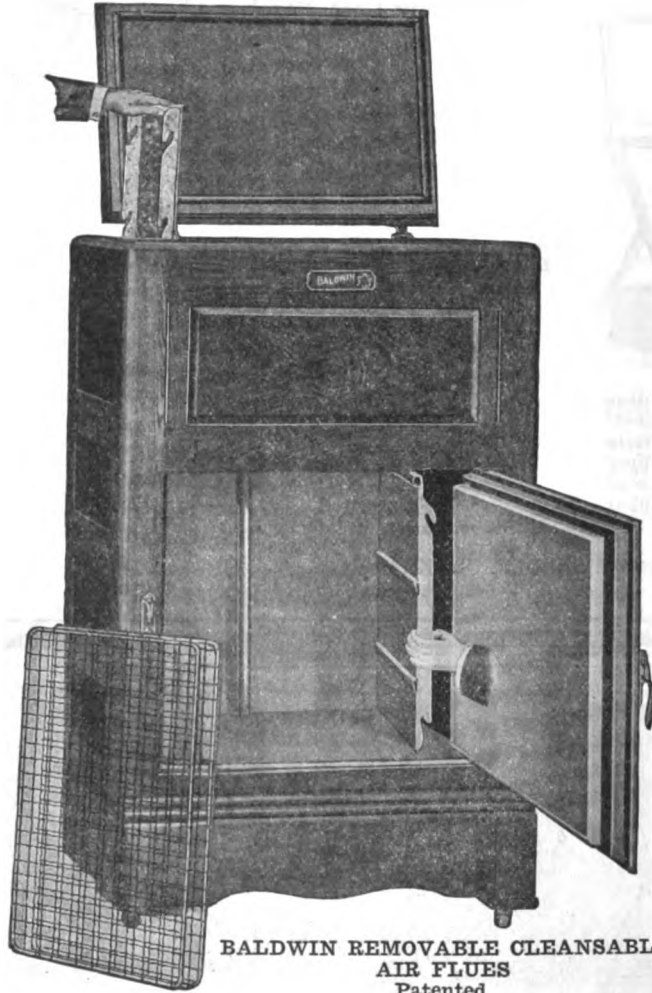
WALKER NO. 18.



COMBINATION CHAIR NO. 14.
HIGH CHAIR

PERFECTION MANUFACTURING CO. ST. LOUIS MISSOURI.
LEFFINGWELL AVE. AND MONTGOMERY STREET.

BALDWIN DRY AIR REFRIGERATORS



**BALDWIN REMOVABLE CLEANSABLE
AIR FLUES
Patented**

This cut shows our fine patent removable air flues, giving access to all parts of the refrigerator for cleaning. They are made of stout galvanized sheet steel, securely locked to sides of refrigerator, and so shaped as to render them strong and proof against the rough usage of the average ice man; a radical improvement over the usual flat, loose piece of metal sliding in a groove used by competitors and ruined by the ice man in a few days. Ours is the strongest, most convenient and effective system of movable air flues in the market.

**The Baldwin Refrigerator Company
Burlington, Vermont**

Stock Carried by HEYMAN-WEIL CO., San Francisco, California



O. H. SMITH
Western Representative
817 South St. Andrews Place
Los Angeles, Calif.

Now—Camp on the Camper's Trail

Make your store the headquarters in your city for the 1922 legion of amateur and professional tourists and campers. The lure of the open road, the woods, the mountains, and fish-reputed lakes and streams is even now beckoning irresistibly to thousands of winter-restless souls. The psychological moment is yours to capitalize, if you will.

Gold Medal Camp Furniture will enable you to take care of every fold-

ing camp furniture want to the best possible advantage of the customer as well as yourself. In this line of furniture you offer maximum comfort knock-about durability, and easy portability—the one-two-three appeal that knocks sales resistance for a goal!

Gold Medal Folding Camp Furniture has been receiving the heartiest commendation of seasoned campers, explorers, military men, civil engineers, and war correspondents for more than thirty years. If you are not handling this line, now is the time to get in line! All inquiries from our national advertising are referred to our dealers.

**GOLD MEDAL CAMP FURNITURE
MFG. CO.**
1705 Packard Ave., Racine, Wis.

"GOLD MEDAL"
TRADE MARK REG. U.S. PAT. OFF.
FOLDING FURNITURE

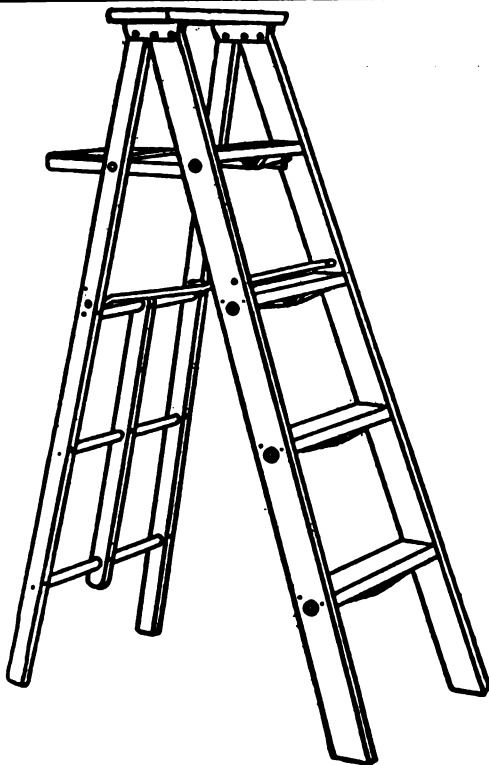
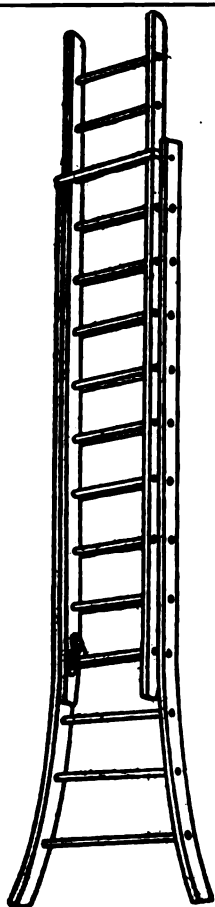


BABCOCK SPRUCE LADDERS

Everything in the
Ladder Line

Prompt Shipment
We Pay the Freight

W. W. BABCOCK CO. - BATH, N. Y.



Garage & Barn Door Hardware "1080"

for folding, sliding doors



"1080" Represents but one of many types of Allith-Prouty door hanger equipment. Each, suiting its own particular uses, reflects the same high degree of engineering skill in its design and conscientious workmanship in material and manufacture that has been built into all A-P Hanger Hardware, Light Hardware and Hardware Specialties for more than 20 years.

Reliable Door Hangers and Round Track for parallel sliding doors for barns, garages, warehouses, etc., are an especially satisfactory fast moving line.

ALLITH-PROUTY COMPANY
Danville, Illinois

Write Today for
Catalog No. 90



ALLITH-PROUTY
"Satisfaction in Hardware"

EUREKA CEMENT

We want to make you acquainted with the wonderful selling value of **EUREKA CEMENT**. It is cheaper than any other Cement on the market—it is guaranteed—it will satisfy you and your customer.

The handsome display card holding twelve 15c tubes **SELLS ON SIGHT** and **A SURE REPEAT**.

EUREKA CEMENT CO.

543 N. Dearborn St.,
Chicago

GREENE, MCKEANE & SWASEY, 24 California St., San Francisco, Cal.



Link up your name with that of the ~
RELIABLE Standard BLUE FLAME

Wickless Oil Heated Colony Hover

In our 1922 model Blue Flame Hovers we have attained the highest degree of perfection. Every burner is adjusted at the factory to the maximum flame; it is impossible to overflow. Burns ordinary kerosene or coal oil with a clear, even blue flame; no soot; no fumes; no odor; no wicks to trim; no smoke. Produces a well controlled heat, sufficient for any purpose; easily adjusted, automatically regulated. Saves fuel. Built of galvanized steel in various sizes. Saves its cost every season in preventing chick losses. The dealer makes easy sales, good profits and has satisfied customers. Our extensive advertising and close co-operation helps dealers. They appreciate it. Our Reliable Incubators, Brooders, Hovers, Poultry Appliances and Fixtures are all backed by our positive guarantee, 41 years' as it is.

Write for dealers terms and prices.

RELIABLE INCUBATOR & BROODER, CO.
Department J QUINCY, ILL., U.S.A.

Reliable because right.

J.W. Myers, Pres.

ANOTHER BUTTERFIELD SERIES

Of Popular Screw Plate Assortments

Every set in the O. D. series contains a Tap Drill to match each Tap and Die.

No hunting around for drills and measuring after found. Just raise the cover and the complete outfit is there before you, and it is just as good as it looks.



These sets are particularly desirable for repair work on Clocks, Guns, Revolvers, Bicycles, Sewing Machines, Vacuum Cleaners, Small Electric Motors, Washing Machines, Phonographs, Lawn Mowers, Door Sets, etc., and for Amateur Mechanics.

BUTTERFIELD & CO., Division

Union Twist Drill Co.

DERBY LINE, VERMONT

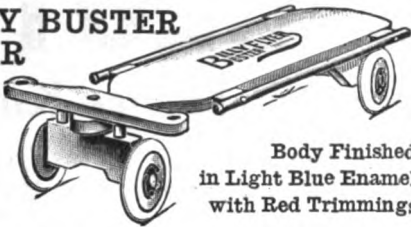
Chicago Store
11 South Clinton Street

Pacific Coast Representative
John F. Kagle, Lankershim, Cal.

It's a Sled on Wheels

**BILLY BUSTER
FLYER**

**DON'T
NEED
SNOW
OR
ICE**



Body Finished
in Light Blue Enamel
with Red Trimmings

Patented Stabilizing Gear on front axle. Prevents sudden turning of front wheels and gives the same action as a sled.

No. 20A, 30x13x6"—4 3/4" Maple Wheels, Metal Bearings
No. 20B, 30x13x6"—4 3/4" Red Disc Wheels, Metal Bearings
No. 20C, 30x13x6"—4 3/4" Yellow Disc Wheels, Metal Bearings
No. 30B, 33x13x6"—Yellow Disc Wheels, Metal Bearings
No. 30A, 33x13x6"—Red Disc Wheels, Metal Bearings
PAKED 2 IN SHIPPING CASE; WEIGHT 20 LBS.

**WE MANUFACTURE A COMPLETE LINE OF
WHEEL GOODS, TOYS, GAMES**

Our prices are down to pre-war basis
and deliveries are prompt.

Write us direct or write our Western Representative
and you will receive prompt reply.

WILDER MFG. CO., St. Louis, Mo.

Western Representative:

H. D. TYLER & CO., Fourth Floor Higgins Building,
Los Angeles; 1022 Alaska Building, Seattle;
512 Pacific Building, San Francisco.

THE Perfection Cooler

**Metal Body
Heavily Insulated**

**LARGE ICE AND
WATER CAPACITY**

Most effective and durable
cooler on the market

Perfection Cooler Co.

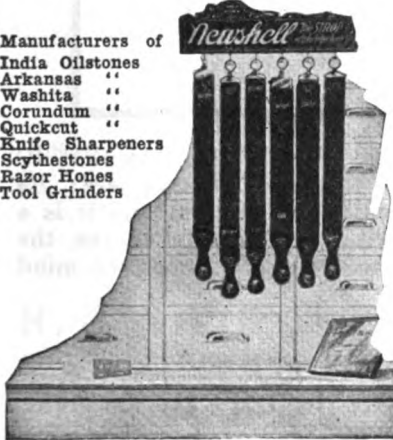
Michigan City, Ind.

C. P. RUST, Representative,
268 Market Street,
San Francisco, Cal.



NEWSHELL RAZOR-STROPS

Manufacturers of
India Oilstones
Arkansas "
Washita "
Corundum "
Quikcut "
Knife Sharpeners
Scythestones
Razor Hones
Tool Grinders



Contents and Description of Special Assortment

One dozen strops as listed below, packed
with Newshell razor strop hanger.

No. 49—(2 only)—19 x 2". A big value
at a small price. Genuine Newshell finish
strop. Sharpen strop is selected razor
strop web specially treated. Has plate
swivel with arrow loop. Retails for 50c
each.

No. 75—(2 only)—21 1/2 x 1 1/4". A
dandy double leather strop which retails
at a very reasonable price. Open end
handles neatly embossed. Nickel plated
wire swivel. Retails for 75c each.

No. 100—(2 only)—22 1/4 x 2 1/4". A
particularly bright and attractive strop.
Finish strop is red and sharpen strop
black. Malleable iron swivel, hard rubber
finish. Retails for \$1.00 each.

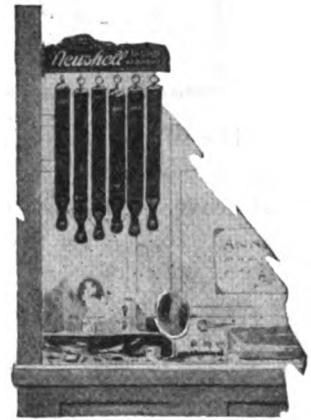
No. 101—(2 only)—22 1/4 x 2 1/4". Very similar to No.
100 except both finish and sharpen strops are black and
swivel is nickel plated. Retails for \$1.00 each.

No. 126—(2 only)—28 x 2 1/4". A dandy strop for the
practical man. Both front and back finished in black.
Stitched handles are padded and nicely embossed in silver.
Nickel plated English pattern swivel. Retails for \$1.25 each.

Every strop in the above assortment is made from Newshell—the proven leather for razors. It will pay you to ask for our
Special Introductory Offer

PIKE MANUFACTURING CO. - Pike, New Hampshire

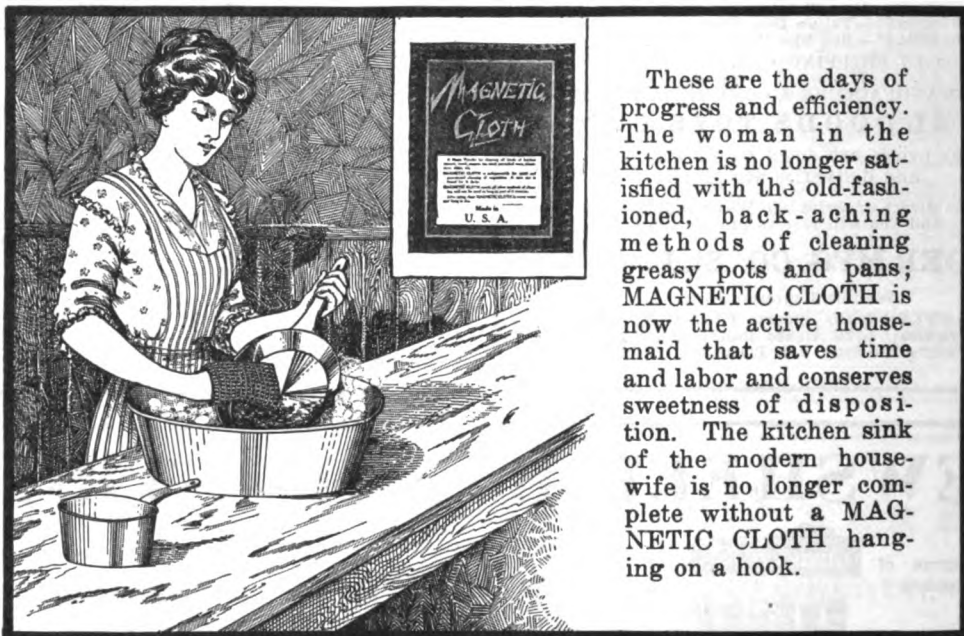
A. W. PIKE & CO., Pacific Coast Agents, 715 Mission Street, San Francisco, California



MAGNETIC CLOTH

The Most Complete Domestic Help Device Known

It instantly removes Grease, Burned Foods and all dirt from all kitchen ware. ALSO cleans Vegetables, New Potatoes, Sweet Potatoes, Carrots, Parsnips and such like. ALSO Tile work, Marble or Brown Stone Steps and many other things too numerous to mention. ALSO is used extensively for cleaning stained and greasy hands, for instance in machine shops, garages, etc.



These are the days of progress and efficiency. The woman in the kitchen is no longer satisfied with the old-fashioned, back-aching methods of cleaning greasy pots and pans; MAGNETIC CLOTH is now the active housemaid that saves time and labor and conserves sweetness of disposition. The kitchen sink of the modern housewife is no longer complete without a MAGNETIC CLOTH hanging on a hook.

The MAGNETIC CLOTH is as pliable as cloth, entirely as efficient as the best abrasive. Made to slip on the hand like a mitten. After using, rinse in warm water and hang up by the loop, to dry.

As a magic wonder this MAGNETIC CLOTH is demanded everywhere; its market is wide and insistent and it is a logical, inevitable profit-maker for the merchant who reads and heeds the mind of his trade.

Retails for 10 Cents



Retails for 10 Cents

Send us your jobber's name if he can't supply you with a trial gross. Packed in two dozen attractive cartons for show case display.

MANUFACTURED BY

JOHN W. GOTTSCHALK MFG. CO.

LEHIGH AVE. AND MASCHER ST.

PHILADELPHIA, PA.

McDONALD & LINFORTH, Pacific Coast Representatives, 739 Call Building, San Francisco

DIETZ NEW "SCOUT" LANTERN



Smallest Practical Kerosene Lantern Made

HERE is the new Dietz "Scout" Lantern, which is especially adapted to the needs of Boy Scouts.

It is the equal in everything, excepting Candle Power, of the best Dietz Lanterns made.

The "Scout" is built for hard usage. It will burn faithfully in any weather that any kerosene lantern will function.

Sell the "Scout" this Spring and Summer as a good, low priced camper's and hiker's lantern for adults as

R. E. DIETZ COMPANY
NEW YORK

Largest Makers of Lanterns in the World
Founded 1840

Your Jobber Stocks DIETZ Lanterns

**DIETZ
LANTERNS**

Your customers
are replacing less
—repairing more.
That means big-
ger solder sales!

They're Mending Them Now —With Solder



Things that would have been discarded and replaced a year ago, are repaired now—that's the "thrift-time" spirit.

More solder is needed to mend the pots, pans, electrical appliances, tanks, and hundreds of other things that are being fixed with solder. So the decrease in sale of new merchandise can be partly made up for by increased sale of—



The Thrift-Time Seller

Every sale of this handy, genuine tin-and-lead, *Self-Fluxing Solder* makes a permanent customer because Kester Solder does better work and eliminates separate, mussy flux and the time formerly wasted in applying it.

Try it without cost. Use it on your own work. Note how the scientifically prepared flux flows out of the pockets as the solder is melted off. Note the perfect bond, too—then you'll know why Kester Solder is in such great demand.

Remember it stocks two items in one—flux and solder; so it's easy to handle; easy to sell. Sold in one pound cartons and on one, five and ten pound spools.

CHICAGO SOLDER COMPANY

4229 Wrightwood Avenue, Chicago
Direct Factory Representatives:
The Faucette-Huston Company
Chattanooga, Tenn.
Louis J. Ziesel Company
216 Market Street, San Francisco, Cal.

Free Try-Out Coupon

H. W. 4-22

CHICAGO SOLDER COMPANY,
4229 Wrightwood Ave., Chicago, Ill.

Gentlemen: Please send me a free sample of Kester Acid-Core Wire Solder.

Name

Company

Address

City State

Our Supply House is

Special Trial Offer—Write Today!

To familiarize the trade with the thoroughly standard quality of Many-Use Oil and the added profit to the dealer handling it, we make the following offer for this month only:

- 2 Doz. 3-oz. Standard Flat Cans** \$5.60
 (The kind the soldier has and your regular price)
- 1 Doz. 1-oz. Bottles** **0.00 FREE**
 (Sell them for 10 or 15 cents each)
- Parcels Post to your store** **0.00 FREE**

Two Dozen Cans and a Dozen Bottles at your regular price
 for the cans only — Parcels Post Paid

You get a quantity price
 on a small lot.

2 MILLION SOLDIERS TESTED
 and will recommend "**MANY-USE**" Oil for Firearms

We Pay Delivery Charges



You get a big premium for
 pushing the line.

The oil is absolutely as
 good as, if not better than,
 any on the market.

Chosen, after strict test,
 for huge Government or-
 ders, during the war.



Make the Sales and You'll Get the Profits



We'll send you illustrated
 pamphlet showing 100
 uses.



THE MANY USE OIL CO.

John H. Graham & Co., Sole Agents

268 Market Street
 San Francisco, Calif.

1220 Boatmen's Bank Bldg.
 St. Louis, Mo.

388 Taylor Street
 Portland, Ore.

REAL SOLID



99% Pure Aluminum



No. 16 B



No. 0203

Mr. Dealer:

Why not order "REAL SOLID" Aluminum Cooking Utensils now!

During this period of fluctuating prices the dealer who is in a position to furnish Quality goods at the Right Price is the one who will profit.

There is an absolute guarantee back of every utensil we sell (our utensils will not rust, chip or corrode). We can give this guarantee because we know that each and every piece is made the "REAL SOLID" way. Quality is a paramount feature of the "REAL SOLID" line.

Above are shown two distinctive new designs—there are many more shown in our NEW CATALOG, just off the press. We are also issuing REVISED PRICE LIST. Write today for your copy of this up-to-date catalog and price list—do not wait until tomorrow.

"REAL SOLID" has the Quality and the Price is Right—this means satisfied customers and repeat orders for you.

The Buckeye Aluminum Company
WOOSTER, OHIO

MANUFACTURERS OF
"REAL SOLID" Aluminum Cooking Utensils



A National Institution

There is a demand for Witt Corrugated Ash Cans and Garbage Pails on the Atlantic seaboard, on the Pacific coast, in the Great Lakes district and the Gulf territory—as well as in all the sections between these points.

This widespread distribution and general demand give Witt Corrugated Ash Cans and Garbage Pails a National prominence.

Heavy sheet steel, corrugated for extra rigidity and strength, reinforced by heavy iron bands and finished by the hot-dip Galvanizing process, which seals all seams better than solder (which is not needed)—thus the Witt Yellow Label products are made.

Your Jobber Can Supply You

FOR SALE ON THE PACIFIC COAST BY

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Well Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Seller Bros. & Co.	San Francisco
Whitton Hardware Co.	Seattle, Wash.
J. Bornstein & Sons, Inc.	Seattle, Wash.
Schwabacher Hardware Company	Seattle, Wash.
Seattle Hardware Company	Seattle, Wash.
Thomson-Diggs Co.	Sacramento
M. Seller & Co.	Portland, Seattle, Spokane
Honeyman Hardware Co.	Portland

The Witt Cornice Company
Cincinnati, Ohio

Also makers of the lighter weight Brighton line of Cans and Pails. Write for quotations.

Some High Grade Standard Rubber Tips and Bumpers



That ought to
be in your
stock

Rubber Tips and Bumpers are in big demand these days—people are beginning to realize the great advantages of their use.

But all tips are not good tips—and a bad tip prevents further sales—further business.

It is up to you to stock the best and most varied line. Inspect some of the illustrations—there's a tip in our line for every practical tip purpose. You had better investigate—for the sake of good business.

Write today—ask for catalog, prices and terms.

THE ELASTIC TIP COMPANY

370 Atlantic Avenue
Boston, Mass. - U. S. A.

THE Cash in on ALASKA advertising FREEZER

DO YOU realize that Alaska Advertising is reaching practically every family you serve or would like to serve? Big ads start appearing in April, in *Good Housekeeping*, *Modern Priscilla* and *McCall's Magazine*. Are you taking advantage of it?

We are selling these readers the general idea of home made ice cream for its purity and its deliciousness. It's easy to show them the advantage of the aerating spoon dasher in the Alaska and they make up their minds to see one the next chance they get. But that

chance and the sale of the Alaska to them depends on you!

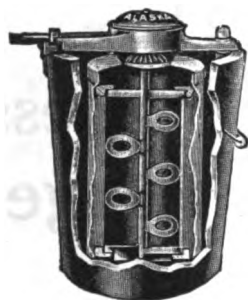
Let people know you sell Alaskas. Feature them. Send for free window display material. We'll also furnish you with newspaper electros, counter cards and envelope enclosures.

Don't risk losing sales by running short of Alaskas. This is going to be a bigger season than you ever imagined. Write for our special assortment offers and prices.

THE ALASKA FREEZER CO., WINCHENOON, MASS.

Western Representative, C. H. SMITH, 817 South Street, Andrews Place, Los Angeles, California

THE ALASKA



Sizes, 1 to 25-qt. 3 to 4 minutes freezing. Double action. Tub, clean kiln dried Northern pine, waterproofed. Can, high and narrow, of heavy charcoal tin plate. All parts in contact with cream, pure block tin coated. Ice guard allows no ice to get in the can. Gears, strong and simple. Covered to prevent pinching fingers. All outside parts are heavily galvanized. Aerating spoon dasher whips the cream smooth and light and freezes it quickly. Crank or fly wheel as desired. Complete guarantee of satisfaction or money returnable.

THE NORTH POLE

Sizes, 1, 2, 3 and 4-qt. 4 to 6 minutes freezing. Tub, heavy steel, double seamed, galvanized after made up, filling every joint. Close fitting all-over cover. Can, heavy tin plate, cover and bottom solid metal, pure block tin coated. All parts easily cleaned. Gears, simple and strong, operated by side crank. The dasher has improved self-adjusting wooden scrapers, which throw cream from side to center constantly, promptly freezing and whipping it to delicate smoothness.



DUALITE

The Only Lamp with the Double Filament

A Good Thing Bears Repeating

—Especially if It Means Repeat Sales for Dealers

Let us repeat, then—



From 40 to 1000 Watts

Licensed under General Electric Company's Patents



Now in 40, 60, 75 100 and 200 Watts

The Dualite is fully protected by U. S. Patents, and is made and controlled exclusively by us.

That WHITELITES are superior in candle power and life to ordinary lamps (225 to 230 C. P. for a 200 watt WHITELITE, against an average candle power of 165 for "cheap" lamps)—

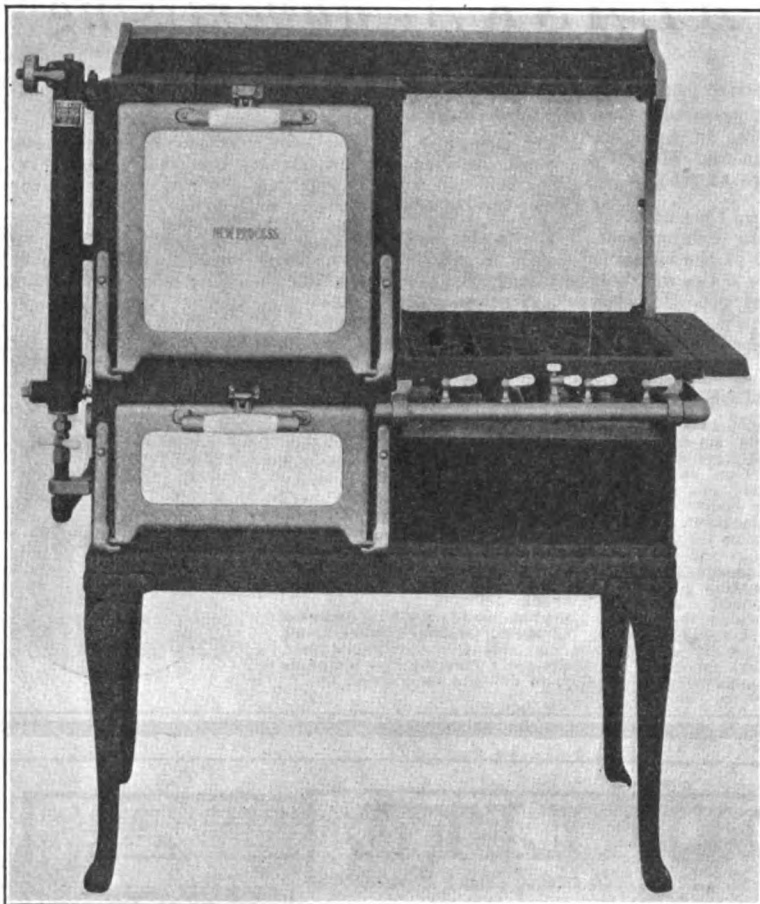
And that DUALITES, with their double filament, have a talking point not possessed by any other lamp. DUALITES are not a novelty. They are a practical reality, giving double lamp-service and value to a host of delighted users.

These facts will stand constant repetition to your trade. They cannot help creating sales. We want inquiries from dealers who recognize the sales-possibilities in lamps of this character.

WHITELITE ELECTRIC COMPANY
368-370 Broome Street, New York City

The Superior Gas Filled Lamp with One Filament

WHITELITE



**You Never Fail
to Make a Sale**

**If You Display or
Demonstrate**

**The
New Process
Gas Range**

**With "LORAIN"
Oven
Heat Regulator**

**Its Many Points of Merit Win over Competitors
Order a Sample and you will want a stock**

New Process Stove Co., Div.

(AMERICAN STOVE CO.)

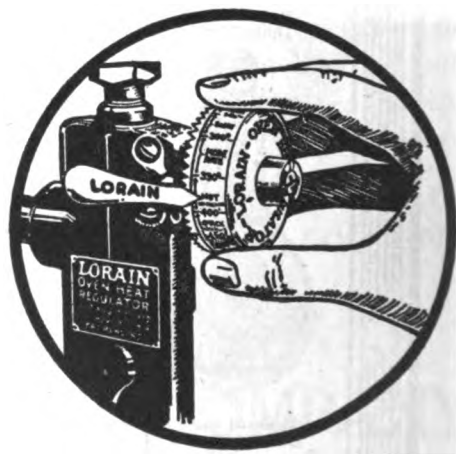
CLEVELAND, OHIO

SCHIECK & KNIGHT

Pacific Coast Agents

**715 Indiana Street
San Francisco**

**311 Terminal Sales Building
747 Warehouse Street
Los Angeles**



1834

1922

The "MODEL" Roaster

An All Year and All Use Kitchen Utensil

Just as Practical on Top of the
Stove as in the Oven

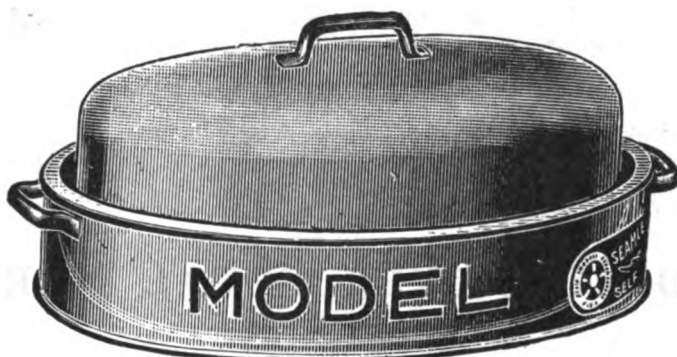
MADE
IN
SHEET STEEL

THREE
ENAMELS

GRAY

BLUE
GLAZED

BLUE
SPATTERED



SELF
BROWNING

SELF
BASTING

SEAMLESS

SANITARY

SATIS-
FACTORY

THREE SIZES

SMALL

10¼ x 15½

INCLUDING HANDLES

17 IN.

LARGE

11¾ x 17¾

INCLUDING HANDLES

19¼

EXTRA LARGE

12¾ x 18¾

INCLUDING HANDLES

20¾

If you do not carry this line let us quote you or consult
with one of our representatives



CALIFORNIA

BARRETT & ROSS
COMPANY

Rialto Bldg., Room 234,
New Montgomery and
Mission Sts.,
San Francisco, Cal.

NORTHWEST

FRED A. LEE

1620 Thirteenth Avenue,
Seattle, Wash.

MIDDLE WEST

J. W. HOLMES

P. O. Box 875,
St. Louis, Mo.

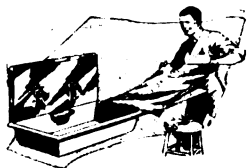
SOUTHWEST

HARRY O. DAVIS

1310 Chenevert St., Houston, Texas

THE CENTRAL STAMPING COMPANY

206-208 Broadway, New York City, N. Y.



APOLLO - NICKELZINC

FOR SHEET METAL AND HARDWARE MEN

Mirror Finish. Pure Nickel Surface Sheets

Sanitary, and so easily worked that they are without equal for covering old or new kitchen tables and cabinets, built-in pantry shelves, sink backs and drain boards, unbreakable showcase mirrors, steam radiator shields, work boards for back bars, or any other job where a durable, smooth, easily-cleaned surface is desired.

INNUMERABLE USES

For making light shades, reflectors, chest bands and trimmings, wash boilers, stove boards, auto running board and floor trimmings, washing machine cylinders, tanks, frames, pedestals, etc., APOLLO-NICKELZINC is just the thing. This metal does not flake or peel, does not rust, and is not affected by alkaline solutions



Costs Little

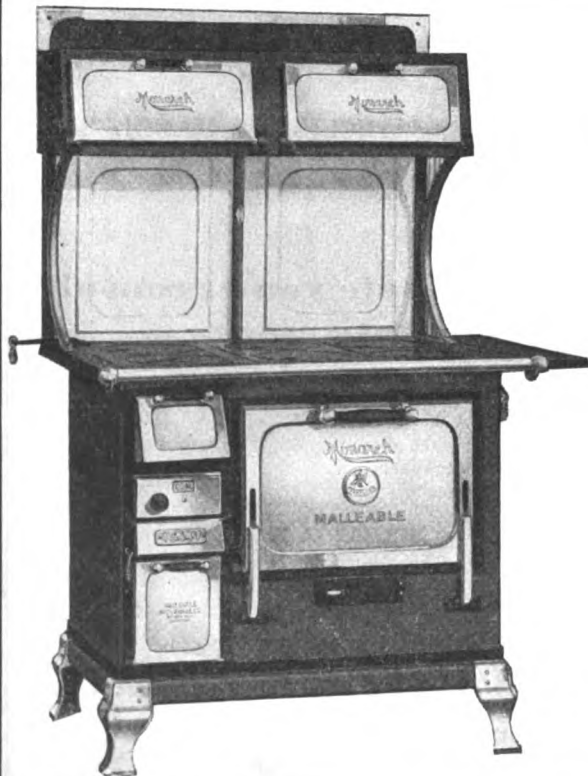
Durable

Repeat Trade Puller

Order TODAY, one or a dozen sheets, or a case. You will have a steady demand, and the new field APOLLO - NICKELZINC opens assures you of increased trade and bigger profits. No. 9 (.018") gauge, sizes 30 x 60, 30 x 96 and 36 x 84 in stock at dependable UP-TO-DATE JOBBERS or at mill.

MADE BY

APOLLO NICKEL METAL WORKS
LA SALLE, ILLINOIS



Quality Construction

And a price always consistent with prevailing conditions and manufacturing costs, has enabled MONARCH dealers to enjoy a profitable range business. In anticipating spring business consider the possibilities in selling MONARCH Ranges.

Write us today for
information and prices on
the complete line.

Monarch
MALLEABLE
The "Stay Satisfactory" Range

Malleable Iron Range Co.
BEAVER DAM, WISCONSIN



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Volume XVII

APRIL :: 1922

Number 4

Keep Fishin'

Hi Somers was the durnest cuss fer catchin' fish — he sure was great!
He never used to make a fuss about the kind of pole, or bait,
Er wether, neither; he'd just say, "I got to catch a mess today."
An' toward the creek you'd see him slide, a-whistlin' soft and walkin' wide.
I says one day to Hi, says I, "How do you always ketch 'em, Hi?"
He gave his bait another switch in, an' chucklin', says, "I just keep fishin'."

Hi took to readin' law at night an' pretty soon, the first he knowed,
He had a lawsuit, won his fight, an' was a lawyer, I'll be blowed!
He knowed more law than Skuire McKnab! An', though he had no gift of gab
To brag about, somehow he made a sober sort of talk that played
The mischief with the other side. One day, when someone asked if Hi'd
Explain how he got in condishion, he laughed and said, "I just kept fishin'."

Well, Hi is Gov'nor Somers now; a big man 'round the state, you bet —
To me the same old Hi, somehow; the same old champion fisher yet,
It wasn't so much the fishin' pole, it wasn't so much the fishin' hole,
That won for Hi his big success; 'twas just his fishin' on, I guess;
A cheerful stiddy, hopeful kind of keepin' at it — don't you mind?
And that is why I can't help wishin' that more of us would just keep fishin'.

True patriotism consists in living
noble principles, rather than in talking
about them.

To kill time may be a pleasant
enough occupation, but it is final and
terribly destructive of results.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatmen's Bank Building
Broadway and Olive, St. Louis
888 Taylor St.
Portland, Ore.

421 First Nat. Bank Bldg.
Chicago
424 Higgins Bldg.
Los Angeles

507 Pioneer Bldg.
Seattle

70 Fifth Ave.
New York

204 Scott Bldg.
Salt Lake

Phelan Bldg.
San Francisco

220 Pacific Bldg.
Vancouver, B. C., Can.

105 S. Houston St.
Dallas, Texas

Silence Is Expensive, Not Golden

YOU have heard the statement so often that "Silence is Golden" that some people think that is to be taken as literally true when it comes to advertising their products.

Silence is expensive for the retail merchant who thinks that the people of his home town, the people of his community "know" that he "is in business," "know" the lines he carries, and know the service that he is prepared to render.

Little does that retail merchant, asleep at the switch, realize that the catalog houses, not only in Chicago, but in most of the principal cities where their branches are located, employ a force of from 25 to 100 girls, all busy reading country newspapers, his own included, watching to see just how aggressive in their advertising, and how enterprising the local merchants are.

Maybe he wouldn't understand why it is that the catalog houses are doing such a large business in his community—or perhaps he little realizes the volume of orders that are being sent out of his own town and community to these catalog and mail order houses who know that the silence of the retail merchant is a golden opportunity for them.

In that way only, "Silence is Golden"—golden for the other fellow, but expensive for the retail merchant.

Silence is likewise expensive for the jobber who expects his traveling salesman to keep in touch with all the retail merchants and buyers, overlooking the fact that the clerks in the store, or the ambitious young cub who has been there a few months, likewise has something to say, in an indirect way, as to the goods that will be ordered. These clerks in their store meetings are encouraged to offer suggestions and tell of the things they see and read.

These clerks are reading their trade papers, and noticing the advertisements of other jobbers and manufacturers, and little by little are acquiring information and exerting an influence that counts when it comes to placing orders through the suggestions they make.

The local merchant naturally is pleased at the interest his clerks and salesmen are taking and the suggestions they offer. Is it not worth while to educate these clerks and salesmen through their trade paper of the facilities the jobber offers?

Traveling salesmen, with their catalogs full of thousands of items, do not have the opportunity of visiting around and getting acquainted with all of these clerks and salesmen. They see the buyer, or the merchant and of necessity have a short time with them. Often they simply get the orders that are entered in the "Want Book" or a portion of them.

In educating the clerks and salesmen, keeping in touch with the new men engaging in business, advertising unconsciously performs a valuable service for the jobber. A part he little realizes or does not take into consideration.

Silence Expensive for the Manufacturer

Silence is also expensive for the manufacturer who depends upon his jobbers and their salesmen in keeping before the buyers the merits of their varied products.

What we have said with reference to the jobber applies to a greater extent to the manufacturer who so often overlooks publicity co-operation with their jobbing connections or their sales representatives.

The work of the salesmen and representatives can be made much more effective if a manufacturer will supplement their efforts—mentioning who they are so that buyers will know to whom to turn to get information and prices on a manufacturer's line.

Merely because a manufacturer has been in business a long time or operates a large plant will not secure a proper share of business unless merchants and buyers and clerks are constantly reminded of the merits of their products, and the service they offer.

The trade paper performs a service which no manufacturer can afford to neglect in keeping before the merchant and his salesmen full information of his lines.

Advertising space in trade journals can be made most productive of results, in an educational way—a value that has not yet been realized by manufacturers and jobbers. It can be made the source of a world of information that will be most effective in their welfare.

WHY SOCIALISM FAILS

The individualist civilization is alone immortal, because its life is supplied by countless new centers of force, ever varying and ever renewed.

It is only by crushing individual initiative that imperialism ever becomes, or can become, great, and by that victory it dries up the very sources of supply needed to sustain its own power. The imperialist civilization is doomed to inevitable decay, because all its myriad lives are but suckers at the base of one mighty stem, repressed and dwarfed by the overshadowing greatness of the one.

The vitality of a family, of a school, of a university, a business or a nation will be ruined by too much control or discipline. Every aristocracy declines except as it is reinvigorated with new blood by members who "marry below their station." Every dynasty decays. Every despotism dies of dry-rot.

A great nation can continue great only by the new and infinitely varying vigor of multitudinous lives in free and unrepressed activity and expansion.

—Fernald's Historic English.

Personal recommendation and promises may make a favorable impression, but only making good will cause the impression to be permanent.

If the rug could speak, it might entreat not to be beaten, although proud afterwards of its improved appearance and sanitary condition.

Advertising yourself and your goods is one thing; living up to those claims fully is quite another.

Temptations are rarely hideous in form; but usually attractive enough on the other hand to intrigue us to flirt with them. That's the danger!

In the last analysis, a man worthy of the name will depend upon himself, and not trust to luck, to chance, or to friends.

By seeing the good in your home town and your friends, you are offering a testimony to your own excellence.

Show 'Em, Sell 'Em—Hide 'Em, Keep 'Em

"No Business to Be Had — Customers Won't Buy" — Then Read This Traveling Salesman's "Demonstration" That "Mind Overcomes" Such Obstacles.

"SHUCKS!" exclaimed Bill Hartley, as he opened his order book, preparing for business, "from what you say, Yates, you seem to think everybody will quit buying and leave the jobbers a lot of useless traveling men on their hands."

"Well," continued Aaron Yates, proprietor of Cedarvale's hardware emporium, "I certainly expect to see things get tighter than they are."

The traveling man laughed. "Yates, you're a gloomy old cuss. But gloom is the wrong medicine for conditions that exist at present. You've got to change your viewpoint and revise your attitude. I will admit that things are different today. A year or so ago customers came in begging for stuff regardless of price. They bought hurriedly in order to beat advance in prices; but now they are doing exactly the opposite. However, that doesn't mean that people will quit buying."

"That may be so, Bill," grumbled Yates, "but the fact still remains that I can't sell the goods I used to sell."

"Oh shucks!" exclaimed Bill again. "There comes more gloom! See here, old man, I'm out to sell goods for my house. But before I sell you a nickel's worth I'm going to chase some of that gloom off your mental horizon."

"Aaron Yates grunted skeptically, but did not interrupt the traveling man.

"First of all," Hartly went on, "we will use this little town for an example. Here in Cedarvale you have a dandy little country town with farmers all around who do a lot of buying. Several years ago—during the silk shirt era—you know and I know that farmers were enjoying prosperity as well as the rest of us. And many of these farmers equipped their places with modern conveniences which they could not afford in former years.

"It is plain that these buyers must naturally require additional equipment, or they will at least require repairs for what they already have. Now if a farmer wants a windmill repair he will come here to your store first. And in order to sell him you must have the stock. That means you will have to buy in order to keep up your stock.

"Buy carefully, but don't lose sales for lack of stock. Those orders you fail to fill mean additional business for the mail order houses. You thus drive money out of town because you cannot supply your customers' needs. Business is here just as it is in other places, but the

amount of business done depends upon the effort of the merchant."

"That sounds fine, Bill," said Yates, still skeptical. "You hand out a nice line of talk. But talk won't go around here. See here," he continued, pointing through the open door. "there is John Burton driving up to my store. He will be in here in a minute. Now John is one of those prosperous farmers—he's got all those modern things you spoke of. Yet I'll bet you he won't spend over twenty-five cents in this store. You talk about making these fellows spend more money; here's your chance. I'd like to see you drum up some of that additional business which you claim is lying loose around here. I'll let you try your hand with Burton."

"All right!" agreed Hartly. "Let me wait on Burton. You can be busy at something else, Yates. I'll handle this customer."

"I just want a piece of rope," said Burton, as he entered the store. "We have a pesky cow that objects when we want to milk."

Hartly nodded. "Cows are mean that way sometimes," he said in an effort to start conversation. "Stanchions in the barn make things better, don't you think?"

"Yes," agreed the farmer readily, "I've often thought of putting in those patented steel stalls and adjustable stanchions. They are fine; but as it is now I simply tie the cows with rope."

"Modern barn equipment is a great advantage," continued Hartly. "But instead of having to tie the cows each time I believe you will find an easier method than that. Here is a handy rope halter which makes things easy. See, it is adjustable and can be made to fit a cow or horse."

"Well! That is nifty, all right." The farmer showed interest immediately. "I wonder why Yates never showed me these halters before. They seem strong, too; let me have four of 'em—no, make it five. I can use one for the horse."

Hartly produced the halters and had them wrapped in a minute.

"I guess that will be all," said Burton, picking up the things he had bought. "I want to get home early so I can finish my chores before dark."

"Very well," replied the salesman. "But your last remark just reminded me of something. Mr. Burton. Have you ever been shown the advantages of the new gasoline lantern we have in stock? It throws a 300-candle power light and it is indispensable on the farm. When

hung up it throws its bright rays several hundred feet in every direction. Think what that means in your large barn or out in the milking shed."

"I have never had much luck with lanterns," said Burton.

"Because the old style lantern was a nuisance," smiled Bill. But modern invention has overcome the old difficulties of broken globes or lanterns that went out with a puff of strong wind. Let me show you how simple this new lantern is.

"One match will light it, and instead of a smoky oil flame you have a brilliant light that cannot be affected by rain, wind, snow or sleet."

"By George, it looks good all right," exclaimed Burton as he looked at the brilliant flame. "I never like to work in the dark and I often wished for a good light. Oil lanterns are dangerous, but this seems different."

"It is, Mr. Burton. There is absolutely no danger of the globe breaking; or, even if upset, this lantern will continue to function as harmless as ever."

"Well, I'll tell you what I'll do—let me take one of them along. I'll try it out, and if she works I'll probably get another one later."

After Burton had departed Aaron Yates could hardly express his surprise and pleasure.

"I'll be jiggered, Bill! I never dreamed that Burton would buy all those things. You turned the trick, though; I could never do it in a hundred years. Why, John Burton is one of my hardfisted customers. I really didn't expect you to sell him anything except what he asked for."

"Shucks!"—Hartly disclaimed any credit—"Burton may be a close buyer, but he saw that you had something he could use in his work. He simply bought what he needed, without further questioning. And he is no different than most buyers; they will buy what they need regardless of market conditions. But the merchant has to have the stock and he has to be up on his toes to get the trade.

"There is something more, Yates. I learned a lot more about Burton while talking to him. For instance, I found out that Burton is thinking about installing modern barn equipment. That means he will get it somewhere; but if you haven't got it or if you don't go after him for the business the chances are he will send away for the stuff. You are the one who should sell him such things. Then sell him some modern dairy supplies, a cream separator, or perhaps he can use a milk cooler or aerator.

"Instead of cussing conditions and looking at the gloomy side of business affairs, get busy and go after business—it's here! When you do that you won't find the word gloom in your vocabulary."

Some people seem to think that opportunity should break in the door, chloroform them and carry them off in a limousine.

CAN YOU BOSS YOURSELF?

To qualify as a boss, begin by learning how to boss yourself.

High-priced men require little supervision.

The laborer has a gang boss or a foreman over him; over the foreman is a superintendent; over the superintendent is the general manager; over the manager is the president.

The president gets the highest pay because he attends to his own bossing; the laborer gets the least because he most needs guidance, direction, bossing.

You do not have to be a boss over others in order to start learning how to become a boss. Take yourself in hand.

Be your own boss.

Supervise, criticize your own work.

Be your own timekeeper.

Analyze your own progress.

Think up new ideas for yourself.

It is usually not very hard to satisfy others with your work.

The hardest person to satisfy ought to be yourself.

You can see the parts which no foreman or chief clerk or manager or president can see.

You know where there are defects.

You know when you skimp a job.

You know when you injure, be it ever so mildly, your own topnotch efficiency by some unwise act of your own—too late hours, it may be, or overeating at night, or one of a hundred forms of dissipation which no one but yourself can detect or appraise.

There are a thousand faults which the boss cannot put his finger on—unless you have constituted yourself your own boss.

No boss can boss you half so efficiently as you can boss yourself.

You can begin where he leaves off—and still find much to find fault with, much to check up, much to eradicate.

You may succeed in conveying to your boss the impression that you have carried his message straight to Garcia and yet know in your inner consciousness that you loitered lamentably and culpably on the way.

This little poem, "Be a Self-Starter," by Arthur G. Skeeles, embodies the right idea:

Be a self-Starter! Let other men wait

Until the boss tells them to go;

But you be the worker who sets his own gait.

If you wait on the crowd you'll be slow.

Do n't wait for the boss! Be a man in the lead!

The followers land on the shelves.

In shop and in office, the men that we need

Are the fellows who think for themselves.

We have no idea how time flies until we stop to think how long it has been since we stepped on a woman's skirt and tore it.

Why Are Men at the Head of Big Business?



Recently I had a conversation with an osteopathic doctor which throws a little light on why men succeed, and why they are at the head of big corporations. Among the many patients this doctor has, are several men at the head of large institutions who keep themselves in a physically fit condition to attend to their tremendous work.

This doctor must travel ten miles each way to his office and frequently will leave his home before seven o'clock in the morning in order to get to his office before eight o'clock to take care of his patients among the men at the head of big institutions.

After he had treated two or three patients early one morning, a young insurance broker came jauntily into his office at nine o'clock to keep his appointment and he was surprised to find the doctor down so early. He expected him to be late.

The doctor responded that he had already given two or three treatments to some of his patients. The young business insurance broker was astounded. "Who, by the way, would be getting down before nine o'clock to a doctor's office to have treatments?" he asked.

The doctor said, "One of them is head of a large oil corporation and the other of a large packing corporation.

The insurance broker was more astounded than ever.

"Why," said he, "I wouldn't get down to my office before nine o'clock for any man."

"Well," said the doctor, "Mr. So-and-So, president of the Blank Corporation, and Mr. So-and-So of the Blank Corporation, have already been here and had their treatment."

"Oh, is that so" said the broker, somewhat taken back. "Well, say, what kind of physical condition are they in. I have been trying to get next to those two for some time because I want to write some life insurance on their lives. Would you mind putting in a word for me with them as to my insurance company?"

Of course the doctor told him he was not in the insurance brokerage business and he never meddled in the private affairs of his patients.

There are reasons why men are successful and why they are at the head of big corporations, and there are reasons why people remain clerks and brokers, generally with the accent on the "broke."

The world is full of thousands of men who can discourse most profoundly on the principles of success, who are wonderful conversationalists, and who almost believe that the world owes them a living. But when it comes right down to getting up early and staying late, to making sacrifices, to enduring some inconvenience and

hardships, they haven't the will power or the stamina to make the efforts. They will always stay in the class in which they are. There is no chance for those men because they "don't want to" bad enough. They prefer to take their ease and indulge in their habits which keep them physically unfit. There is no hope for such, and were they to succeed it would be unfair to those who really work and sacrifice while young that they may enjoy the result of their efforts when old.

ARE YOU EDUCATED?

Most people confuse education with schooling. After we get through school, we relax our efforts. We are all done. Done! We have barely commenced! The pittance of time we spend in places where subjects are taught, where the mind is charged like a storage battery, doesn't educate us.

Classical and technical subjects even when they are truly mastered do not make an educated person. Where is the education in morals, manners, unselfishness, consideration, self-control? Where do you go to school for those?

Life, circumstance, association all contribute their bit. From the constant lashings of experience, we gain some part of education. An inner prompting still holds us pointed in the right direction even if we do not move, but educated! That we are not.

Every muscle in the body must be trained and educated to undertake every act of our lives; habituated to function successfully. To sign your name, to drive your car, to tie your scarf, to greet your wife, to earn your bread, to serve your race—all require education. Is it any wonder we grovel before the prospect of such infinite labors? Isn't it evidence of God that we face that labor, day by day, and do not fail, crushed by the load?

Oh, we need to educate ourselves! Others cannot do it. We need to heed what we are doing, to weigh our thoughts long before they become acts. Taken unaware, how do we act? It is the little slip, the sudden demand has called forth, that leads us on and on to dishonesty with ourselves, to injury to others and despair for the race. Could we but educate our hearts and minds and thoughts beforehand, we could spare the sad old world fully two-thirds of its sorrow.

Why should we not try? Why not add the education of our Selves to our other burdens? Maybe it would lighten all the rest.

—Helix.

Some people look for microbes even in the milk of human kindness.

Breaking the Buyers' Strike

**What This Stove Manufacturer Did Should Be
a Lesson for All Merchants.**

DURING the past year we have seen references in the daily press to a buyers' strike. In no line of business was it more noticeable than in the stove business.

That this condition was largely "a state of mind" and that it grew and developed by reason of the cowardice and fear of asking people to buy, has been proven in more than one instance.

It remained, however, for a stove manufacturer in the Mississippi valley to prove that, instead of it being "a buyers' strike" instead of business not there for the asking, that it could be found most readily in spite of the pessimistic reports and the discouraging statements even of some of their own executives and employees.

We are not permitted to give the name of the stove manufacturer who adopted this policy, but here are facts which certainly prove that when people say things can't be done that someone is going to come along and show that it can.

Last spring when the business of manufacturers took a decided slump their traveling salesmen wrote in day after day that they "could not get orders" for their line of ranges. They said that the "dealers could not sell them" and that they were heavily stocked and "stoves were not moving." No one wanted to buy stoves and that "General Discouragement" was in control.

Crepe hangers were to be found in every town. These stove manufacturers realized that something should be done and that there should be no time lost in doing it.

After a thorough analysis of their business they found it was not so much a "consumers' buying strike" as it was a "merchants' selling strike."

Merchants in many farming communities actually seemed to be agreeing with the farmer. At least their actions would indicate as much even though they were far from admitting it. Some of them might be almost said to be advising the farmers not to buy even the things they needed.

Of course, there were progressive merchants who were sending in their usual amount of orders, not because their customers were begging them for this particular line of stoves, but because the merchants were out among the farmers, showing them that it was real economy to put that particular range in their kitchens rather than to waste money on repairs and excess fuel on a broken-down range that should have been discarded a year or two ago.

They realized that many of their customers needed a lot of things that they had to sell, so

they set out to convince them that it was good common sense to buy now, even though the prices were a little high, and thus they could enjoy the convenience, satisfaction and economy of using up-to-date articles.

The Plan That Worked

With those facts before them, this stove manufacturer organized a crew of fifty high class salesmen to convince their agents and dealers that their line of ranges could be sold.

The salesmen stayed a full week with each dealer and thoroughly canvassed the farming section around that town.

Out of the reports of some 600 canvasses which they made, there were reported not more than a dozen failures.

In every other case the salesmen converted the dealer from a pessimist to an optimist, by actually selling from six to sixty-eight stoves in one week.

One dealer in Pennsylvania sold 68, another dealer in the same state sold 64 and in many other towns from 20 to 30 were sold by dealers, and in the small towns at least 6 to 15 were sold. Here is a report received from one Wisconsin dealer:

I feel quite as proud of the enclosed report as any I have sent you. I found the dealer ready to pass it up entirely on my arrival, and it took me two days to convince him that we at least ought to try.

This week's work has been a revelation to me. I listened to dealers tell me they could no doubt get some ranges out, but they couldn't get any money. We had the following results:

Range No. 1 we sold for \$60 cash, balance in 30 days.

Range No. 2 we sold for spot cash—Liberty bonds at market.

Range No. 3 we sold for spot cash.

Range No. 4 we sold for \$50 cash and note due December 1st, 8 per cent interest.

Range No. 5 we sold for spot cash.

Range No. 6 we sold for note due in six months, 8 per cent interest.

Range No. 7 we sold for \$50 cash, \$15 a month for balance.

There is no section of our state that has a more just cause for complaint than this one. Potatoes mean a great deal to these people and they are going to get but very few. With our proposition we ought to get the most of the range business from each town. We have got to make the dealers see it and appreciate that we can help them, but we can't do it all.

Another dealer in Kansas wrote as follows:

Here are ten of the hardest sales I ever made. Perhaps some of the boys don't like the small towns, but the small town is where I get my best sales. For instance, this town of Damar. It is a town of about seven houses, with no hotel or barber shop or anything of the kind, and yet you can see from the report that it was a very good week. I'll take the small towns and let someone else have the large one, because I can "get next" to the people so much better, and the dealer has more time to go out with me.

A Minnesota canvasser reported the following:

This work has given me an insight into conditions in this section that I could not have acquired in any other way. The way to get to the farmer is to go out and eat with him—you can get more out of him and get closer to him at his home, if approached right.

Farmers are not in the buying mood. They are getting low prices for their products, but at that, some business can be done if we get the right kind of co-operation from the dealer, and get out in the country and sell them. We had twelve sales here with a nice re-order, which is not so bad; but frankly it takes a lot of work.

These are a sample of dealers who said the stove couldn't be sold.

We'll venture that your own community is not as bad as these merchants who said it couldn't be done.



PRESIDENT E. M. HEALEY

President Edward M. Healey of Dubuque, Iowa, together with Mrs. Healey, availed themselves of an opportunity through many of the conventions this year to meet many representative merchants. To those who were not privileged to meet President Healey we are glad to introduce him here.

Mr. Healey has been a familiar figure in the national trade councils for many years. He was president of the Iowa Retail Hardware Association in 1917, and has been a member of the national board of directors since 1916.

Mr. Healey stands high—about six feet—and straight. Although there is an occasional grey thread in his ample shock of hair, he has a youthful twinkle in his eye and a hearty, simple, direct manner, whether it be in shaking hands or addressing a convention or leading the young couples on the dance floor after the banquet.

Mr. Healey is a native of Dubuque, some 50 years ago. He went right into the hardware

business at the age of 18, after his graduation from high school. First, with wholesale houses, he served with the Westphal-Hinds Hardware Co.; the Schrieber-Conchar Manufacturing Co.; Wells, Nelligar Co., of Chicago, and A. Tredway & Sons Hardware Co., of Dubuque.

Traveling in Western Iowa, he found an opportunity at Ackley, where he established himself in the retail business in 1895. Five years later he returned to Dubuque to associate himself with his father under the firm name of George W. Healey & Son, one of the oldest businesses in the state, having been founded by J. P. Farley in 1847. Mr. Healey, Sr., passed away eight years ago, and since then E. M. Healey's son, George, has gone into the business with him, representing the third generation.

At home Mr. Healey is naturally a prominent citizen. He has been president of the Dubuque Chamber of Commerce and is a member of the School Board, an active Rotarian, Past Exalted Ruler of the Elks and a Shriner.

Although C. H. Caser, of Jordan, Minn., was elected Vice-President of the National Association, we would venture the opinion that Mrs. E. M. Healey has nearly as authoritative claim to the office—that of natural succession. She is a member of Convention Delegations and Association Conferences along with Mr. Healey. Having been a business woman in Chicago herself before marriage, she happily combines the mercantile point of view with the immortal feminine intuition.

Besides his son and business partner, George, Mr. Healey is the proud father of Miss Miriam, a musician of rare talent, who also "accompanies" her father and other makers of harmony at conventions and elsewhere. In fact she has been accompanist at the last two national meetings.

WHERE SUCCESS BEGINS

A pretty good firm is Watch & Waite,
And another is Attit, Early & Late.
And still another is Doo & Dairet;
But the best is probably Grinn & Barrett.

If you think you're beaten, you are;
If you think you dare not, you don't;
If you'd like to win, but you think you can't.
It's most a cinch you won't.

If you think you'll lose, you've lost.
For out in the world, we find
Success begins with a fellow's will.
It's all in the state of mind.

If you think you're outclassed, you are
You've got to think high to rise;
You've got to be sure of yourself before
You ever can win a prize.

Life's battles don't always go
To the stronger or faster man.
But sooner or later the man who wins,
Is the fellow who thinks he can.

Trenchant Talk on Toys

(By Harry H. Woodward, President Riverside Hardware Co.)

TOYS in a hardware store are a good paying investment, providing you watch your buying. Buy the better grade goods and keep away from the trash that is made to sell at 15c or less. The toy department can be made to fit in with the "quality goods policy" of a hardware store, or it may be a factor in lowering the general reputation for "good goods at a fair price," generally enjoyed by first class hardware stores.

There are plenty of worth-while educational and mechanical toys of good quality that fit well into the hardware line and we have enjoyed a good share of that business for many years.

During December we devote an entire window to toys, changing the display every week. Several times during the month we employed a boy scout to work in our window demonstrating and running the different toys. This we found attracted more attention than the Santa Claus, which some of the other stores had.

Toys, besides paying a good profit, bring many of the younger folks into your store, who would not have occasion to visit a hardware store for other goods.

Treat Toys as a Staple Line

We have found it best to treat toys as a staple line, and mark them accordingly. Thus they move very fast and without much effort on the part of the salesman. We feature toys three or four times a year and in that way the public becomes acquainted with the fact that we make

a special feature of that department. When the real toy harvest comes at Christmas time, we get our share without a great deal of advertising expense.

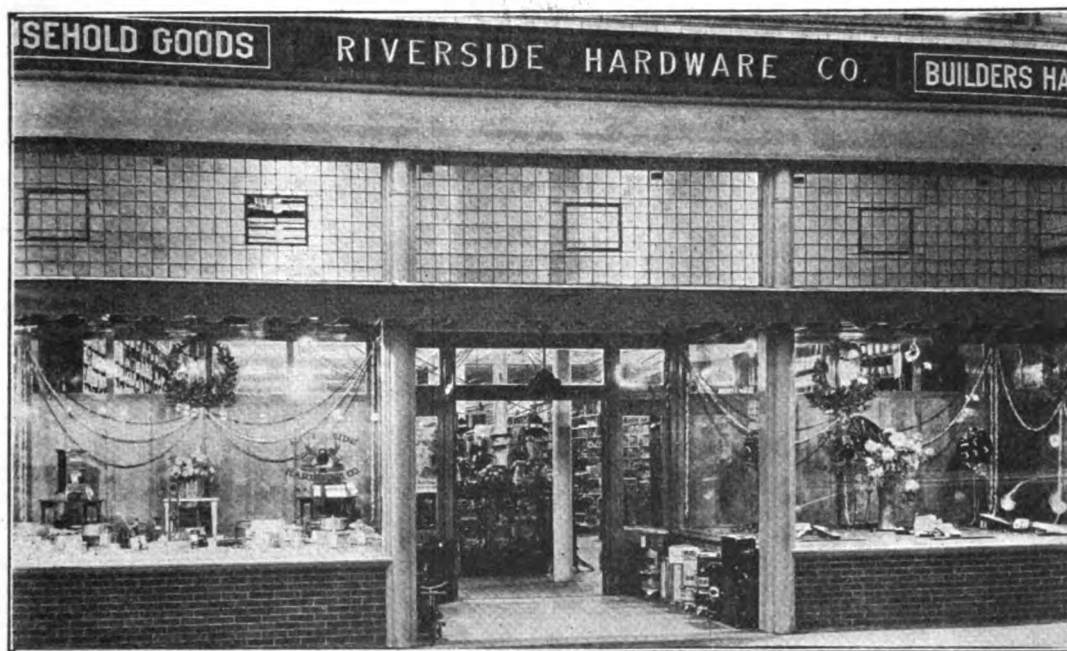
In our doll department we employ young lady clerks and they handle that part of the business much better than men and at quite a saving in salary. The ladies seem to get the feminine viewpoint better and are much more patient and painstaking than men. They also know how to keep the dolls in presentable shape.

Toy business is generally spot-cash-and-carry and the breakage and exchange feature is negligible.

Watch your step when making your purchases and stay away from the chain store articles which can be sold for 15c or less.

We give toys the front row during December and spread them out so that they can be seen to advantage, using flat top tables a little lower than ordinary tables, so that the children will have no difficulty in looking them over.

We have found it useless to try to get the public to buy toys early, as they will not do it. Our advice is to save that advertising expense and keep changing your display. When the time to buy comes, the public will swamp you, as they have done us for many years on the last day or so before Christmas, many times crowding a week's business into one day.



These two show windows are 10 feet deep, 13 feet wide and sufficiently high and far from the pavement to put the goods right before the natural sight of the window shopper. The entrance, 11 feet wide and 10 feet deep, gives easy access, ability to look in and a further opportunity to window shoppers when the store is closed. The very latest lighting devices and the glass fronted mezzanine floor make the front elevation of the new store especially attractive.

Challenge to All Young Men

Harry Woodward as a Boy Was Tagged and Shipped West by Rail with 50 Cents in His Pocket — How He Has Worked His Way Into the Proprietorship of a Strong Retail Business Should Inspire Every Novice in the Trade.

IF THE young man who has recently entered the hardware trade as a clerk, salesman, stock assistant or even porter wants encouragement or an incentive that will stir up in him real pride in and respect for the trade and what some of its members have gone through to earn their present place, let him spend a little time with us in looking back over the thrilling history and personal conquest of Harry Woodward, proprietor of the Riverside Hardware Co., a typical, progressive, wideawake and public-spirited Western retail hardware merchant.

Although he signs himself H. H. Woodward now, and is a leading, active member of his association as well as one of the principal business men of his community, we believe it is perfectly natural that, here among friends, he should



HARRY H. WOODWARD

The present president of the Riverside Hardware Co., was tagged and shipped West twenty years ago with 50 cents as his "grub stake." His conquest of difficulties and rise in the business world are directly attributable to his weakness for hard work, determination and good cheer.

be Harry, as he is known to his intimates. For it was as Harry that he worked his way up the ladder of the business world.

About 20 years ago, with the death of his parent at Peoria, Ill., he was put aboard an accommodation train, tagged and addressed to Riverside, with 50 cents as his fortune and the keystone for the arch of his future career. Being the youngest of a good sized family and in view of the fact that one of his brothers was already at Riverside, it was considered a wise move to send the young man West.

Even before this time he had shown the stuff that was in him. In order to earn his right to the grammar grades he had sold papers on the streets of Peoria, as well as singing and selling songs and improvising entertainments



In the general arrangement of the main floor, as shown here, the idea was to provide an unobstructed view of the store from any point in the room, and our readers will agree that this objective has been remarkably achieved.

at any and for all occasions. With his singing he picked up the cornet, and even as a youngster played cornet solos. He was one of the happy, chipper, resourceful newsboys that any man is glad to encourage for his enterprise.

Arriving at Riverside, his brother started him out in a stationery store where he himself was working. It was so arranged that his work began very early in the morning with a broom and ended very late at night, on his bicycle and then back to the broom, but for a few hours in the middle of the day he was free for a year or so to go to school, and there he got his grammar school diploma from Superintendent P. L. Lord, now one of his associates in the hardware business. The same magnet attracted these two positive forces.

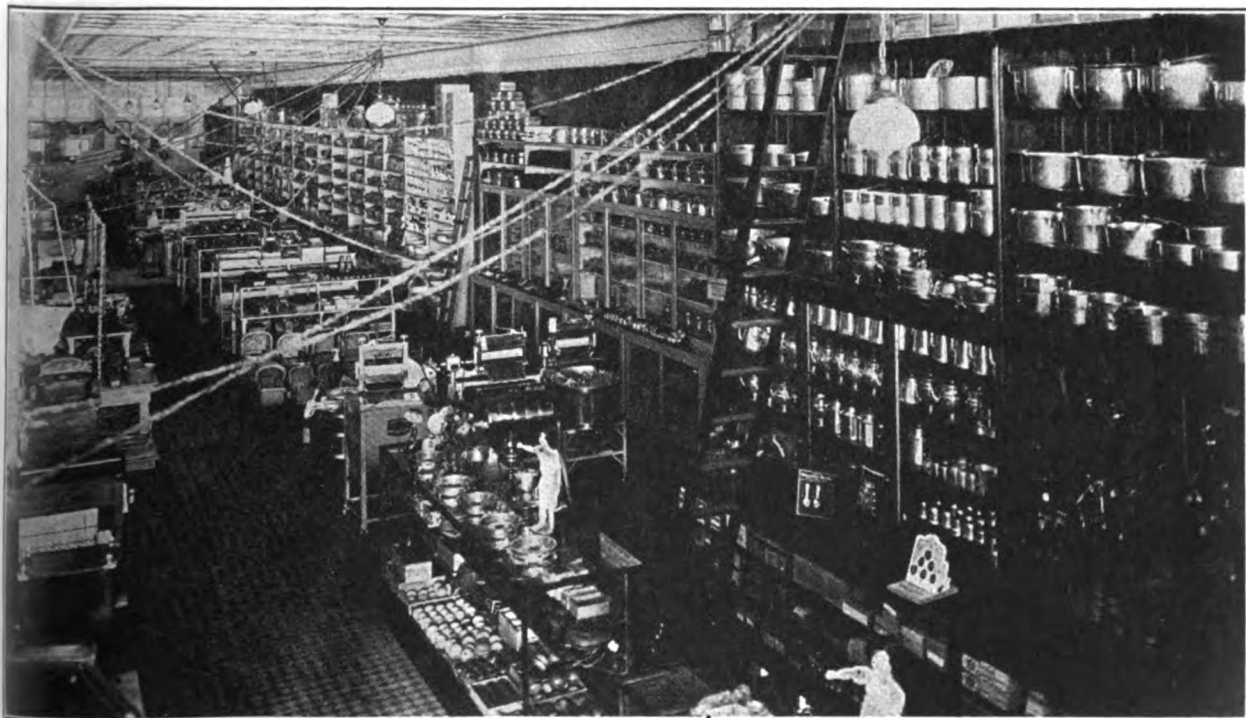
Next door to the stationery store was the Franzen Hardware Store, and Harry Woodward's eyes and his heart naturally turned, as every boy's does, to the hardware window next door. He decided here was a far more manly line of merchandising, a more interesting stock and a more tempting prospect for a life work, so he started in with only his indomitable spirit, his willingness, and a determination that can move mountains.

It did not take his many years to know the complete hardware stock, and with this knowledge came a general sense of merchandising and commercial good sense. When the Franzen Hardware Company started a branch store in another part of town, H. H. Woodward was put in charge. As Riverside grew and the demands

of the community increased along with the opportunity, Mr. Woodward resigned to organize the Riverside Hardware Co. That was a reward for his earnestness. It has grown and strengthened under his direction until it is one of the representative and important institutions of the West.

With all his struggle, with all the hardship at the start, with all his sacrifice, long hours and steady grind, Mr. Woodward is one of the most youthful of men. His young, boyish open-hearted point of view only shows that his experience and his training have been refreshing and invigorating, an elixir to him. His heart is young. One of his greatest interests in the hardware business is in training young men, bringing new blood into the trade, encouraging them to master the full stock, be responsible, trustworthy, thrifty, hardworking, at the same time developing initiative resource and persistence. He wants to deepen and spread the respect and pride he has for the business he has built in the trade that built him.

In the community outside of his store Mr. Woodward has his other enthusiastic avocations. He has always taken a keen interest in fire prevention and improved fire equipment, and he has had no little part in bringing the public fire-fighting equipment of the city of Riverside up to a point where it is rivaled by no community in the West. Riverside also has one of the oldest city bands in the state and Mr. Woodward was one of the organizers. He plays the cornet and is always ready for the recreation



Our readers standing at the door see the hardware department at the left and the household goods on the right. The office is on the main floor at the extreme rear. There is an abundant counter and pyramid table display and at the same time good wide aisles and facilities for the customers to "get right next to" the stock.

as well as the good friendship that band meetings and trips make for. As he puts it, "If my business was not in such shape that I could get away for an afternoon, a day, or a week, I would sell it out."

With it all Mr. Woodward is no exception to the rule of life, but only illustrates how character, grit and work must prevail. There is nothing in this world that can conquer hard work, abundant spirit, good nature and perseverance.

OUT IN THE FIELDS

(By Elizabeth Barrett Browning)

The little cares that fretted me —
I lost them yesterday
Among the fields above the sea,
Among the winds at play.
Among the lowing of the herds,
The rustling of the trees,
Among the singing of the birds,
The humming of the bees.
The foolish fears of what might happen —
I cast them all away
Among the clover-scented grass,
Among the new-mown hay.
Among the husking of the corn
Where drowsy poppies nod,
Where ill thoughts die and good are born.
Out in the fields with God.

An empty bag cannot stand upright, 'tis true; and a store that is not well filled with good merchandise is an empty bag of wind.

Nor can poor stocks, high prices and inferior service be overcome by advertising, however large or bold or plausible. "Many words won't fill a bushel," says Poor Richard. And, "Well done is better than well said." And, "The worst wheel of the cart makes the most noise." And, "Great talkers, little doers."



FELLOWS MADE PRESIDENT NATIONAL WASHING MACHINE ASSOCIATION

The National Washing Machine Association, at its recent meeting, did itself the honor to elect J. L. Fellows, secretary and treasurer of the Grinnell Washing Machine Co., as president for the ensuing year.

The Grinnell Washing Machine Co. is one of the largest manufacturers of washing machines, making what is known as the Laundry Queen line of electric washers.

Mr. Fellows himself is a splendid American, a graduate of Grinnell College, was in the Spanish-American war, ex-president of the Grinnell Country Club and active president of the Grinnell Kiwanis. He has been actively engaged in the manufacture of the Laundry Queen washing machines for the past fourteen years. His election to the National Washing Machine Association is a tribute to his ability.

The other executives who will co-operate with Mr. Fellows are: W. A. Carson, first vice-president; S. H. Altorfer, second vice-president; George Thornton, third vice-president; E. B. Sietz, secretary; William H. Voss, treasurer. W. L. Rogers, Sam White, L. E. Dietz, F. H. Bergman and E. H. Maytag, board of directors.



A PARTNERSHIP THAT IS ALL-INCLUSIVE

In a recent issue we were privileged to publish an article by Otto Wilson of The Wilson Hardware of Waterloo, Neb., indicating a little the methods and principles that have made for his success in the hardware business.

It is now our pleasure to look with our readers into the well stocked interior of The Wilson Hardware at Waterloo, where we see Otto Wilson and Company behind the counter.

The "Company" in this case is Mrs. Wilson and in line with all that Mr. Wilson has previously written, we agree that a large measure of the success of the business must be due to the "Company." Mrs. Wilson is a partner of her husband in every sense and she alternates with and supplements his own service in the store. There is certainly a just pride in his smile, embodying both pride in Mrs. Wilson and in his good fortune in his "all-embracing" partnership.

Methods of a Successful Arkansas Merchant

**Hamp Williams Practices What He preaches in
Telling of Methods That Prove Successful —
Room for More Like Him**

I REALIZE that it is impossible to discuss ways and means of doing business with business men without a conflict. I expect some to disagree with me and say that they have made a success doing the same thing in a different way. I have only one answer to make to them. If that is true, why don't you join me in conveying these ideas to the dealers?

No one will ever be benefited by our experiences unless we pass the information out to the hardware journals or by word of mouth. If your plan of doing business is better than mine, give it to me and I will take it and thank you for it and pass it around — there is no patent on mine, and I hope there is none on yours.

In January, 1921, at the Texas Hardware Convention, I was asked if I had taken all my losses by declines and marked my goods down to that level. I said "No," I had only taken a part of them and would meet the decline as circumstances demanded. I felt justified in saving from the wreck all that I could, if I could do so without waiting for competition to force me down. I took enough declines all through this last year to make me lose money on the hardware and implement part of my business. But I made some money on automobiles, auto accessories and auto parts.

However, when we started our inventory in January, just past, we "came clean" and reduced the prices on every item in our store to correspond with present market values, and immediately gave the announcement to the newspapers. We are now preparing circulars to send out to the country trade, there being no newspapers in our city having a country circulation.

Comparison of Prices Is Good Advertising

On the first of this month, the beginning of our fiscal year, we brought to the front of our store and out on the sidewalk, cultivators, plows, planters, hoes, plow-lines, single trees, and everything the farmers use in their crops, and upon each item, in large figures, we show the declines by comparison.

For illustration, a plow "Last Year Ten Dollars, Now Seven Dollars," cultivators "Last Year Forty-five Dollars, Now Thirty Dollars," plow-lines "Last Year Forty-five Cents, Now Thirty Cents."

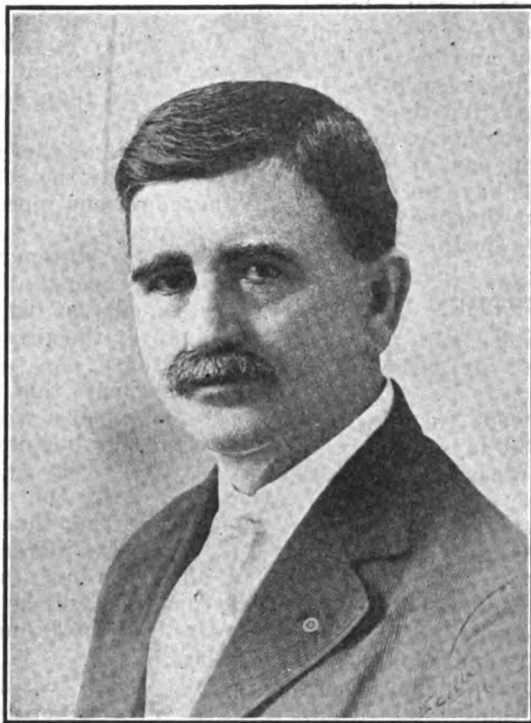
Now you can see the declines, by comparison, throughout our entire stock — harness, stoves, ranges, wares, paints, etc. Our store, at this time, looks very much like a Jew store after a fire.

The results are that we have actually put new life into our business. We sold more implements last week than in any week in two years past. We sold \$400 of aluminum ware in one day. We have the farmers lined up in front of our store, buying as

they have not done before since the peak of prices was reached.

They compliment us for bringing prices down to fit the decline on their products. Had we not done this and merely depended on verbal announcements of prices and no comparisons, we would not have accomplished very much. The people, generally, are not posted on things they have not been buying. Many times last week farmers were heard to remark, in front of our store, that they had no idea that plows had been so high.

If we price a plow at the low figure of \$7.00, the farmer's first impression is that the plow is high, and asks if prices on plows are never coming down. You undertake to explain the



HAMP WILLIAMS'

Address to Dealers' Conventions and unselfishly gives to our thousands of readers the benefit of his experience and sets a good example for others to follow.

decline to him then and you are too late. His mind is already poisoned, as it has been for some time, and nothing but public announcements and comparisons will satisfy the public at this time. A private announcement is not sufficient. That is not enough.

We have tried it for more than a year and have done more in the past six days to restore confidence with our trade than we have in the past twelve months, and we propose to make this declaration of declines true on every item in our store if we know what they are. We are not going to fool ourselves or try to fool the people—it cannot be done. Crop time is near and this is the proper time to announce declines by comparisons, not on plow goods alone, but all the way down the line. The farmer certainly has a right to expect declines and he will be a very unruly individual if he doesn't receive them, and especially right at this time, when he is getting ready to make another crop.

I firmly believe that a large part of the criticism that the retail merchants have been receiving is due largely to the fact that we have not given proper publicity to the declines we have been making.

ONE MERCHANT'S FOURTEEN POINTS

Here are fourteen principles and practices that one merchant followed in carrying on successfully last year:

1. Demanded note settlement for any purchase on terms longer than 30 days.
2. Allowed 5 per cent for cash by the 10th of the following month.
3. Employed an all-year-round canvasser for new business on household utilities, implements, builders' hardware, etc.
4. Advised all customers his responsibility for repairs ended when any article left his store.
5. Gladly demonstrated any household utility or implement on the prospective purchaser's property, under the conditions that would govern its use.
6. Attempted to sell new goods to his best customers first, so they would be a reference.
7. Carried full stock of repairs, parts and accessories.
8. Charged 50 cents an hour for repairing, plus the cost of any parts or material used.
9. Quick service the watch word, and satisfaction the measure of effort.
10. Anticipated the needs of his community and seasonal demand of his customers.
11. Every member of the organization, including the proprietor, used "we" in referring to the company.
12. No employee ever idle on their premises and so the atmosphere of business created.
13. The proprietor invariably at the door to greet customers and manage the sales floor.
14. The American flag always flying over the store to show that American goods were there sold by Americans, to Americans in an American way.

MICHIGAN MERCHANTS' NEW MOVE

Editor **HARDWARE WORLD**:

In enclosing renewal of our subscriptions, I believe you might be interested in knowing that we recently held an institute for the benefit of our retail clerks, having Dr. Stanley Krebs of the Wanamaker organization as principal speaker.

It cost us considerable money to put it across but I believe that it will prove well worth the expense and effort.

You will note the clipping from the Michigan state grange paper, which I am sending to you, that we are trying to make things happen at Lansing and I believe we will put it across big.

Our policy is going to cost us 50 per cent of our wholesale trade, but we should not worry, as it is more than doubling our retail business to farmers.

One angle of the present situation that must be paid for by the retailer in the final analysis is the enormous increase in the cost of wholesale service.

I made a statement this week to a leading wholesale grocer that it was costing more money to sell goods at wholesale than at retail in Michigan at the present time and he admitted I was right.

We estimate that from July to January our overhead expense was over five per cent more on wholesale business than on retail, owing largely to the very small quantities purchased at the present by the retailers, the increased expense of getting that business and at least 100 to 200 per cent increase in getting your pay for it. Our retail business for the first half of January this year will be much heavier than either the first half of January, 1921, or 1920.

Lansing.

VANDERVOORT HDWE. CO.

TEN SECRETS OF SUCCESS

- Living a good life.
- Doing your level best.
- Being kind to every one.
- Being courteous to all.
- Hearing before judging.
- Thinking before speaking.
- Being generous to an enemy.
- Standing by your principles.
- Stopping your ears to gossip.
- Being honest in business dealings.

Cantrall & Wolver at Fredonia, Kansas, have purchased the hardware stock of the Singleton Motor Co.

The Dallas Hardware Co. has been incorporated with a capital of \$75,000, at Dallas, Texas.

L. W. Dickinson and M. G. Sweet have purchased the hardware and general store of Dickerson & Sons at Stone Lake, Wis.

The Freitag Hardware Co. at Milwaukee, Wis., have succeeded George F. Freitag and has been incorporated with a capital of \$25,000.

Hardware Dealer Helps the Housewife

**Successful Retail Merchant Tells of Suggestions
He Has Used That Made Friends and Customers**

SPRING is the time when housewives naturally turn their thoughts toward brightening up the household, and what month is more apt for giving thought to these things than the month of April?

I find **HARDWARE WORLD** alive to merchandise of moment to the merchant, in each issue, and I am glad to take the columns allotted to me for the privilege of expressing myself, as a dealer, on this opportune subject.

Many a good housewife has gone through the darker winter months without giving any more special attention to many of these details of the home than she has given to thoughts of her Easter bonnet—but the bright months of Spring are now upon us and with the plans for house-cleaning, the hardware dealer who goes after the business can reap a neat profit.

Perhaps we are sometimes too prone to fall in with the old theory that there is nothing new under the sun.

Possibly, as April rolls around again, we may be a little too inclined to feel that it's the same old story, only a year later than it was twelve months ago at this time.

There may be an inkling of logic in such reasoning, but we should take into consideration that as each season comes upon us, there are certain departments of our hardware stores which should again be brought into prominence.

When we can do this in an attractive manner, it seems to me that a good share of this season-induced business must come our way.

Now, for instance, one of our good neighbors up the street had seen her kitchen table, chairs and kitchen stool growing more and more dingy all winter long.

They were becoming an eyesore to her natural housewifely spirit of spick- and -span tidiness, so she decided to enamel them over, all by herself. Painters were hard to locate and often they were not available when you wanted them, she said.

Suggestions Make Friends and Customers

She called at the hardware store and when the salesman suggested white enamel for these

kitchen furnishings which had been painted gray, she fell in with the idea, for she could picture just how nicely they would then match her new kitchen cabinet.

This good lady later told us how well pleased she was with the job—she enthusiastically remarked that the whole family were delighted with the fresh appearance of the furnishings and she thought it was so easy to do that she bought a can of varnish for the kitchen linoleum.

Another instance of the same thing, in a lesser degree—a lady called at the store and wanted to know how she could clean her oil cook stove.

She lamented the fact that its nice, bright finish was all gone and with the continued splatterings of grease and the repeated scrubbings, the whole surface was dull and dead looking.

We suggested a small can of black heat proof enamel and another of aluminum for the grates and oil feed pipes, and it was a pleasure to hear her comment on the rejuvenated stove which came forth from under her brush when applied in these two cans of brighten-up materials.

On another day one of our good householders came to the store and told us that he was

sick and tired of the rusty base, door frames and doors of his furnace; it seems that his cellar was damp and in the Spring he simply couldn't keep the rust away; he had tried stove blacking, but all around the doors this came off on his hands and wasn't at all satisfactory.

We suggested a small can of stovepipe enamel and he found that to be just what he needed and he says the job now looks better than it did three years ago, when he had the furnace installed.

Radiators and water pipes in many a home require gold bronze or aluminum paint; a small can of either finish will go a long way toward improving the looks of a room, and also in saving the surface.

Many a dining-room table top which has become scored and marked from hot dishes can be brought back to the original finish by an



A. H. VAN VORIS

A successful country merchant in New York writes from the standpoint of the small-town merchant. These practical, helpful suggestions, which he has put into practice in his own store, are methods that each of our readers in either city or country can use to advantage in increasing their sales.

application of heat proof varnish or varnish stain.

The same may be said of living-room furniture, dulled and bespecked picture frames, table or floor lamp bases, wicker porch furniture, flower boxes, plant stands, staircases and banisters, tea carts and so on.

Just the very incentive needed may be found in one of your window displays or local advertisements in which you suggest these things to the housewife.

Customers Take Pride in Doing Things

I know of an instance where a resident of our town purchased a small double drawered table for two dollars. At this time it was being used on a farm side porch as a plant stand, and it was subjected to all the rainstorms and warping rays of the sun. In other words, it was a sad looking object when he acquired it, but when he had spent some hours on it, over a period of one week, applying our stain, varnish, paint remover, sand paper, pumice and oil, the final result was a thing of beauty. It turned out to be one of those rare old fashioned sewing tables in mahogany, and I understand he has refused a very substantial sum from an antique collector for this piece in which he has only two dollars plus his time and our materials.

I know how the same thing has worked out under the beautifying effects of our varnishes on many an odd and quaint curly maple or crotch table, secretary, four-poster, or chest of drawers, to the great delight of the customer who bought the finishing products at our store.

One man has a hobby for refinishing old clocks and I don't know how many cans of paint remover and varnish we have sold him in the past few years.

Here's another housewife who is going to rip up those dust-catching carpets this Spring and treat her floors with our three part system of chinamel filling, graining and varnishing.

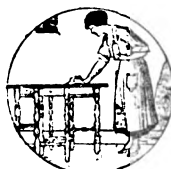
Speaking of the latter, we have an annual three-day demonstration of these products each Spring for a number of years, with a factory representative in charge of the display and with a special sales incentive for the customer in the way of reduced prices on the whole line for that period. By this means and by a consistent backing on our part throughout the entire year, we have worked up a nice business in these products for brightening up the home.

This is the time a special stimulus, also, on the varied implements and utensils of the annual housecleaning which all male beings are supposed to face each Spring with fear and trembling.

House Cleaning Merchandise Finds Ready Sale

You know the whole line-up of housecleaning merchandise as well as I do—step ladders, dust mops, floor mops, pails and mop wringers, furniture polish, tacks and tack hammers, picture wire, silver polish, carpet beaters, vacuum cleaners and so on.

It's Time to Give Thought to Inside Spring Painting



During the winter months, most of us naturally figure on sliding along until Spring with any inside painting or varnishing there is to be done. Spring is on its way and things should be freshened up and if you get at the job early, it will all seem easy and you won't be bothered by having everything come in bunches. Take that floor which ought to be revarnished or at least brightened up around the rug border, there's that bathroom chair, chestnut or clothes hamper to white enamel; there's that old fashioned table which can be done over to bring out the mahogany finish. YOU KNOW WHAT NEEDS TO BE DONE IN YOUR HOME and we have the materials for this work. SHERWIN-WILLIAMS PAINTS and CHINAMEL VARNISHES and STAINS. Four kinds of FURNITURE POLISH.

I. VAN VORIS

PHONE 15-W

Cobleskill, N. Y.

This advertisement resulted in many sales to women.

We can't get away from housecleaning and, as hardware merchants, we don't want to, for it's our business to aid and abet this turning over of the Lares and Penates just as much as we can, for the process means dollars to our cash registers.

By the way, along this very line, right now is one of the very best times of the year to push sewing machines, for the good lady of the house is thinking about her Summer wardrobe and it doesn't take a great deal of inducement sometimes to clinch the sale when we once land on the right track.

You know how it is with kitchen utensils, too — housecleaning time sees many of the more or less battered ones replaced by bright new utensils. The "has-beens" did very well through the Winter months, but the general clean-up and brighten-up of Spring is another thing.

Thus it is not aside from the question to run a good window display of aluminum and enamel ware for the very purpose of reminding folks of this refurbishing of kitchen utensils. The logical time to replace them is now, when the old ones are being sorted out and relegated to the ash heap.

We are only mere men, but I daresay the experience in your home will bear out the idea, for in April we can surely make no better plan than to cater to the housewife.

So let's be glad for housecleaning days and for this period of annual replacing of the old with the new, and for this annual opportunity of cooperating with this spirit of Springtime.

The Coal Hill Hardware Co. is a new enterprise at Coal Hill, Ark.

Gardner & Co., Inc., furniture and hardware dealers, has been incorporated, with a capital of \$100,000, at Houston, Texas.

Omer Albright has purchased the interest of T. A. Holloway in the Hayden Holloway Furniture & Hardware Co. at Newport, Ark.

MEETING CATALOG HOUSE COMPETITION

A western retail merchant recently related his experience in combating mail order sales. He stated that six years ago there were almost 300 freight shipments a year of merchandise from three leading mail order houses. A year later there were approximately 250, or almost 50 less sales, and the year following that, the number of sales decreased by an additional 50, making a total falling off of 100 freight shipments in three years.

He was able to do this by the active co-operation of his clerks and salesmen and to the constant educational propaganda which he put before his consumers.

In order to first educate his employees he adopted the plan of meeting with his sales force around a conference table, each clerk having a current mail order catalog. Someone was assigned to read from the list of articles advertised in the catalog. Note was made of the description of the various articles and the mail order house prices given. Suppose a lawn mower is under discussion, the catalog description of the mower is read aloud to all the salesmen and the man in charge of this department reports whether he has the identical article in his stock, whether the price at which he is able to sell corresponds with the mail order price. In that way each clerk and buyer is enabled to know just what competition they have to meet.

The conference is a regular event and the catalog reading contest has proved decidedly interesting and instructive to the clerks. Each one takes a pride in seeing if he can't beat the mail order house at their own game.

The salesmen are thus kept posted and information obtained for an intelligent and interesting argument when the catalog house buyer brings up the catalog house question.

He believes that if every merchant would first educate his own salesmen and become thoroughly informed as to just what competition he has to meet, he can go about it in a far more intelligent way than he otherwise could because he tells us that there is far more business going to the catalog houses than the average retail merchant has any idea of. Many people, when they once get the catalog house habit, do not ask their local merchant for prices, or do not discuss it before them. It is important for one to keep his eye open and to educate his customers so that such an influence may permeate the community.

The Commons Hardware Co. at Altoona, Kansas, has sold out to E. A. DeBolt.

Josiah Deeming has sold his implement and hardware stock to Becker & Neal at Waterloo, Iowa.

The Hartman Co-operative Equity Exchange has been incorporated, with a capital of \$20,000, at Hartman, Colo.

COMMENDS CONVENTION POLICY

Editor HARDWARE WORLD: *

What a satisfaction it is to pick up a copy of the HARDWARE WORLD and not find it chuck full of convention speeches, presidents' and secretaries' reports, visitors' addresses, resolutions committees and all the many details that go to make up the proceedings of a retail hardware convention.

I believe in the value of hardware conventions. I attend them, but when I go to a convention and hear these speeches I don't care to find the next issue of my hardware publication filled with something I have already heard.

When you come to think of it, when you have heard two or three hardware convention speeches you have heard them all, for they are all along the same line. The problems and difficulties of retail merchants in the various sections of the country are all similar, and I never could see the sense in wasting good paper to publish these details and addresses.

I take it that if a dealer is at all interested in hardware conventions he is going to attend them, and hear the speeches himself, and when he has heard them he doesn't want to read them over.

And for the dealer who didn't attend the convention, if he isn't sufficiently interested to go, then he is not sufficiently interested to read the addresses.

I have long noted and admired your policy.

You co-operate with the various associations in publishing the announcements of the coming conventions and the pictures of the officials and in urging the dealers to attend these conventions. So far so good, that is splendid. We believe that is all that is necessary, and if you consider the greater good to the greatest number among your thousands of subscribers, I am sure it would be only a comparatively small number who would read the addresses and speeches and you use your space to greater advantage.

That is one reason why the HARDWARE WORLD is so popular among retail merchants. It uses its space to the best advantage with articles and ideas that are going to be helpful to the great mass of retail hardware merchants and not publish a lot of addresses and details which is a waste of space, time and effort.

That feature itself of the HARDWARE WORLD shows it doesn't follow along in a rut just because others do.

We have always admired your initiative in publishing a magazine that has a personality of its own, and does things in a different way.

HARRIS HARDWARE CO.

J. P. Van Dyke and J. McMillian have purchased the entire stock of the Art Hardware & Manufacturing Co. at Seattle. They manufacture a line of builders' hardware, marine hardware, brass specialties.

Pioneer New Zealand Merchants

WE ARE fortunate in having the opportunity this month to bring before the eyes of our readers views of a representative hardware, metal and machinery establishment in Wellington, New Zealand, half way 'round the world and under the Southern Cross.

There is a tendency to think provincially in any business. We sometimes have our eyes too narrowly focused on our own store or city or state; we seldom glance beyond our nation. We sell domestic goods to local customers and forget that the hardware trade as an institution is world-wide and centuries old.

E. W. Mills & Co., Limited, on Jervois Quay, Wellington, New Zealand, was established nearly seventy years ago, in 1854, and a glance at the various views inside their store indicates that their stock, their methods, their facilities are adequate to care for the needs of any community.

When the late E. W. Mills established the business, Wellington was only a village. Just 14 years before the first settlers had landed. So it is the oldest business in Wellington and one of the most complete and best equipped in New Zealand.

The firm was also one of the first importers of American hardware in New Zealand. When the late E. C. E. Mills visited the Centennial Exposition in Philadelphia, in 1876, he established direct connection with several American manufacturers, among them Henry Disston & Sons.



TOOL COUNTER AND DISPLAY

Few stores in the United States present a more tempting or well selected array of tools than seen here. We can easily distinguish Starrett seals, and many other manufacturers of the United States are represented in this full stock.

The larger and heavier devices are stocked on another center display table with a frame of pipe. Each one is placed so that it stands out alone and is in the natural position to be grasped. The counters are clear and broad, capable of handling big orders efficiently.

The Mills stock consists of everything "from a needle to an anchor." Its departments include machinery, ship chandlery, carriage ware and sport goods.

The business is housed in a fine three story building, centrally located, and also a large "bulk store," covering half an acre of ground, on a site close to the water front and railway station.

John F. Mills is manager of the firm, while A. D. Kerr is warehouse manager.



FURNISHING HARDWARE DEPARTMENT

We in the United States, in our conceit and egotism, often believe that our merchandising methods and establishments are unequalled by the rest of the world. Just let self-glorifying thinkers take notice of these views of a typical New Zealand institution.

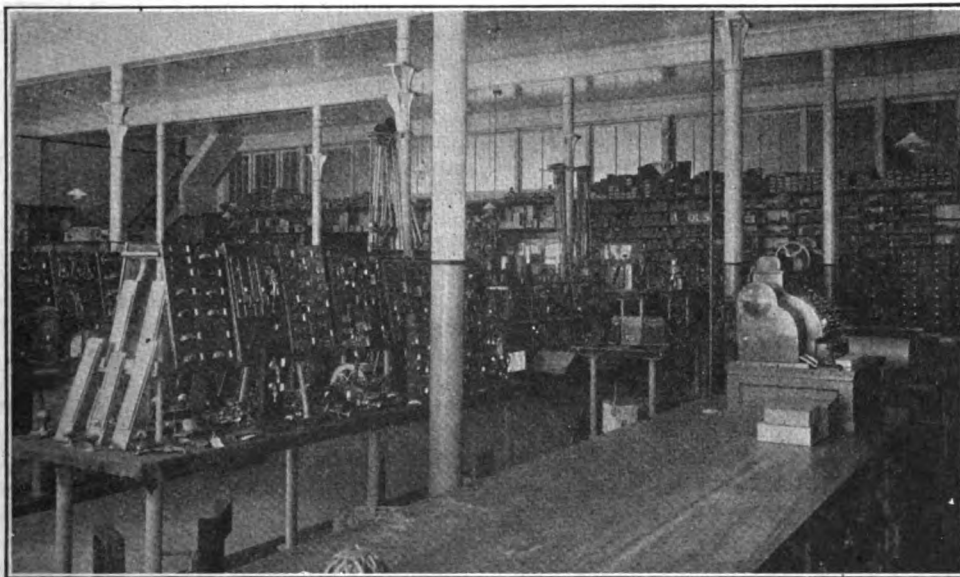
A fine light show room, clean and neat, with a full stock in sight and practically within the customer's reach. The center tables and generally square shape of the department give a homey, attractive impression. We also note "Black Silk Stove Polish" as among the lines featured.



'ELECTROPLATE' SHOW CASES AND HOUSEHOLD GOODS

Here is a corner worthy of a first class jewelry store with its high, glass-enclosed show cases, its art goods, its glassware and the general selection and arrangement of stock.

Our good New Zealand neighbors show taste and distinction and artistic sense that is seldom equalled and never excelled in the United States. In this atmosphere washing machines and cooking glassware, along with electrical specialties and vacuum goods are in their natural element. There would never be a question of tempting women into a store or department such as this. They couldn't be kept away.



BUILDERS' HARDWARE DEPARTMENT

A real, practical, display of builders' hardware with many a lesson and suggestion for the merchant of the United States in arranging this difficult department of the business. Center display tables are supported on solid pipe lengths fitted and installed. On the tables pyramid racks are also built of pipe framework to support display boards. In every view of the establishment an up-to-date cash register is to be seen, indicating the modern business methods in vogue.



BUSINESS GETTING SUGGESTIONS

METHODS OF INCREASING YOUR SALES

Enterprising merchants have found the quota system a most desirable means of increasing individual sales of their clerks and salesmen. The sales person however is not told the quota that has been assigned him, the merchant taking into consideration the number of prospective customers which might be had and a reasonable amount that the salesman might be expected to sell, based on local conditions.

He has also taken into consideration the actual time that the sales person is to spend on the selling floor or the department in which he sells, the season of the year, etc.

Moreover any special months, and special sales, the nature of which is likely to give great opportunity for sales—this also is to be taken into consideration and the quota is figured accordingly.

The sales person should be encouraged to use every means of increasing their sales, leaving it largely to them to act upon their own initiative, and just what they might individually develop.

They might use the telephone or they might write personal letters to prospective customers or they might pay a prospective customer a personal visit. One salesman working under a similar quota plan made an unusually large number of sales by calling upon prospective customers after store hours.

This plan could be used to great advantage with excellent results.

The merchants provide each member of their sales force with a card which bears upon it their individual sales made upon the corresponding day of the preceding year, urging them to increase this amount if possible. This card provides space for the sales of each day of the week, the card being handed to the sales person on Monday morning. Prizes are provided and awarded to the sales person making the largest gains both in volume as well as in the number of customers.

Newcomers moving into a community afford the wide-awake merchant and his salesmen a good source for new business and this is something that merchants should watch very carefully. Watch the newcomers, get acquainted with them.

Some middle western merchants recently found that by having a little booklet in which was set forth the various lines handled, giving reference to their store and business, the serv-

ice, the photos of the various departments and their policy as well as a friendly letter of welcome to the community, that it resulted in getting in touch with the newcomers very quickly.

Many merchants have found it advisable to pay their clerks for each new customer that was reported as coming into the community who later made purchases at the store.

REASON FOR RAPID GROWTH OF CHAIN STORES

Have you studied the rapid growth and success of the chain cash stores?

Why is their success your loss? Is it because they are taking away your best customers, your cash customers?

Has it occurred to you that it is unjust for you to charge your cash customers the same price you charge your credit customers; and that if you persist in being unjust to them, you must expect to lose them to the stores that do not ask them to pay for something they do not get?

But, why lose them? Isn't it possible for "regular dealers" to be as fair to cash customers as to credit customers? Isn't it possible, for example, for you to continue to charge \$1.25 to your credit customers for a hammer and to charge your cash customers \$1.25, less your cost in material and labor and postage and less your credit insurance cost or less your collection cost and your worry? Yes, and less your cost of loss account.

Millions of buyers know how easy it is to say "Charge it, please," but how many know what it costs? Why, hosts of them think, because your regular dealers make no separate charge for credit, that it costs nothing; and when they see lower prices in cash stores, do they put two and two together and get four, or do they surmise you are profiteers?

The sooner dealers price all their goods on a cash basis with an extra charge for credit, or price all your goods on a credit basis, with a discount for cash, the sooner the cash stores will cease to grow at your expense.

Wood Bros. have engaged in the hardware business at Charlevoix, Mich.

The Quality Hardware Co. of Canton, Ohio, has been incorporated, with a capital stock of \$50,000.

Jos. B. Baker has purchased the interest of Roy Beaver in the Beaver & Williams Hardware & Implement Co., at Lincoln, Ill.

CHARGES FOR DELIVERY

An enterprising western merchant has put into effect the following delivery charges, which he reports are working very satisfactorily.

All prices on merchandise and implements are F. O. B. store.

Mile Limits to Be Added to Minimum Charge

Min. 3 mi.	3-6 mi.	6-9 mi.	9-12 mi.	12-15 mi.	15-20 mi.	20-25 mi.	25-30 mi.
1 to 500 lbs.—							
\$1.50	\$1.00	\$1.50	\$2.50	\$3.00	\$3.50	\$4.00	\$4.50
500 to 750 lbs.—							
\$1.75	\$1.25	\$1.75	\$2.75	\$3.25	\$3.75	\$4.25	\$4.75
750 to 1000 lbs.—							
\$2.00	\$1.50	\$2.00	\$3.00	\$3.50	\$4.00	\$4.50	\$5.00
1000 to 1500 lbs.—							
\$2.50	\$1.75	\$2.25	\$3.25	\$3.75	\$4.25	\$4.75	\$5.25
1500 to 2000 lbs.—							
\$3.00	\$2.00	\$2.50	\$3.50	\$4.00	\$4.50	\$5.00	\$5.50
2000 to 2500 lbs.—							
\$3.50	\$2.25	\$2.75	\$3.75	\$4.25	\$4.75	\$5.25	\$5.75
2500 to 3000 lbs.—							
\$4.00	\$2.50	\$3.00	\$4.00	\$4.50	\$5.00	\$5.50	\$6.00

FIGURING TURNOVER

A number of dealers have asked regarding the turnover of various retail businesses. The turnover of a merchant represents the number of times his capital in the form of stock in trade is reinvested in stock-in-trade during a given period.

To ascertain the turnover, take the starting inventory, add the purchases of goods, and deduct the inventory at the end; divide the total by the starting inventory. The calculations are based upon a normal inventory. The results will be the number of times the capital invested in stock-in-trade has been turned over during the period.

The capital invested in the stock and the physical stock itself may be used synonymously in referring to the "turnover" of a business.

The turnovers in various lines of retailing average as follows:

	Number of Times.
Groceries	10
Department stores	3 to 5
Variety goods	6
Drugs	4.5
Dry goods	4
Hardware	3.5
Furniture	3
Shoes	2.1
Clothing	2
Jewelry	1.5

T. A. Firken and S. F. Goffey are planning to open a hardware and furniture store at Columbia, Ky.

Two new hardware stores have recently opened under the name of Wilson-Bell Hardware Co., at Glendale.

T. P. Heisler has sold his interest in the Barthel & Heisler Hardware business at Forsyth, Mont., to Wm. Barthel.

FIVE AND TEN CENT HARDWARE ITEMS

The average retail merchant does not realize how many items in the hardware and house-furnishing lines are sold by the 5, 10 and 15-cent store. Not that all items are sold for this low price, but articles that sell up as high as 50 cents or even \$1.00 are handled by them.

One store finds that by placing tables in the main aisles with goods running up from 5 cents to 50 cents that people usually feel that these are a special sale, although it may be regular stock at regular prices.

A great many people do not have an idea of how cheap many items in the hardware and housefurnishings lines may be sold.

There may be some theft, but the loss is generally considered small in comparison with the sales that generally result.

Hardware merchants can learn of profitable methods from merchants in the department store and in the 5 and 10-cent stores and the volume of business that is being developed.

EXPOSURE FOR MERCHANDISE

How do you "catch" a cold; or any other disease?

By exposure to it.

How do Woolworth and Kresge catch the nimble dime?

By exposing the goods they have so that customers can "catch" them and their prices quickly and easily.

Salesmen sell goods the same way—by exposing themselves to orders!

The question is: Do goods "presumably for sale" get sufficient exposure? Merchandise on shelves under poor light so that it cannot be clearly distinguished becomes scenery, like stage settings. Merchandise, displayed so it can be seen, moves into the twilight land where the customer can at least point it out and say, "I want that up there."

Merchandise on counters and in trays with a small descriptive label and price tag; in other words, goods fully exposed to customers are the most likely to sell rapidly and to repeat.

The candy "Life Savers" have practically built up their entire sales on this basis of attractive exposure. If I were in the tobacco business, I would try to sell 10c packages of cigarettes in vending machines—you can picture the neat row of brands in humified air, waiting for your dime.

Hardware isn't exposed enough to sales.

—Helix.

The Economy Hardware Co. is a new enterprise at Noblesville, Ind., the proprietors being R. E. Washington and A. W. Hawk.

The Pioneer Hardware Company of Marshfield, Ore., has moved into a new store, which will give them facilities for carrying a larger stock.

Manufacturers and Jobbers Convention at New Orleans

NATIONAL manufacturers and southern jobbers will respectively transact business, mutually talk shop, and unanimously enter into an enjoyment of the social event and fascinating surroundings when the thirty-second annual convention of the Southern Hardware Jobbers' Association and the spring convention of the American Hardware Manufacturers' Association are held in conjunction at New Orleans, April 18, 19, 20 and 21, with headquarters for both associations at the St. Charles Hotel.

jobbers, we should make every effort to have as good an attendance as possible."

City's Romantic History

The history of New Orleans and its present position among the cities of the United States, particularly as the "Second Port," make it doubly interesting to the visitor. Among all American cities it is perhaps most filled with romance, with historic interest, with personality and character.



W. M. PITKIN

President Southern Hardware Jobbers' Association, who will take much pride in welcoming the Hardware Manufacturers and Southern Jobbers to his home city. He succeeds a line of predecessors who have honored themselves and their association by their excellent constructive work for the benefit of the hardware trade in the South.

New Orleans was the obvious natural selection as the city in which to hold the joint meeting this year. First and foremost, it is the home and base of operations of President Waldo M. Pitkin of the Southern Jobbers. When not leading the association in its affairs, Mr. Pitkin is general manager of A. Baldwin & Co., and in that capacity has an insight into the hardware trade of the entire South. So he should prove a most gracious, competent and valuable host.

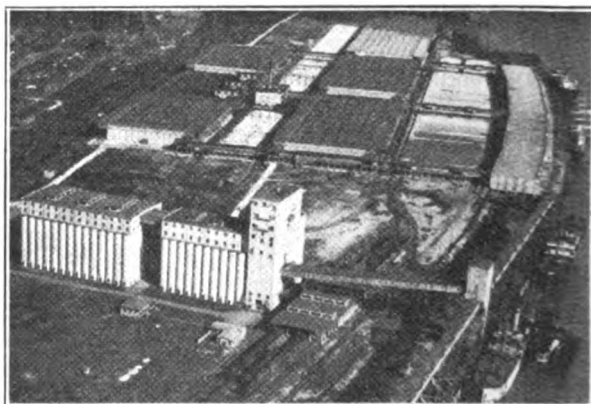
Secretary John Donnan, of the Southern Jobbers, and Secretary F. D. Mitchell, of the Manufacturers, in making the reservations for members, call attention to the fact that this has been planned as a four-day meeting with sessions in the morning only. This will allow ample time during the remainder of the day to hold "private conventions," breathe the romantic and historic air of New Orleans, and get a first-hand knowledge of conditions in the South from its great central gateway to the sea.

President Isaac Black of the Manufacturers' Association, has issued a special call to the members to be present in as large and representative numbers as possible. It is three years since a convention has been held in the South. Jobbers and retailers have liquidated their stocks to such a point that Mr. Black believes that "in the interest of the individual members of our association, and their business relations with Southern



JOHN DONNAN

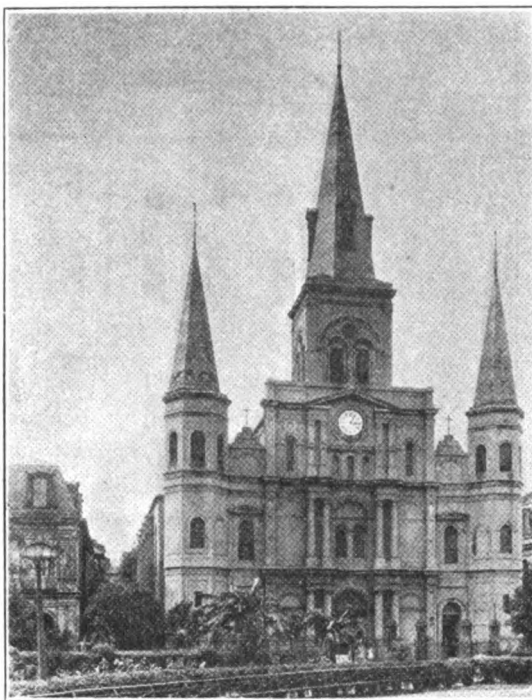
Secretary of the Southern Hardware Jobbers' Association, makes his headquarters in Richmond, Virginia. Mr. Donnan evidently has the same long lease of life on the Southern Hardware Jobbers' Association as T. James Fernley does on the National Hardware Association. The jobbers evidently do not believe in rotation of office, in fact on the shoulders of the secretary devolves the work that makes for the success of the association and that Mr. Donnan has made good goes without saying.



Aeroplane view of the great state-owned cotton warehouse and grain elevator, with terminal railroad facilities, huge storage capacity, and dockage for ocean-going ships, seen loading at the right of the view. A great share of the outgoing produce of the entire South passes through New Orleans.

**GEORGE D. KING**

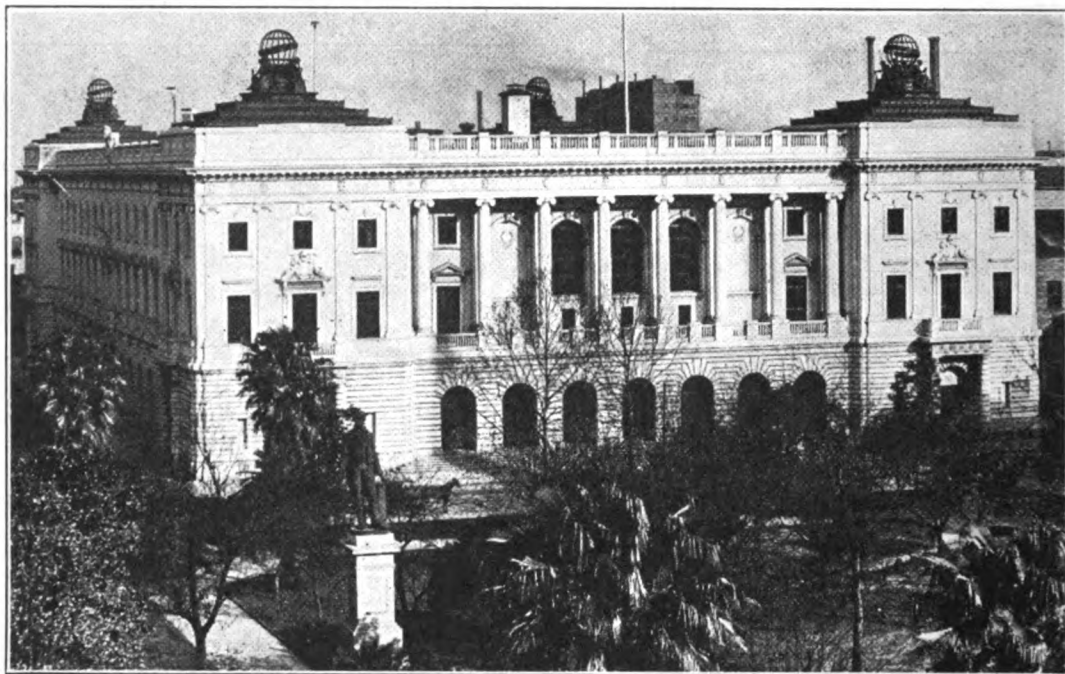
Ex-President of the Southern Hardware Jobbers' Association, who, in rotation in office, was succeeded by Mr. Pitkin. Mr. King likewise hails from another of the big jobbing distributing centers of the South, Atlanta, a city whose volume of trade is not surpassed by any other. The King Hardware Co., of which George D. King is the president, was established in Atlanta in 1884. Its growth has kept pace with the development of Southern industry.



St. Louis Cathedral, the oldest church in the Mississippi valley and one of the city's landmarks. At the left, a corner of the famous Cabildo, seat of government of the French and Spanish rulers for the first hundred years of the city's history.



Type of modern stores and office buildings on Canal Street, the center of the new section of New Orleans. True to its name, this was formerly the canal, on both sides of which the city was originally situated. Filled in and graded to make room for growth, it now is so wide a thoroughfare that five car tracks do not in any way crowd the rest of the traffic.



New Orleans Postoffice and Federal Building, facing Lafayette Square. The statue of Henry Clay in the center of the square formerly stood in Canal Street, now the main business artery.

Since its settlement by the French under Vienville, in 1718, when it was laid out by the military engineer of the armies of His Majesty King Louis of France, it has seen flags of four nations floating above its customs house—France, Spain, the Confederacy and the United States.

The cobbles that pave its streets were brought from Europe in the eighteenth century as ballast on the galleons that returned with furs, gold and spices. Its iron grided galleries, creole courtyards, streets lined on both sides with two-story brick dwellings and shops, are all reminiscent of Paris. The city teems with the mystery of its romantic, historic past.

Now Great Distributing Center

Modern New Orleans is a great city of 400,000, combining the pungent personality of the old with the progressive promise of the new. In both phases it truly expresses the spirit of the South, the romance of the past combining with the great developments of the present and future.

Levees have been built at a cost of \$10,000,000 to defend the city against the annual floods of the river. Great drainage pumps raise the run-off up to water level. A \$35,000,000 water filtration system insures pure drinking water.

To handle the immense commerce by sea, New Orleans has commenced an inner harbor project which will cost \$25,000,000 when complete. Already there are three miles of steel and concrete warehouses along the river with an area of six and a half million square feet and able to accommodate 80 steamers, each 500 feet long. Forty-five steamship lines now do business from New Orleans.

As indicating the importance of New Orleans as a distributing point, over one and a quarter million dollars' worth of commodities were bought in the New Orleans market for consumption throughout the South last year.

Henry Martin of Juneau City, Wis., has purchased the A. Lauer Hardware Store.

The Kroupa Hardware Co. of Racine, Wis., has moved to 1652 Douglas Avenue.

A FUND OF INFORMATION YOU SHOULD HAVE

Disraeli, who for six years was prime minister of England, said: "It has been my observation that the most successful man in any undertaking is the man who has the most information."

It does n't require any particular information just to go out and buy something. But to buy the best of that something at a price that is satisfactory to you—that is a successful purchase. And to make successful purchases you must have information.

Advertising gives you just that kind of information. It tells you where to go in order to get the best of anything you want at a fair price.

That is why it is a paying proposition for the man who handles a pocket book or check book to study the advertisements in this paper—regularly.

To those who use it properly, advertising is a source of economy and satisfaction that never runs dry. It is a watchdog of dollars—a guarantee of satisfaction.

If you would learn the facts about the things you need to make you comfortable and happy read the advertisements.

The Kuhlmann Hardware Co. at Cincinnati, Ohio, has been incorporated, with a capital of \$65,000.

C. G. Troutt and M. H. Woodruff are planning to engage in the hardware business at McKinney, Texas.

Fred Piltz, who recently suffered loss by fire, has re-opened his hardware business at Rudolph, Wis.

Make "Save the Surface" Your Slogan

IN AMERICAN LIFE today it is far more important in the average mind to "Save the Surface" than it is to "eat an orange a day" or "smile a mile" or use things that "satisfy" or are "toasted."

The campaign benefits the consumer most of all, for its motive is to save him money by conserving his property. Of the truth in the thought, "Save the Surface and You Save All," ample proof rests in over 40,000 letters received at the headquarters of the campaign since the first of the year, each suggesting a title for the picture on this year's calendar and each giving an illustration of the saving of a surface by the use of a protective covering.



ERNEST T. TRIGG

Father of the "Save the Surface" campaign, president of the National Paint, Oil and Varnish Association, and president and general manager of John Lucas & Co., Philadelphia.

Mr. Trigg has dedicated his life and thought to paint, not in terms of his own company, but of the industry. He thinks in terms so big that he now has the entire nation interested in his subject.

Just thirty years ago Mr. Trigg got his first smell of paint with S. H. Haynes, at Chicago. Three years later he was with Heath & Milligan, and in 1908 joined John Lucas & Co. as general manager.

Origin of the Campaign

We all know the campaign; most of us are making the most of it in our business if we are wise, and a few of us are contributors to the fund—"investors." How did it start? How is it conducted and by whom? What is its plan in entirety, and what have been the results thus far?

As far back as 1906 Ernest T. Trigg, general manager of John Lucas & Co., Philadelphia, was chairman of the Educational Bureau of the National Paint, Oil and Varnish Association. His department published some valuable literature for the benefit of the trade and maintained a mailing list of thousands of paint dealers all over the country.

E. T. Trigg's Vision of Possibilities

Mr. Trigg saw larger work to do. A big man in his person, he was accustomed to do things in a big way.

He had seen the wonderful power of advertising for individuals and also in co-operative campaigns.

In March, 1916, plans were laid for a national advertising campaign and the creation of a separate department or bureau which should represent all branches of the paint and varnish industry. While the United States was in the war the project naturally had to be suspended, but the work of organizing and financing went steadily on. It is interesting that the last subscription in the first campaign was received the very day the armistice was signed.

Significant of the opportunity for the paint industry and the field for the campaign's work is a com-



GEORGE V. HORGAN

Versatile secretary of the National Paint, Oil and Varnish Association, with headquarters at New York. Mr. Horgan can tell stories with the best salesman, talk shop and discuss policy with the highest executive, and spread paint with the most experienced master painter.

Besides his thorough capacity for being "at home" in the paint industry, he is a skilled secretary, not only through the seven years that he has served the paint interests, but before that, ever since his college days. For a time he was under Honorable Charles E. Hughes, when the latter headed the New York Insurance Commission. Later he was secretary of the Buffalo Chamber of Commerce.

parison of fire losses and fire insurance with losses through deterioration and insurance against this latter loss:

\$350,000,000 annual loss by fire.

\$451,000,000 annual insurance against fire.

\$300,000,000 annual insurance against deterioration.

\$1,000,000,000 annual loss by deterioration.

Thus the annual loss of property in the United States through deterioration is three times that through fire, while the insurance or means of preventing this greater loss is less by a third.

At the start of the campaign an advertising man was retained to plan the details, and he sat with the national representatives for days and weeks and months while problems, plans and prospects were discussed, so that he might soak himself full of the subject. Finally he wrote a report giving his reactions to the problem, and the report concluded thus: "In other words, save the surface and you save all."

These words were recognized as the pith of the entire matter and were adopted as the slogan.



F. M. BRININSTOOL

Vice-President of the National Paint, Oil and Varnish Association and division head of the western quarter of the United States.

As president and general manager of the Brininstool Paint Company he has long served the interests of the paint trade of the West, and knows conditions, personalities and peculiarities thoroughly from first-hand contact.

A regional meeting of the Western paint and varnish industry will be held at Portland, Oregon, July 14 and 15, under Mr. Brininstool's guidance. This is the first annual meeting of the western division of the industry, to take up problems and conditions peculiar to the West.

President Trigg and Secretary George V. Horgan suggest definite ways by which the trade can take advantage of the national movement:

1. Use the slogan in local advertising.
2. Organize local campaigns.
3. Move the paints up to the front of the store.
4. Some paints in the window all the time and an all-paint window part of the time.
5. Canvass the industrial users, farmers and householders of the community with the definite object of selling them a protective covering which would save their property.
6. Encourage conservation movements and meetings in the community.
7. Hold contests for the best example of property preservation through surface saving.

Paint Departments Made Profitable

Last year's retail sales in paints increased for the United States, while there was a sharp drop in other lines. A few years ago we used to hear merchants telling conventions how they couldn't make money on paints. After last year's experience it is common to hear mer-

chants say that it was the paint department that saved them in 1921.

For 1922 the industry is exhorted to "Make 1922 the Greatest Paint and Varnish Year" with the aim to "double the industry by 1926." The merchant who is not tiding up with this campaign just as closely and persistently as he can is losing money. What's more, he is a party to the needless destruction and loss of property of his community. And the responsibility must be placed on the local merchant first of all for this for he is in the best position to realize the facts.

HELPING WOMEN SHOPPERS SELL THEMSELVES

It's curious that people like to think that they are making the decision to buy rather than the thought that the salesman is selling them. For instance, take a man when he buys a suit of clothes.

The salesman obligingly brings out several suits. One of them seems to strike the man's fancy and the salesman immediately says: "Feel what a fine piece of material." The man feels. He wants to convey the idea that he is as smart as the salesman. Invariably he agrees and a sale is made.

Follow a woman when she is on a shopping tour. She passes through the silk department and feels the material on display. She pauses at the handkerchief counter and holds her hand under a piece of linen to judge its quality. And so on through every department. She feels before she buys.

But what distinctive feel can one possibly get from an oil cook stove? Metal which has a japanned finish feels the same. That has been a perplexing problem, but the National Enameling and Stamping Co., Inc., finally devised a mighty practical solution and it is being carried out with enthusiastic success this year.

A sample piece of the famous Nesco Rockweave Wick and a yellow display card is the big merchandising idea which is making a lot of profitable sales for Nesco dealers.

The Nesco Rockweave Wick has been prominently displayed in the large Nesco Perfect Oil Cook Stove advertising campaign. It is one of the patented features of this stove and women have read about it with a great deal of interest.

The wick is made of long asbestos fiber, which is spun around brass wires and is then woven into the staunch fabric. This wick has an entirely different feel than the wicks used in any other stove. It is different enough to excite the curiosity if attention can be attracted to it.

To insure proper attention a flashy yellow card was tied to the wick. On the front side of the card was a reproduction of a Saturday Evening Post advertisement. The moment that a woman shopper would see this card she would be attracted to it because she would remember seeing the advertisement.

On the reverse side of the card were listed the many points which distinguished the Nesco Perfect from any other make of oil cook stoves. The shopper could inform herself of these many points — really sell herself on buying this stove without the services of a salesman.

And with a piece of material like the Nesco Rockweave Wick dangling before her eyes it is nothing but natural that she will feel of it.

Then when the salesman comes along he is entirely familiar with the stove because he has easily found out all about it by reading the back of the card. Instead of merely quoting prices he is able to talk intelligently about the Nesco Perfect Oil Cook Stove.


Nesco dealers were quick to appreciate the sales possibilities of the tag and sample wick and by now every Nesco Perfect which is on display has this attention-getter attached to it.

Early reports indicate that this is one of the most clever merchandising ideas which has been brought out in a long time. It is selling Nesco Perfects for Nesco dealers.

The New "Triumph"

GOPHER TRAP

MANUFACTURED BY
TRIUMPH TRAP CO., INC. ONEIDA, N. Y.



**Lowest Priced Trap
Easiest Trap to Set
Powerful in Action**

PACKED
1 Doz. Traps in Box
1 Gross in a Carton

READY TO SHIP

For sale by the Principal Hardware Jobbers of the West

SCHEMING IMPORTERS MISLEAD HARDWARE ASSOCIATIONS

It is to be regretted that well meaning merchants sometimes allow themselves to be made a catspaw and to have put over on them the sinister designs of importers of cheap foreign goods whose representatives present their propaganda before a committee of a hardware association, and the committee unthinkingly takes the viewpoint of the importer, and neglects to have the other side of the argument presented by those who are at least equally, if not better informed, as to the results that are being aimed at by importers of foreign merchandise.

If our national government really acted in accordance with the resolutions which have been rushed through by some of the retail hardware associations it would prove most disastrous to the retail merchant himself.

No one would feel the result of such a policy more than the retail merchant.

The American merchant should ask himself if he is willing to let down the bar and have the United States flooded with cheap foreign goods made on the basis of the present value of the German mark.

Anyone who gives the matter a second thought will recognize that in view of the present low labor wage in Germany and the exchange rates, that goods can be manufactured and laid down in the United States for less than the American manufacturer can purchase his raw material.

The raw material is the least cost of an item. Added to that is the labor wage, the other expense incident to the business.

Foreign manufacturers and importers are not considering the welfare of the American retail merchant. If there are short sighted merchants who think that they are gaining an advantage through purchasing such products, made on the basis to which we have referred, he is certainly most short sighted.

There has been presented in our pages from time to time, and in many other publications, an analysis of the true situation.

It has been shown that the importers are exorbitant profiteers and their propaganda in opposition to the American valuation clause in the proposed tariff bill is that they may continue to take advantage of American buyers.

Goods that can be purchased and laid down in Europe for a few cents are sold to the merchants by these importers at several hundred per cent profit. Even then, however, it is not to be denied that they are able to undersell American manufacturers.

But does the American merchant wish to have all of his merchandise made abroad? If so, what will become of the American wage earner and the American farmer? Who will buy the products of the American farmer and producer?

Who will the retail merchants have for customers when the American farmer and mechanic is not able to sell his products at even the cost of producing them? There will be nothing left but for our various industries and factories to shut down if merchants intend to prove a catspaw for importers of cheap foreign goods and defeat the American valuation clause.

No merchant should lend his approval to such a scheme unless he understands the situation. He should not permit himself to be misled by those having no thought or care for the welfare of this country or for the retail merchant himself.

It is a short sighted policy and if the same plan were followed by retail merchants in all sections of the country we would see what a disastrous situation will confront the retail merchant. It is short sighted policy for a merchant to allow the dollar to blind him to his country's welfare.

S. B. Sink is planning to engage in the hardware and implement business at Valparaiso, Ind.

The Bowers Hardware Co., at Nashville, Tenn., has been incorporated with a capital stock of \$10,000.

E. Ratnour & Son have purchased the hardware business of M. J. Wickershaw at Weeping Water, Neb.

The Sierra Madre Hardware Co. at Sierra Madre has been incorporated and will carry a complete line of farm machinery and hardware.

The Schaw - Batcher Co. SACRAMENTO, CAL.



WE OFFER YOU

**Hardware
Tinware
Enamelware
Ammunition
Builders'
Hardware**

**OF
DEPENDABLE
QUALITY**

PROMPT AND EFFICIENT SERVICE

EVERY MAN WITH A BANK ACCOUNT SHOULD READ THIS

(Copyright by Elton J. Buckley)

I have just read the decision in a case which affects every business man who keeps a bank account and who, as most of us must necessarily be, is dependent upon the honesty of employees for the protection of his bank account against forged checks.

In this case the depositor had a bank balance of \$7290. An employee who had access to his checks began to forge checks against the account in March. Each month after that until September he drew a big check, and in September he drew three. The last was the straw that broke the camel's back, it overdrew the account, and the depositor was called up and told. When he investigated he discovered the forgeries, and at once made demand upon the bank for all the money it had paid out on forged checks. The bank refused to pay on the ground that McCarty, the depositor, had been negligent in not keeping the proper track of his cancelled checks. McCarty sued, and the court decided in his favor, laying down some new law which it is well for both bank and business men to know.

Now it is well established that when a bank pays a forged check against some depositor's account, it must refund the money to the depositor, unless (1) the depositor has been negligent in some way which helped the forgery, or unless (2) the depositor has been careless in going over his monthly balance and cancelled checks, and so allowed the thing to go on longer (as where there are a number of forged checks extending over a period of time) than it would have gone had the depositor kept a close watch on his checks and statements. The bank in the case I am discussing attempted to escape under the second reason, and the facts on which it relied were these:

The bank with which McCarty dealt had a more or less careless method of balancing its depositors' books. So have many banks. Books weren't balanced at any certain time or at the end of any certain period. And after they were balanced they were not immediately delivered to the depositor. They just stayed in the bank until the depositor came after them, and in the case of accounts that were n't very active, this meant several weeks or months.

In McCarty's case his book was balanced and returned to him in February, before the forgeries began. He kept it until July 3d, when he sent it in to be balanced again. It was balanced then and that balance unquestionably showed the forgery. The book, however, remained in the bank ready for him until September, when he came for it, but even then he did n't look at it until September 24th, when told his account was overdrawn. The account in this case seems to have been inactive, other-

wise the book would not have stayed in the bank so long.

The bank defended on the ground that it was McCarty's duty to have his book balanced frequently, and to get it after it was balanced, but even if he did n't get it, that after the bank had balanced it and put it aside waiting for him, he was charged with whatever it would have shown him had he got it and looked at it.

The court decided against the bank on all these contentions, and declared in substance that a depositor is not obliged to have his book balanced at any particular time, nor after it is balanced is he obliged to go after it. If the bank wants to relieve itself of responsibility in case of forged checks, it must see that the book is balanced frequently, and that the balance book and checks are placed in the depositor's hands. After that, if he does n't look at them, the bank is not liable for forgeries which could have been prevented had the depositor made the proper inspection.

This is from the decision:

The correct principle by which the respective liabilities of the bank and depositor are determined are these: The bank is bound to know the signature of its depositors and the payment of a forged check, however skilfully executed, cannot be debited against the depositor. From the relations the depositor and the bank bear toward each other, there is a duty also upon the depositor to examine his accounts and vouchers, and to make known to the bank any improper vouchers and charges returned, and where injury results to the bank from the failure of the depositor to do his duty in this respect, the law holds the depositor liable for such injury, the result of the depositor's omission. This statement of the law is unquestionably based on sound reason and is supported by practically all authorities.

It is the contention of the defendant bank that when a depositor has called for a statement of his account, by leaving his passbook with the bank and it is balanced by the bank and is ready for delivery to the depositor, along with the cancelled checks charged by the bank against his account, it then becomes the duty of the depositor to call for the book and the checks within a reasonable time, failing in which he is in the same position as to imputed knowledge of forgeries and as to negligence with respect to their disclosure to the bank, as he would be in if he had actually received the book and the checks from the bank.

In the absence of an agreement between the bank and the depositor, express or implied, he is not bound to ask for a statement of his account at any time, but may rely upon the bank's observance of all its obligations in the premises. There was no such agreement here and the question is whether merely leaving his passbook to be balanced by the bank imposed on plaintiff the duty of calling for the book and the cancelled checks within a reasonable time, or indeed at any time, under the penalty of relieving the bank from liability for the repetition of errors already committed.

We are satisfied that the law imposed no such duty on the depositor and as far as we are advised, no court has ever so held. A statement of account, though prepared and ready for delivery, does not become a stated account with legal consequences, until it is actually placed in the hands of the party to be charged, and with knowledge of its purport, he has acquiesced in its correctness.

The Lamb Hardware and Implement Co. at Vermontville, Mich., has purchased the Hammon Bros. hardware and furniture business.

Long Shots at Short Range

Pointed Comment and Suggestion Here from the Understanding Consumer For Merchants who Do Not Tie Up with Manufacturers' Sales and Advertising Help—Also For Manufacturers who Put All Their Advertising Eggs in One Basket and Forget to Educate the Dealer Through the Trade Magazines, Where He Looks for His Business Information.

(By Edna Haas, Advertising Manager, L. Haas Store)

FACT is we needed a new range — there was no getting around it. The last time I planned to bake biscuits for supper we managed to get the oven fairly warm by 7 o'clock the next morning and then we had biscuit dough for breakfast. This couldn't keep up. We'd either have to buy a new range or all die young — of indigestion.

I've forgotten whether it was Socrates or Babe Ruth who said: "When you buy a range once or twice in a lifetime, buy a good one while you are at it." Whoever said it, I'm sure of one thing — it wasn't one of the dealers I visited within the next few weeks after our final decision to buy.

I might as well confess right here that a "send-for-our-booklet" coupon, attached to the southeast corner of an advertisement nearly always interests me to the extent of 2 cents in stamps, so the night after we had the biscuit dough for breakfast, I looked through the pages of my magazines and spent the rest of the evening "sending for booklets."

Nearly every known range on the market was represented within the pages of these magazines, so within the next week the range booklets began to pour in. Some of them were really works of art, beautifully illustrated and comprehensive to a degree.

Each booklet explained carefully why that particular range had every other range on earth skinned a city block. Most of them assured me that stove polish had gone out of fashion and that their range needed only to be washed off with hot sudsy water to be kept new and shiny as a silver dollar fresh from the mine.

Ready to Sell Ranges

They told me very many interesting things — those booklets. By the time I had finished reading them carefully I was ready to sell ranges as well as buy one. With each booklet or pamphlet was a letter from the range com-

pany assuring me of their appreciation of my interest and advising me that the dealer who handled their range in our town had been informed that I was interested in buying and would get in touch with me at once.

Fine! All I had to do was to sit back and listen for the telephone — then I'd put on my hat, take my umbrella and pocket book, go down and see the dealer who telephoned me, find the range I liked best and buy it.

I listened for that telephone call for a week.

By that time I had about made up my mind to wait until Spring to buy. I'd be jiggered if I'd go down and hunt up a dealer and beg him to sell me a range — we'd just make out as we were, we'd —.

Then I thought of all the nice, lovely things those booklets had said about juicy meats, and crispy doughnuts and flaky pie crusts and fluffy biscuits, and I decided to try just one dealer. Perhaps he hadn't received the letter from the range company; sometimes letters do go astray you know, and — the truth of the matter was that I wanted a new range and I was going to have one if I had to build it.

An Announcement in His Trade Journal Might Have Enthused This Dealer

I decided to make some needed purchases at the hardware store first, and give the dealer a chance to say something to me about the range. The owner waited on me himself. He's a fine man; I have known him all my life. He told me a number of interesting things about his boy away at school and his new automobile and his last

fishing trip. Finally I said: "Say, Mr. Jones, did you get a letter from the Round Elm people saying we wanted to buy a range?"

"Oh yes — I wanted to call you up about that. Do you all want to buy a new range?"

"Why yes — we're thinking about it."

"Well, come right on back here. We've got the ranges you speak about.



MISS EDNA HAAS
Advertising Manager of the L. Haas store. Are hardware merchants and salesmen willing to admit that a young lady who hasn't had near the experience and training in hardware and house furnishings lines that you have had can write a better advertisement or talk salesmanship to better advantage than you can?

Here is a young woman in a small town that has ideas and suggestions from which you can profit. Most people overlook the acres of diamonds lying all around them, thinking that the fields beyond them are always the greenest.

Miss Haas knows that human nature is the same in a small town as a large one, and often the opportunities of the small towns are greater than the larger towns and cities if the salesman and merchant will only take advantage of them.

See, here they are now. Now which one do you like best?"

"Well—I like that one; it's a good range, isn't it?"

"Oh yes—yes—fine range."

"Is it better than that one?"

"Well, I don't know—about the same—same price."

"Is there any difference at all?"

I don't want to bore you with conversation, but that man never got any further than the price—and neither did the other three dealers.

Woeful Weakness of Some Range Dealers

With magazines and newspapers, and bill boards, and electric signs, and snappy salesmen, and almost weekly sales letters hurrahing for these ranges all over the United States, these dealers did not find it worth while to know one good talking point on the subject.

There is perhaps no one kind of store in a small town that carries a more diversified line of goods than the hardware store.

This is easily explained. There are only about five different kinds of stores in a small town: general dry goods and clothing, groceries, furniture, drugs and hardware. The dry goods and clothing stores keep us warm and "stylish." The grocery stores "feed" us. Obviously the furniture and the drug stores have their own little niche and that leaves the hardware store to take care of the greater part of our household needs.

Opportunity to Appeal to Household Pride

Cooking, cleaning, moving, remodeling, gardening, building — the hardware store is sure to have a finger in the pie, and yet these stores seldom advertise. For the most part the Methodists are likely to buy at John Smith's because they see him at church every Sunday and know him well—the same with the Presbyterians at Jones'.

And for the rest of the small town population, it is usually a matter of which store we can get to quickest if we are in a hurry—or the handiest store — next door to the meat market perhaps.

What the small town hardware dealer needs is vision—often called "pep." When the first robin red breast comes along in the springtime, it's up to the hardware man to begin thinking in terms of paint and lawn mowers and house cleaning utensils and garden tools. And he must do his thinking out loud in the newspapers.

That isn't a very difficult thing to do, nor one that involves a great deal of time or expense. Merely telling people in friendly, easy-to-understand words, about a few seasonable items that are needed in all households at this season of the year—something of the brands carried, and their advantages—and the price, that's all.

Every season has its commercial valuation to the hardware man who, more than any other small town merchant has thousands of dollars'

worth of publicity—thousands upon thousands of dollars' worth of national advertising to back him up and help him sell his wares.

Trade Papers' Chance to Educate Dealers and Clerks

As I read the trade papers, I cannot help but wonder why the manufacturers don't use them to really educate the dealers and their clerks. It is easier and cheaper than any other method I know of. Many merchants subscribe for just such a publication as this having it sent to the homes of their employes, simply for the purpose of teaching those men and women not only more about selling and salesmanship, but that they may "absorb" the points and ideas from the advertisements as well.

Perhaps after all the manufacturers have overlooked one essential matter in enthusing these merchants and salesmen.

Oh, I forgot to tell you about the range! We bought it in St. Louis. We had definitely decided upon the kind of range we wanted, but the first afternoon we were in St. Louis I noticed another of my "booklet" ranges in a window, so we thought we'd just go in and look at it.

We bought that one—and I wanted to bring the salesman home as a souvenir, but he wouldn't come. Really he told me so many good points about that range that I wanted to grab it and run home with it before anyone else got a chance.

At Last a Salesman Who Knew His Points

He explained the mechanism of the drafts and dampers, he gave me dimensions of the ovens and cooking surface. He told me something of the special process used in making the enamel and he pointed out the special features of this range compared with the other ranges I mentioned. He gave me statistics proving something of the wearing quality of his range.

I don't recall his mentioning price more than once in answer to my question. If there is anything about that range that he forgot to mention though, I can't imagine what it would be.

And by the time he had finished talking I wanted that very range no matter what it cost—and I got it. Yes, we like it fine. We have biscuits nearly every night for supper now—fluffy ones.

CAN YOU ANSWER THESE QUESTIONS?

How much did I buy?

How much did I sell?

How much did it cost to sell it?

How much did I make?

How often do I turn my stock?

Which line or lines move the fastest?

Did any salesman fail to earn his salary?

Can I get the answer to these questions from my present records any time I want it?

If not, then it is time to install an accounting system which gives you this information.

AID HARDWARE CO. AIDS IN SHOWING THEM UP

The Aid Hardware Co. is one of the progressive Western merchants which believe in "advertising the mail order houses" — yes, sir — advertise them to show the deception so often practiced and how customers are misled.

They are not among those merchants who feel that "every time they mention a mail order house they are advertising it," as some put it — on the contrary, they are real "show-me" merchants and believe that when they can show deception and misleading advertising they are not adding to the mail order house business.

The Aid Hardware Co. believes in "fighting fire with fire" if necessary.

We will venture that the mail order houses do not solicit half as energetically in the community of the Aid Hardware Co. as they do in the territory of those merchants who keep quiet and say nothing. The mail order houses are looking for the communities where "sit-stiller" merchants wait for friends to come. Some of them are so quiet they don't even advertise in their local papers. That is the cream of the territory where the mail order houses go.

Here is the way the Aid Hardware Co. advertises them:

GREAT AND GLORIOUS NEWS!! THE WAR MUST BE OVER!

Nails at \$2.00 a keg in Chicago. Yes that is what Sears Roebuck & Co. will sell you a keg of 60-penny nails for. They make this great announcement in their new catalog, No. 144, page 837, just out, in which they tell us that they have made great reduction on all hardware.

It would have been just about as sensible for them to have offered the farmers of the United States, gunboats at a nickel apiece—gunboats would be about as useful on the farm as a keg of 60-penny nails. We don't believe that one farmer out of a thousand would use a keg of 60-penny nails if they lived to be a hundred years old, and just to think your own home merchant no doubt is charging you 5 cents per pound for a few nails of different sizes. Holy cats! The old robber; he ought to be hung or at least put in jail and made to drink "home brew." But wait, us "old coons" had better put on our glasses and look a little further, where you will find in a very fine print that 8-penny nails are \$3.60 per keg in Chicago. Now fourth class freight rate from Chicago to West Plains is \$1.27 per hundred. The railroad company requires nails to be shipped at 107 lbs., as that is what the nails and keg weigh; that would make the freight \$1.35 per keg. Now it is generally considered that 10 cents is a very moderate charge to make out an order pay for money order, paper and stamps; that would make your keg of 8-penny nails cost you \$3.60 plus \$1.35, plus 10 cents, making a total of \$5.05 at the railroad here. Now we have right here at your door, without any fuss or trouble on your part, 6 and 8-penny nails at \$4.50 per keg. One keg or as many as you want without any chance for a delayed shipment of two or three weeks.

These great Chicago benefactors of mankind are the same people who boasted that in fifty years they would have the grass growing on the streets of every country town in the United States.

This nail incident cannot be termed deceptive advertising, for there is no doubt but what they will sell you a keg of 60-penny nails for \$2.00, but we do claim

that this is but one in a thousand of their low, mean and underhanded ways of causing disrespect and distrust between the home merchant and their friends.

When the "spirit moves again" we will have more to say about this mail order question.

West Plains, Mo.

AID HARDWARE CO.



The Oval Stop Signal, a new and improved signal device, is being placed on the market by The Silva Manufacturing Co., of Cincinnati, Ohio.

The new signal has a number of improvements and refinements not found in the ordinary signal. The materials used makes it impossible for the Oval to rust, while the parts have been assembled in such a simple, compact manner that it cannot rattle, nor can dust or water get inside. The Oval will outlast the car it guards.

Every part of the lamp is of heavy gauge brass, heavily nickel plated. The inside carries a beautiful silver mat finish, while the outside is finished in either highly polished nickel or double coated with high-heat baked black enamel. Either finish will withstand all weather conditions.

The word "Stop" is embossed on the best grade ruby glass with fire-baked black enamel background to make it visible in both daylight and darkness. A 21 C. P. bulb furnishes the flash.

The switch is of a patented design, working like the hook of a telephone. Contact is certain—it cannot stick.

The signal derives its name from its exclusive "oval" shape. This specific design was decided upon after a wide investigation which showed that the oval shape harmonized best with the lines of an automobile.

The Oval retails for \$7.50.

The Cane Paint Co., 329 East 9th street, Los Angeles, has enlarged its store, having a complete stock of hardware.

The Priest River Hardware Co. at Priest River, Idaho, reports the season's trade thus far as fully up to its expectations.

Orville Ewing has sold his interest in the Ewing Lewis, Inc., Manufacturers' Agents, and has taken temporary offices at 360 Golden Gate avenue, San Francisco.

W. L. Burnett, formerly of Dallas, Texas, and B. B. Trumbower have recently engaged in the hardware business at 1586 West Washington street, Los Angeles, and will be pleased to receive catalogs from hardware manufacturers.

Geller Ward & Hasner announce that they have purchased the entire stock equipment and good will of the Southern Hardware & Supply Co. of St. Louis, have added it to their stock and are in a position to take care of all orders promptly.



BIGELOW BEARS BIG BURDENS

In the vast majority of wholesale hardware houses or large manufacturing institutions in the hardware line, there is a distinct division between the sales department, the production department and the accounting, auditing or financial department.

Perhaps the key to the exception in this case is the first three letters of George C. Bigelow's name. Officially Mr. Bigelow is director of credits and educational director for the Honeyman Hardware Co. Thus his "bigness" refuses to be limited to one department or branch of the business and he is called into various responsibilities.

At the credit desk his duties are similar to those of some man in every institution, keeping in touch with the company's customers as to their financial standing and passing on every credit order going through the books.

As educational director he has built his own temple and charted his own course. The Honeyman educational department has published booklets describing fully the different goods and lines in a hardware stock. Taking one line at a time, both sales and production points are expanded. Other duties have to do with the personnel of the company and general instruction on various matters, including house rules as well as the education of the community on the general phases of the hardware stock. These are only a few of the matters under Mr. Bigelow's genial and competent direction. Under his direction a complete code of house rules has been formulated and published.

Entering the Honeyman organization some twenty years ago, Mr. Bigelow has stayed with his first job, working his way up through the ranks of the organization until he is now at the top and "on the inside." He may in fact be said to correspond in the organization to Secretary Hoover in the Cabinet, in that special matters, new conceptions, and all particularly hard jobs are assigned to him for solution and administration.

Mr. Bigelow is not one who struts in the spotlight. He is one of those quiet admirable fellows who prefers to work quietly, loyal to his cause, letting the glory rest where it will. There would be neither organization nor trade if it wasn't for such as George C. Bigelow in the business world, men who may be depended upon to do a job, whatever it is, for the sake of the job, with their heart set on the work itself, not on some reward.

The Bisline Co., which recently engaged in business in the hardware and implement lines at Blackfoot, Idaho, reports a very satisfactory outlook.

BRIDGEPORT HARDWARE MFG. CORP. DENIES RUMOR

From the executive offices of the Bridgeport Hardware Mfg. Co., at Bridgeport, Conn., a letter has been sent to all the company's jobbing customers the country over denying a rumor of proposed absorption of the company, and setting forth in no uncertain terms the Bridgeport intentions and plans. Following is the text of the letter, which is self explanatory:

TO THE TRADE:

We have just heard of a rumor which is alleged to have been passed around among the Pacific Coast jobbers and others to the effect that The Winchester Company, of New Haven, Conn., control or are planning to control our corporation.

This rumor is absolutely without foundation. There never has been any connection between The Winchester Company and our company, and there never will be. We never have sold one dollar's worth of our goods to The Winchester Company and do not expect to.

Our policy is to protect our jobbers in every section of this country and abroad. This policy will continue unchanged.

Jobbers who catalogue and distribute Bridgeport line goods can depend upon a square deal in every respect. We run our own business, we are not a subsidiary of, nor are we connected with any other concern in any way, shape or manner.

Our business is progressing very satisfactorily and we have every confidence in the future. It will be our pleasure to serve you as formerly.

Yours very truly,

THE BRIDGEPORT HARDWARE MFG. CORP.

WASTE WITHOUT WASTE, AND WASTE THAT BRINGS PROSPERITY

The Dallas Waste Mills, of Dallas, Texas, want the opportunity of sending each of our readers a sample of their cotton and wool waste, sterilized cotton wipers, and quoting them prices that will be interesting.

They offer a quality and price that is unexcelled, a service unequalled, and only wish the opportunity of proving this.

For the convenience of the trade, stocks are carried at Dallas, Houston, El Paso and Los Angeles.

Samples and full information may be had by writing them at Dallas, or to their sales representatives, Lippincott, Beall & Co., at either El Paso, Los Angeles or San Francisco.

A. L. Grubb has succeeded Wicklund & Grubb in the hardware business at Wahpeton, N. D.

The Complete Hardware Co. at Cleveland, Ohio, has been incorporated, with a capital of \$5000.

The Monteith Handerson Hardware Co. has been incorporated, with a capital of \$35,000, at Belton, Texas.

The Pittsworth-Lacy Co., at Wolfe City, Texas, has increased its capital from \$15,000 to \$30,000 in the harness and saddlery business.

T. A. Schroeder has opened a new hardware store at Westmorland, near Brawley. A complete line of hardware and farm implements will be carried.



A heart to heart talk with you, Mr. Dealer, from the Sales Manager

INVENTORY time is past—the big buying season of the year is at hand. Probably as you read this, you are considering the products you will discard and the new lines you will take on.

To the dealers handling Peerless Products, renewal orders will be a matter of course. For Peerless Products have proven that they sell—sell rapidly and easily—and pay a good, long profit to the jobber and dealer.

Investigate Peerless

To the dealers who have never sold the line, we urge an especial investigation of Peerless merits. Ask Ford owners who have used them—ask other dealers who have sold them. You will find this true: Peerless Products include a line of necessary replacements—no fancy specialties but staple sellers—Peerless Guaranteed Honeycomb Radiators, Peerless Fenders, Tool Boxes, Combinations, Wheel Discs and Radiator Caps. Each is a quality product, built to give greater service, more value per dollar of cost than any similar product on the market. Each is the kind of article in demand the year 'round; they don't clutter up your shelves from buying season to buying season.

A Big Profit for the Dealer

The entire line has been so thoroughly merchandised and advertised that today it is the best known line of Ford replacements in the country. There is no sales resistance to use up time, no lengthy selling talk necessary. Every article sells on sight.

Along with this rapid turnover is a profit as large or larger than that offered on other accessories and replacements. It is a profit that, considering the easy selling qualities of the line, is exceptional. It is a profit that you as a live dealer in the business for profit, cannot, for your own sake, afford to overlook.

Before spring breaks and the buying starts, get Peerless Products in your store and notice the increased sales. Your jobber will supply you. If he can't, write us direct.

Director of Sales

**RADIATORS
FENDERS
TOOL BOXES**

**PEERLESS
PRODUCTS**
FOR FORD CARS

**COMBINATIONS
WHEEL DISCS
RADIATOR CAPS**

THE CORCORAN MFG. CO., CINCINNATI, O.

Ask Your Jobber About Peerless Products



C. A. IRWIN, NEW PRESIDENT OF THE MILWAUKEE ROLLING MILL CO.

Charles A. Irwin, until recently vice-president and general manager of the Canton Sheet Steel Company, Canton, Ohio, has been elected president and treasurer of the Milwaukee Rolling Mill Company, Milwaukee, Wis., in charge of operation. His headquarters are in Milwaukee. Mr. Irwin made his start in the steel business associated with his brother, erecting the Denison rolling mill at Canton, Ohio, in 1897—leaving in 1900 to become associated with the Stark Rolling Mill Company as secretary and general superintendent. He resigned in 1908 and organized and built the Canton Sheet Steel Company, in which company he acted as vice-president and general manager until recently, when this company was taken over by the Hydraulic Pressed Steel Company of Cleveland, Ohio.

The Milwaukee plant is a very modern sheet mill, containing eight hot mill units, with annealing and galvanizing departments, manufacturing black, blue annealed and galvanized sheets from 10 to 30 gauge. It was completed and started operations in 1921. It is equipped with all the latest devices for economically handling sheet bars and rolled sheets.

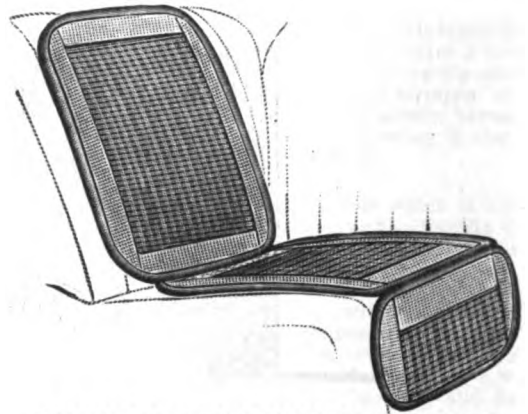
LAWN MOWER INFORMATION

The Philadelphia Lawn Mower Company, Philadelphia, Pa., manufacturers of the first side wheel mower made in 1869, and the highest grade lawn mowers on the market are entering on their fifty-third year. They are lawn mower makers only. It is not a side line with them, and they have put forth every effort to make their line the most up to date and most complete hand, horse and motor mowers.

In it you will find the mower you need, whether for large lawns, small city yards, big estates, cemeteries, parks, institution grounds, golf courses, etc., and they desire to serve you with these exceptionally high grade machines. Only the very finest raw materials are used. The highest prices have been paid to secure the same high grade materials and thus keep up the standard of the genuine "Philadelphia" lawn mowers.

A large catalog is issued, illustrating and describing the entire line, also a new small catalog, giving the same information, and a folder describing in detail their walking and riding types of motor mowers. These latter machines are in greater demand with each season. They save time and labor, less for upkeep, in fact their initial cost is practically first and last cost. Catalog and prices sent on request to The Philadelphia Lawn Mower

Company, 31st and Chestnut Streets, Philadelphia, Pa., U. S. A.



WEDFORD DE LUXE EVR-KLEAN SEAT COVERS

The Wedler-Shuford Co., of St. Louis, manufacturers of automotive equipment, announce their new Wedford De Luxe Evr Klean seat cover. It is made to fit every size seat cushion. They are clean, cool, comfortable, sanitary, economical and washable. They are adapted for every make or style of automobile.

This cover is necessary to prevent soiling and undue wear on clothing. It will protect clothing from shoulder to shoe top.

It is designed to fit the back and seat cushions, also front edge of cushions in any make or model car.

It is more comfortable and attractive than ordinary covers and the cost is considerably less. It is not complicated, requires no mechanical attachments, therefore can be instantly applied or removed.

It prevents upholstering and wearing apparel from becoming soiled and unduly worn and the cost is so small it appeals to every car owner.

It is made of imported rice straw matting, flexible, strong and durable.

The back is 19 inches high and 17 inches wide, the seat is 17 inches square and the flap is 7½ inches by 17 inches.

Each piece is faced with a 2½-inch strip of high grade khaki material, adding to the appearance and durability.

The reverse sides are covered with a strong but neat wear-resisting material. The edges are bound in such a manner as to make each piece practically indestructible.

These come packed in cases of ten covers, weight 16 pounds; price, per cover, \$2.00 anywhere in the United States.

They shall be glad to give further information to any of our readers upon request who will address them at 320 North Nineteenth Street, St. Louis, Mo.

BOLLER REPRESENTATIVES

The Peter Boller Machine Works of Chicago, Ill., wishes to announce to the trade that they have just opened the following agencies to take care of the trade in their territory:

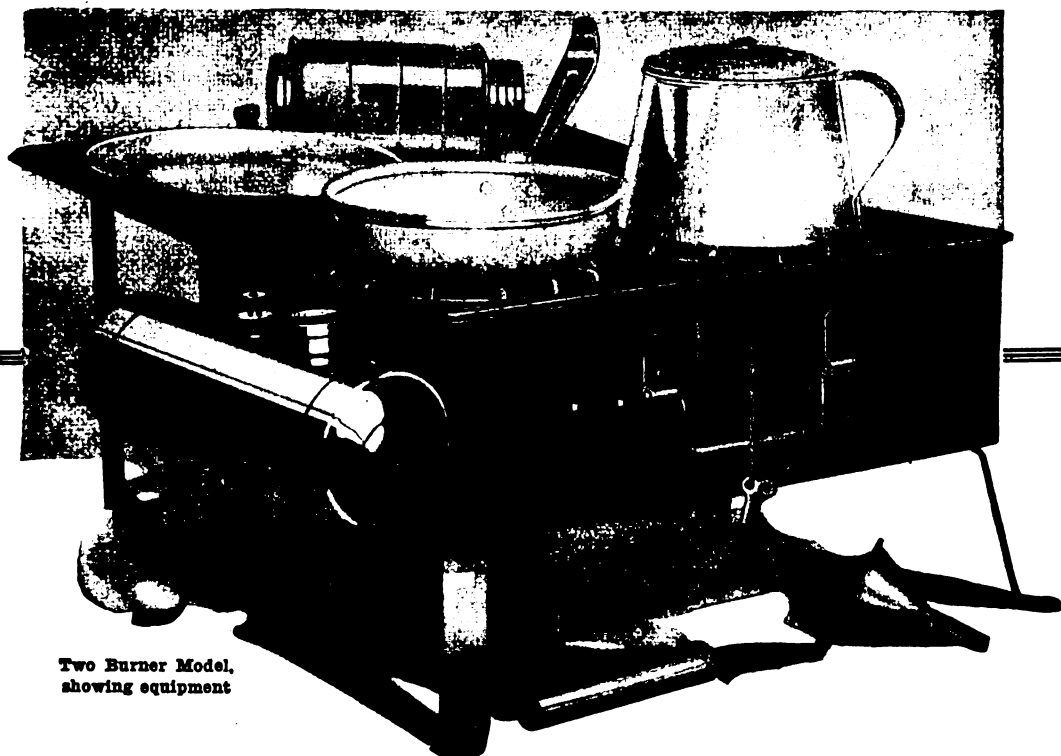
Thayer & Bower, 806 Lewis building, Portland, Ore.; H. A. Killam in charge Northwestern states.

Harry D. Spore, 2852 Pershing drive, El Paso, Texas; Mr. Spore in charge State of Texas.

Thayer & Bower, 775 Emerson street, Denver, Colo.; J. H. Morrison in charge Central Western states.

Brush Brothers, 116 West 39th street, New York City, N. Y.; New York and New England states.

With the opening of these offices, together with the ones already established, this company is in personal touch with its customers at all times. The increased demand for the Boller line of mop wringers has made this step necessary.



Two Burner Model,
showing equipment

Real Profits For You—



Two Burner Model—Closed
All Equipment Packed Inside

Price With Equipment - - \$15.50
Price Without Equipment - - 13.50

SOME EXCLUSIVE FEATURES WORTHY OF COMMENT

- Patent pressing gauge gives perfect control over air pressure.
- Warming plate keeps food warm and forms a rigid work table.
- Large, well made grates exactly as used on a gas range.
- Flame regulators operated by a detachable key giving a cold handle at all times and eliminating breakage. Master burner generates both burners at once.
- Legs quickly detachable and pack inside with all equipment.
- Cinch fitting elbow connecting feed pipe to tank eliminates all possibility of leakage and breakage at this point.
- Polished brass tank adds years of life to the stove.
- The new chocolate brown baked enamel finish adds 100 per cent to the looks of the stove.

KAMP *Auto* KOOK KITS

COMPARE the new Auto Kamp Kook Kits with any portable camp stove on the market. It won't take ten minutes to see the difference — and just as quickly you'll see why Auto Kamp Kook Kits sell so easily and **STAY SOLD**.

Auto Kamp Kook Kits are made of the very best materials obtainable—burn motor gasoline—give a hot steady blue flame that a thirty mile wind cannot blow out—fold up like a suit case with all equipment inside. They are made in several sizes from the One Burner Model at \$8.50 to the Six Party Suit Case Outfit at \$45.00.

Every dealer is backed by our national advertising as well as with valuable dealer helps, booklets, folders, window cut-outs, etc.

Write or wire today for particulars

Prentiss - Wabers Stove Co.
Spring Street, Wisconsin Rapids, Wisconsin



EVERY HOME A PROSPECT FOR APOLLO NICKELZINC SHEETS

Among hardware, furniture, general merchandise and house furnishing stores there is a product gaining great popularity. Apollo Nickelzinc, which has a pure nickel surface, highly polished and being non-rusting and sanitary and easy to apply or work up without destroying the high finish, readily fills a long felt demand.

Apollo Nickelzinc is without equal for kitchen, cabinet and table tops, chest bands and trimming, built-in pantry shelves, kitchen sink backs, drain boards, wash boilers, beverage containers, stove boards, radiator shields, shades, reflectors, steam tables, auto running boards, floor trimmings, washing machines and a thousand and one other purposes.

For hardware, furniture, general merchandise and department stores, merchants usually stock No. 9 (.018") gauge. These come in sizes 36x84, 36x42, 36x60 and 32x54.

It is cheaper and better than copper, and orders will be filled promptly.

It is a light, pliable, tough sheet metal with a bright, non-rusting, non-peeling finish. There are a multitude of uses for it. It need only to be displayed to make sales.

The manufacturers, Apollo Metal Works, of La Salle, Ill., will be glad to send samples and to quote prices to any of our readers upon request.

This product will be in much demand during this season.

JOHN F. HAZEN, ASSISTANT GENERAL MANAGER

The Pittsburg Steel Company announces the appointment of Mr. John F. Hazen as assistant general manager of sales. Mr. Hazen has for several years been connected with the sales end of the Pittsburg Steel Company in various capacities and is well known among the steel and hardware trade.

J. C. Brown has sold his interest in the Boone Hardware Co. at Lebanon, Ind., to W. C. Yutzey.

The Allen Hardware Co. has purchased the hardware and implement stock of J. W. Goin at Dahlgren, Ill.

L. B. McIntyre has taken possession of the Columbus Hardware & Furniture Co. at Columbus, Ind., in trade for his farm.

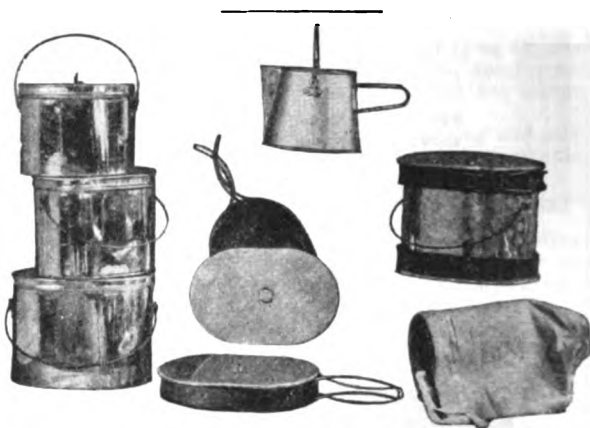
Flint Fields Hardware Co. at Bozeman, Mont., has been incorporated, with a capital of \$50,000, the incorporators being J. M. Flint, Nelson J. Flint, Floyd F. Wood.

THEIR DAY OVER

Cheap and unknown tires and tubes have had their fling. This is the opinion of 16,000 tire dealers, expressed recently. 60% of those replying believe that the cheap tire has had its day, 11% consider the demand fair but dwindling fast, and 29% think that the demand will continue, but not so strong as in the past.

To take a chance on bargain tires is no longer in vogue. Gyp tire methods have boomeranged and unknown tires been shifted into the discard. The low prices existing on standard lines today have left no place for the shoddy tire. The motorist has learned from costly first hand experience the difference between true and false economy in tires.

To get something for nothing isn't done. Dependable tires are not sold at shoddy prices. The exposure of the shoddy tire has been inevitable.



"CAMPER'S FAVORITE" COOKING UTENSILS

The National Appliance Co. announce a line of camp cooking sets, including nester pails, coffee pots, fry pans and folding ovens, that should be ready sellers, as they are particularly ingeniously designed for the use of automobile campers and tourists.

The utensils are all hand made. The pails and pots are made of extra heavy bright charcoal tin and the oven is of polished blue steel. A feature is their oval shape, allowing a perfect nest.

The "6 in 1" set, illustrated herewith, consists of one 2-qt. coffee pot, one each of 3½-qt., 5-qt. and 7-qt. pails, and two fry pans with covers. The coffee pot nests within the smallest pail, each pail goes into the next larger size and one fry pan fits over each end of the largest pail, as shown. Each article may also be purchased separately.

A folding camp oven is made of polished blue steel for roasting meat or fish and baking bread and biscuits, while reflector ovens 12 and 15 inches respectively can be used with an open fire.

The National Appliance Co. is located at 935 Sandy boulevard, Portland, Oregon, under the joint direction of J. O. Halverson and F. A. Anderson.

Amos & Co., successors to Claude Amos, Rocky Ford, Colo., advise us that they desire catalogs on the following lines: hardware, furniture, mattresses, beds, cooking utensils, galvanized ware, bicycles, stoves, ranges, rugs, cutlery, trunks and suit cases and electrical supplies. They report a good trade outlook.

"LITTLE SIOUX" VALVE LATHE



Fills a Need in Every Garage

Refaces valves of any size up to 2½ inches. Is simple, self adjusting and absolutely accurate. Even a novice can operate it. Fits in a vise or can be permanently attached to a bench.

Does a perfect job and requires only a few turns of the handle.

Cuts Hardest Steel Valves. No valve is too hard to be cut with a Little Sioux Valve Lathe. It is particularly adapted for cutting Tungsten Steel Valves.

Tool Holder is adjustable in or out. No up and down adjustments. Cutter can not get out of cutting line with valve. **Center Adjustment** has positive stop and keeps valves centered while refacing them. When set for certain sized valve it will always be centered for same sized valve.

Two Clamp Devices hold valve stem in perfect alignment. The adjustment lever holds cutter firmly and steadily against valve face.

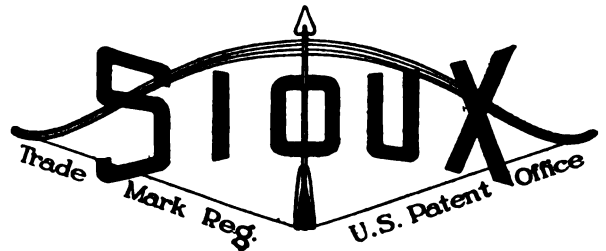
Circular Cutter provides unlimited cutting edges and has ten times the life of an ordinary cutter. Insures a smooth, even face on valve. Leaves no ridges. Made of special alloy of extraordinary hardness and stays sharp a long time.

Graduation Plate has angles 30, 45, and 60 degrees plainly etched on it. Accurately adjusted by simply loosening clamp, moving adjustment lever to proper degree and setting clamp again. Closing lever keeps cutter in accurate line.

SIOUX SERVICE keeps cutter sharp for you at no cost except carrying charges both ways. When cutter is dull send it to us and we will re-sharpen it and return it the same day it is received. Be sure you get Sioux Tools if you want this free service.

Sold by All Live Jobbers

ALBERTSON & CO.
SIOUX CITY, IOWA





W. L. HUGHSON IN ACTIVE CHARGE

W. L. Hughson himself, one of the best-known hardware men, has again taken active charge of the firm of Hughson & Merton, which for over 30 years has borne his name. Although Mr. Hughson is an important automobile man, a pioneer in this line also, and one of the principal organizers in the automotive trade in the West, he has never lost his actual nor spiritual interest in the hardware business as manufacturers' representative.

Under Mr. Hughson's personal direction, the firm of Hughson & Merton has added several new and important accounts to the number of standard manufacturers they represent. Henceforth they will specialize on standard, staple lines, getting away from the specialty goods. Some of the institutions whose sales they handle have been represented for a quarter of a century.

Headquarters will continue at 9 Main street, San Francisco, where F. C. Wigmore will be in charge of the office and local sales. Associated with the firm at the various offices, A. G. Fox and J. I. Claussen will continue to keep in touch with the wholesale buyers in the various lines represented.

ILLINOIS PURE ALUMINUM COMPANY WORKING NIGHT AND DAY

The Illinois Pure Aluminum Company, Lemont, Ill., makers of the famous "American Maid" line of aluminum kitchen utensils, have been operating up to capacity for some time past. They are at present employing about 300 men and the plant is working day and night. This concern, which makes a popular priced line, is one of the oldest makers of aluminum kitchen goods in the country, having been in business since 1892.

During the month of December the plant turned out 420,000 single pieces. Since the first of the year they have added the following numbers to the line: Self-basting roaster, ball-shaped percolator, large heavy preserving kettle, and convex kettles. The percolator has a seamless welded spout and is an exceptional retail value for one dollar.

C. EDWARD WOOD REPRESENTS JACOBS BROS.

Jacobs Bros. Co., Inc., manufacturers of scales and slicing machines, of Brooklyn, N. Y., announce that C. Edward Wood is their sales representative on the Pacific coast.

Mr. Wood will maintain offices in Los Angeles and San Francisco.

Mr. Wood is well known to the trade throughout the country generally and he will undoubtedly prove a most satisfactory representative.



A "GOLD MEDAL" ARKANSAS TRAVELER

Here is a man who is a greater "old medalist" than General Pershing and the chairman of the School Board combined. Yet he is in no sense a "meddler." His name is Jeffries, yet he is in no sense a fighter. Our man is also a good deal of a specialist, yet with a most general training both geographically and in the various phases in the hardware business.

J. G. Jeffries is a Western representative of the Gold Medal Camp Furniture Manufacturing Co., of Racine, Wis., and has been for some fifteen years past, to the continued and ever-growing mutual satisfaction of the trade and the company. Along with the camp furniture line in Mr. Jeffries' grip go a few jobbing specialties, such as: Goldberg camp stoves (Denver), Princess Flyswatters (United States Mfg. Corp., of Decatur, Ill.) and a few others.

Mr. Jeffries was born in Arkansas and seems to have traveled ever since. After a few years in the local hardware store at Helena, he went to St. Louis and entered the Simmons hardware "college." After less than a year "inside" he started traveling for the company in the Southern states. It is noteworthy that Oscar S. Cranshaw, now special western representative of the company, was manager of the retail store at Helena, where Mr. Jeffries had his first taste of hardware, and both of them were later "on the road" for Simmons together. With these strong bonds in common they have been the best of friends ever since.

Further West, Mr. Jeffries traveled for many years for Dunham, Carrigan & Hayden Co., and was one of the hardware factors at Tonopah and Goldfield during the gold rush days—both as wholesale salesman and manager of a "boom" retail store. At the request of his good friend, Charles O. Janssen of St. Louis, he made a trip over the Western territory with Gold Medal camp furniture and he handled the situation so to the satisfaction of his principals that he has covered the territory ever since.

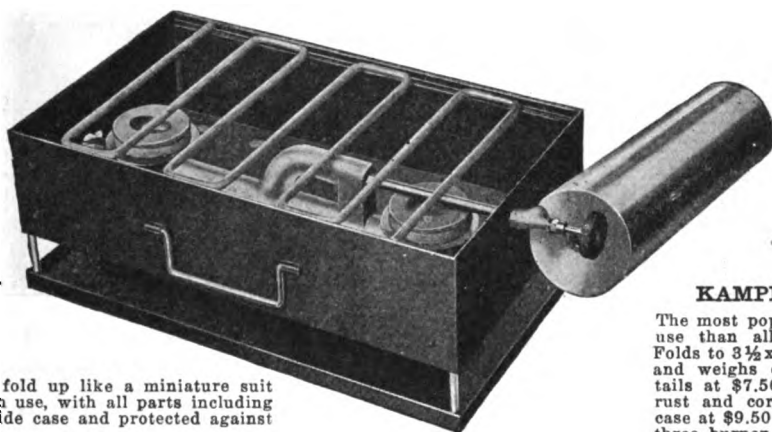
It is the strict and consistent policy of Mr. Jeffries for the Gold Medal line to sell a very limited number of jobbers in each trade center. The fame and reputation that the line has gained make it imperative that it be handled only through the most stable and established trade channels.

The capital of Louis Hanssen's Sons Hardware Co. at Davenport, Iowa, has been increased from \$99,000 to \$250,000.

AMERICAN KAMPKOOK

TRADE MARK REG. U.S. PAT. OFFICE

THE IDEAL CAMP STOVE



All Kampkooks fold up like a miniature suit case when not in use, with all parts including tank packed inside case and protected against loss or breakage.

KAMPKOOK No. 3

The most popular size. More in use than all others combined. Folds to 3½x9x15 inches in size and weighs eight pounds. Retail at \$7.50. Also made with rust and corrosion proof brass case at \$9.50; larger size \$8.50; three burner size at \$12.00.

The Kampkook Leads

THE American Kampkook was the first successful gasoline camp stove ever placed on the market. Into this first Kampkook were incorporated the ideas and features which a quarter century's experience in the manufacture of gasoline heating and lighting appliances had proven essential to dependable and satisfactory service.

The attempt to imitate these ideas and features, which have made the American Kampkook the choice of more than a quarter million motor tourists and campers, is the best testimonial and highest compliment to Kampkook superiority, a tribute to Kampkook leadership.

Consistent, intensive national advertising from the first has made "Kampkook" a household word with motor tourists everywhere. It is the stove they invariably ask for.

Kampkook dealers know that the Kampkook is profitable to handle because our sales policy assures 100 per cent protection and a liberal profit on every sale. And there are no come-backs; the Kampkook always stays sold.

If you are not a Kampkook dealer you should write today for information about our complete line of Kampkooking appliances and name of nearest jobber.

Kampkooks are Distributed by Leading Jobbers Everywhere

AMERICAN GAS MACHINE CO., Inc.

FACTORY, ALBERT LEA, MINN.

EASTERN BRANCH, NEW YORK, N. Y.



POLITEO REPRESENTING LOCKWOOD

The Lockwood Manufacturing Co., of South Norwalk, Conn., through the Allerton-Clarke Co., of Chicago, Western sales managers, announce the appointment of Jos. T. Politeo as special representative, succeeding the late F. G. Higgin.

Mr. Politeo is a dyed-in-the-wool builders' hardware man and seems unusually qualified for his new work. Some fifteen years ago, as a boy, he started his builders' hardware training. Later he entered the Pacific Hardware & Steel Co. organization and for several years past he has handled builders' hardware for Baker, Hamilton & Pacific Co.

Through the work of Mr. Higgins for the last few years, as well as through the merit that the manufacturers have built into the Lockwood line, it is well known to buyers, and Mr. Politeo will carry on the work so ably conducted heretofore.

INCREASING FACILITIES

The National Razor Manufacturing Co. have moved their plant and offices from Fremont to Lisbon, Ohio, where \$50,000 additional capital has been provided. This was not handled as a bonus proposition, but rather the preferred stock was bought by Lisbon capital, out of which the building and additional equipment was purchased.

The main building is three stories high and of brick construction, with a one-story forge room, making a total of about 9000 square feet of floor space.

They will continue to manufacture razors, featuring on high quality razors.

The factory is under the management of H. D. Petty, general manager, with J. J. Bennett, president; J. H. Hinchliffe, vice president; T. C. Williams, secretary; W. C. Bellinger, treasurer; R. W. Firestone, W. H. Hepburn, C. W. Ourant, J. F. Adams, also being on the board of directors.

Alex McNair has opened a hardware store at Orchard, Washington.

The Williams-Young Hardware Co. of Omaha, Neb. has been incorporated with a capital stock of \$15,000.

The Cut Rate Hardware Co. of Seattle has been incorporated with a capital of \$20,000, the incorporators being Abe Greenberg, Guy McPherson and Herman Hurwits.



FIFTEEN YEARS WITH MILFORD SAWS

Perhaps the best recommendation and sales point that L. H. Edwards can make for Milford or Mil Flex hack saws when he calls on the trade is the fact that for over 15 years he has devoted his expert and unmixed energy to selling hack saw blades for the Henry G. Thompson & Son Co., of New Haven, Conn.

Born in Southington, in the center of the great Connecticut and New England hardware manufacturing district, it is only natural that he began with Peck, Stow & Wilcox, learning the ways of the big tool factory.

After a few years he wanted sales experience, and applied to the Henry G. Thompson & Son Co., at New Haven, with the strength of his convictions and confidence that previous lack of sales experience should be no handicap.

Just to try out the young man, he was turned loose in New York to see what he could do. That was nearly 20 years ago, and he likes to look back on how he left samples of hack saw blades with every foundry, machine shop and large or small user on the island of Manhattan. When he returned a few days later he was sure at least of a small initial order, for all these people had tried the samples which the energetic young hack saw booster had left.

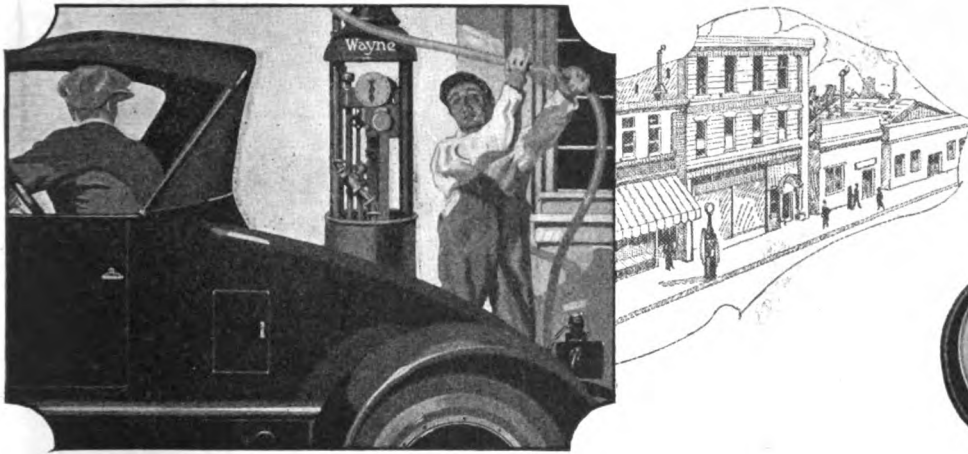
In the 20 years Mr. Edwards' business in New York and the Far West has grown just as his popularity and clientele in the trade have spread. Mr. Edwards calls on Milford and Mil Flex users, works with jobbers' salesmen, developing new accounts and everywhere enthusing and making more intimate the relations of Milford jobbers with the factory.

The Henry G. Thompson & Son Co. were originally manufacturers of book binding machinery, but for the last 50 years have developed an exclusive hack saw line with Milford and Mil Flex blades as the headliners. Saw frames, metal band saws and other closely allied products are made after the same standard.

The Cook Hardware Co. of Fortville, Ind., has been incorporated with capital of \$10,000.

Joseph Wetzel has purchased the interest of Fred Muhlenbruch in the Carlinville Hardware Co. at Carlinville, Ill.

The John C. Ross Hardware Co., at Austin, Texas, has been incorporated with a capital of \$30,000, the incorporators being John C. Ross, Frank Nivens and Carl Svard.



Selling more hardware with the aid of a pump

Ever stop to consider how a curb gasoline pump can help you sell more hardware? Here is the way it works out:

A gasoline pump on the curb in front of your store will stop its share of passing motorists. While you, or one of your assistants, are filling the tank, make a few suggestions to the driver about his need for a new saw, or fence wire, or some other item in which he might be interested.

If you handle automobile accessories, suggest the need of some of them. You will be surprised at the amount of goods in addition to gasoline which you can sell to drivers of automobiles.

A Wayne Honest Measure Gasoline Pump will attract trade to your store. Wayne Pumps serve the car owner quickly and give him the exact amount of filtered, water-free gasoline which he pays for.

Most motorists already know the good qualities of Wayne Honest Measure Pumps. And many more are learning about them from our national advertising and through their own satisfactory experiences. A Wayne Pump will help you get their trade.

WAYNE TANK & PUMP COMPANY

777 CANAL STREET

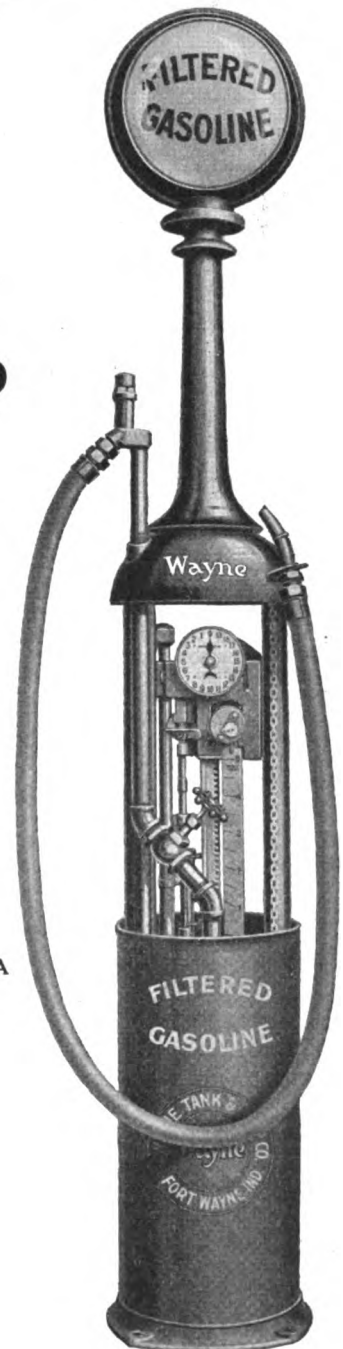
FORT WAYNE, INDIANA

An International Organization With Sales Offices Everywhere

San Francisco Office: 631-633 Howard Street.
Canadian Tank & Pump Co., Ltd., Toronto, Ont.

REG. U. S.
Wayne
TRADE MARK

HONEST MEASURE PUMPS



**Gasoline and Oil
Storage Systems**

**Heavy Metal
Storage Tanks**

**Air
Compressors**

**Water Softening
Systems**

**Oil Filtration
Systems**

**Oil Burning Systems
Furnaces and Forges**



LEE EAVES OF KORRY KROME

The above caption might be the name of a photo drama, or at least a continental dignitary whose fame was linked with some Egyptian or Indian conquest. Instead we have a good, frank, earnest Tennessee American who will henceforth sell Korry Krome sole leather to the shoe findings trade and hardware jobbers of the West.

Mr. Eaves is representing the J. W. and A. P. Howard Co., tanners, of Corry, Penn., manufacturers of Korry Krome. Although he is making his own entrance into the Western territory, his goods are well known to the trade. He himself knows the line well, for he has handled it for some years while with his brother, C. R. Eaves & Co., at Chattanooga.

During the war he demonstrated the stuff that is in him with the Thirty-second Division, in France. If the same good nature and fighting blood are combined for Korry Krome, we see no reason why new accounts shouldn't be added and old ones increased.

Roy A. Gage, of Lewiston, Idaho, is getting nicely settled in his new store, across the street from his old location. He reports a good business and a splendid outlook.

The Union Store Co., of Kamiah, Idaho, was burglarized a short time ago, but they were fortunate in catching the burglars, who received penitentiary sentences.

AUSTRALIAN HARDWARE DEALERS SAY MUST HAVE IT

Editor HARDWARE WORLD:

We are enclosing renewal of our subscription to your publication. Have much pleasure in enclosing money order for \$3.00, which is the normal rate of exchange.

Even if the exchange rate was out of all proportion to what it now is, that would not be sufficient to keep us from renewing our subscription to your publication, which is interesting, helpful, instructive and valuable to everyone. Sincerely yours,

BRACEYS, Ltd.

Per H. E. P. Bracey, Director.

Lithgow, N. S. W., Australia.



WHEEL-BARROWS AND WASHERS

Their friends call them "Wheel-barrow" Hubbard and "Washer" Robinson, for as Northwest representatives of the Puffer-Hubbard Manufacturing Co. they are busy talking wheel-barrows, washing machines, shipping boxes, coaster wagons and folding camp tables, along with other items in the company's full line.

J. H. Hubbard (on our left) does not bear that name by coincidence, for he and his brother founded the company at Minneapolis in the early nineties. A. O. Hubbard remains as president of the company, while J. H. has since managed the company's branch at Kansas City and is at present special representative in the Northwest, introducing the new detachable rubber tired "Town and Country" coaster wagon.

J. J. Robinson is factory representative for the company, specializing on the Daylight washing machine. Both make their headquarters at 207 Railway Exchange Building, Portland.

W. A. CHERRY, SALES REPRESENTATIVE

The Pacific United Sales Co. has been organized under the direction of William A. Cherry to handle sales and represent the interests of manufacturers in 11 Western states. The company pays particular attention to orders from jobbers and wholesalers, and a considerable organization is being built up to handle the lines of a score of manufacturers already represented.

Among the lines are such as: Pacific Brass and Hardware Co. and the Huber Mfg. Co., in the builders' line; Phoenix Mfg. Co. of Milwaukee and Allen J. Coleman of Chicago, on door hangers and cleaning devices respectively; silver aluminum, Erie, Pa., and Chasterns, New York City, on house furnishing goods; Spring Leaf Lubricator Co., automotive equipment; John J. Hildebrandt Co., Logansport, Ind., fish spinners, and a number of others.

The company features the Peerless window cleaning safety device, the invention and product of William A. Cherry himself. These are specially cast and designed brass anchors to be built into brick or concrete buildings. A belt is hooked onto the two polished projecting knobs. In ten years there has never been an accident or failure of a single installation.

H. L. Story recently purchased the interest of his partner, William Rice, in the Rice & Story hardware and furniture business at Anderson. H. L. Story has taken in with him his brother, Ed Story, who will conduct the harness department in the store.



—and a Supply of **WEED CROSS CHAINS**

“Yes, I want a new pair of WEEDS for my front tires and Weed Cross Chains to retread my old rear tire chains. You see at this time of the year it's best to chain all four wheels to the road.”

The above statement, overheard by one of our representatives, made such a deep impression on the dealer that he used the same sound reasoning and sold extra pairs of Weed Chains and Weed Cross Chains to a number of his other customers.

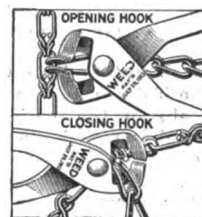
WEED CROSS CHAINS are hard but not brittle. They are “treated” to give just that degree of hardness which insures long wear without sacrificing strength. The surface hardness which graduates to the tough elastic core, enables the Weed Cross Chains to withstand both friction and shock.

If a better Cross Chain can be made it will be a “WEED”.

We are convinced that you, too, will increase your sales if you advise your customers that they should buy Weed Chains for their front tires and Weed Cross Chains to retread their old rear tire chains. It's worth trying anyhow and you will at least be reminding them of Weed Chains and Weed Cross Chains.

We also suggest that you use Weed Chains on all four tires of your own car, and thus practice what you recommend.

Note the attractive board on which Weed Cross Chains are displayed in the picture. You can have a board like this if you will but write us.



Sell Weed Pliers with Weed Cross Chains. They make retreading very simple.

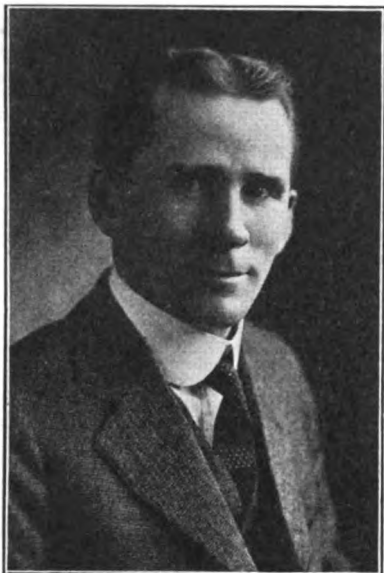


AMERICAN CHAIN COMPANY, INC.

BRIDGEPORT  CONNECTICUT

In Canada: Dominion Chain Company, Limited, Niagara Falls, Ontario

District Sales Offices: Boston, Chicago, New York, Philadelphia, Pittsburgh, Portland, Ore., San Francisco
THE LARGEST MANUFACTURERS OF CHAIN IN THE WORLD



CHARLES LONG FOR SHORT WASHDAY

Long in name, long in labor and long on his support of the short washday for men, women and children, is Charles H. Long, Western manager for the Maytag Company, of Newton, Iowa. Naturally, Mr. Long points to the Maytag as the logical solution of the Long washday.

Though Mr. Long is short in stature, nevertheless he has moved along in the Maytag organization at a speed and to a point commensurate with his energy and his grasp of the household utility situation. During his eight years with the company he has been connected with the Kansas City, Winnipeg and Minneapolis branches, and he now has headquarters at Portland.

Mr. Long points to the new Maytag aluminum electric washing machine as the ultimate in the field, though the multi-motor gasoline power machine for country homes is just as efficient. The aluminum tub has even greater capacity than the old wooden one. The Maytag wringer has simplicity, complete utility and compactness, strength of construction together with the company's years of experience and trial in the washer business are factors that make for the attractiveness and temptation of the Aluminum Maytag, ably represented by Charles H. Long and other similarly spirited representatives of the Maytag organization.

A DEPENDABLE SAW SET

The Taintor Manufacturing Company, manufacture the Taintor Positive Saw Set, which is guaranteed not to slip on the teeth, curl, crease, cut, break or mar them, and is well known to the trade.

These saw sets are standard and are universally used.

They are made of strong steel and fully guaranteed. They are self adjusting except the anvil, which must be turned to change the setting. There is no gauge to slip. The setting is done by forcing the teeth against one of the faces of the anvil.

One handle clamps the tooth so that it cannot slip, the other then moves and sets the tooth. Any setting may be returned to, the anvil faces being numbered.

It is the most practical tool of the kind on the market.

Dealers can recommend it with every confidence that it will please their customers. They will be glad to give full instructions and descriptive matter to any of our readers on request.

Wood Bros. have recently opened a hardware store at Charlexvoix, Mich.



CHOWN CHALLENGES CHAMPIONS

Let not our title be misunderstood to refer to any new bid of Mr. Chown for further fame through athletic encounter, or through other games or sports, although a good look at him will convince our readers that he could take care of himself under physical contests just as well as he does on the field of business.

It is, however, our intention to pay tribute to the enterprise, the earnestness, the sincere study and hearty interest which F. H. Chown devotes to his sales work among the buyers of the Northwest.

Hardware is second nature to him, for his father is proprietor of the F. R. Chown Hardware Co., one of the oldest, strongest retail stores in the city. Then, on graduation from that apprenticeship, he became industrial salesman for the Honeyman Hardware Co., calling on the corporations, manufacturers and industrial plants.

Several years ago he took on the representation of the lines of the Sprake Sales Co. in the Northwest, and by hard work, sound policy, good faith and service to the buyers his business has grown constantly. Besides the Sprake lines, Mr. Chown now handles the sales for the Boyle Manufacturing Co. and the Prentiss-Wabers Stove Co. in the Northwest. His offices are in the Gasco Building, Portland; but, like the other men who are doing business these days, he is seldom in his office.

GELLER, WARD & HASNER'S HAND-SOME CATALOG

Geller, Ward & Hasner, of St. Louis, have been taking much pride in their new large hardware catalog, which is one of the finest and most complete ever issued.

They have used a splendid grade of paper throughout and it is printed in such a manner as to make it most readable and easy to refer to.

No time, money or effort has been spared to make it complete in every detail. The goods are classified and arranged according to the various departments.

This company recently completed their twentieth year of business and in this time has grown exactly twenty fold—a testimony to the efficiency and efforts of the members of their firm and their coworkers.

The catalog comprises 1600 pages.

Their new weekly price service applying to this catalog is likewise being distributed among the dealers and subscribers.

This catalog will be found most valuable by all dealers.

THE SWINGSPOUT EMERGENCY UNIT

A New Invention: A running board unit for Gasoline, Oil and Water, embodying all of the desirable features of the SWINGSPOUT in combination with two improved types of holding Racks.

ATTRACTIVE, COMPACT, SUBSTANTIAL, QUICK SELLING



Lock Type Rack

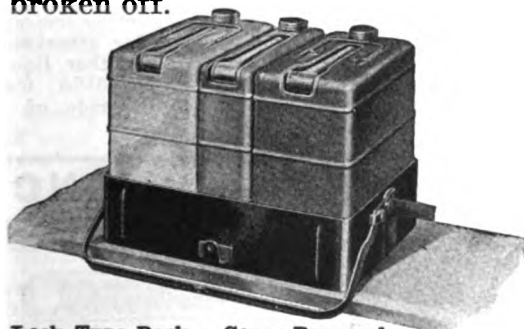
LOCK TYPE —

Bolted securely to running board with two concealed bolts.

Cover clamped tightly down by lever bar which may be locked.

UNIT and contents secure against theft.

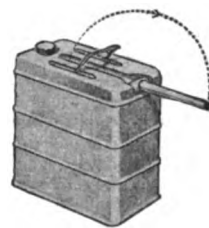
Does not overhang running board and has no projecting parts to be broken off.



Lock Type Rack — Cover Removed

THE SWINGSPOUT CONTAINER

eliminates the Funnel and Waste of spilled oil or other liquid. Containers, holding Rack and Cover finished in baked enamel. The top cover is felt lined, preventing dust or dirt accumulations on top of Containers.



Quick Detachable Type Rack

QUICK DETACHABLE TYPE —

Clamps to running board.

Dirt-proof cover held in place by spring clamps.

This type quickly removed from running board by loosening two thumb screws.

MANUFACTURED BY

SWINGSPOUT MEASURE CO.

251 South Avenue 17, Los Angeles, California

Sales Representative

C. A. GILBERT

1225 Post Street, San Francisco, California

NEW STARRETT TOOLS SHOW INTERESTING FEATURES

To all who know and handle fine tools—whether in the shop or over the counter — the advent of a new Starrett tool is an event.

The L. S. Starrett Company has recently issued a special supplement to its No. 22 catalog, in which are illustrated and described seventeen new Starrett tools of interest to many machinists.

Among them are the following:

Metal case for 1-inch micrometers: Nickel plated, made with round corners, lined with black velvet. Meets demand for more substantial and better finished micrometer case.

Micrometer depth gauge: Especially designed for mechanics requiring a depth gauge with 1-inch movement of the screw. Equipped with 3 measuring rods, capacity 0 to 3 inches, by thousandths of an inch.

Inspector's micrometer caliper gauge: Facilitates accurate measurement of walls of hollow cylindrical forms otherwise difficult or impossible to correctly measure.

Dial sheet gauge: For measuring the thickness of sheet metal, fiber, paper, cloth, celluloid, etc. A slight pressure on a thumb button permits the sheet to be inserted between two contacts. Release of the pressure causes the thickness of the sheet to be instantly indicated on the dial. Accurately measures any thickness up to .150 inches by thousandths of an inch.

Standard end measuring rods: Made with flat ends. Ends are hardened, ground and lapped parallel. Rubber handles guard accuracy by insulating against heat, which might cause expansion of rods while held in the operator's hands.

Combination square: The combination square, originated and perfected by L. S. Starrett is internationally known as one of the most popular and widely useful tools ever devised. Hundreds of thousands of Starrett combination squares have been sold in all parts of the world, and the Starrett square is today generally recognized as the standard tool of its kind.

The L. S. Starrett Company has, however, had many requests for a genuine Starrett combination square of a somewhat less expensive grade than the standard No. 11 Starrett combination square, and in response has now placed on the market its combination square No. 94, listed to retail at \$1.50. For carpenters and others not requiring the finer graduations the No. 94 combination square is particularly recommended. In this single tool are combined a marking gauge, rule, square, miter, depth gauge, height gauge, level and plumb. The two features last named are especially worthy of note, as it is claimed by the makers that no other combination square now on the market made to sell at a price approaching that of the Starrett No. 94 combination square is furnished with level and plumb.

Beveled edge squares: The line contact made by the beveled edge of these squares in contact with the work on which they are used is a feature that the L. S. Starrett Company believes will be much appreciated by

many mechanics. With the exception of having beveled edges on both sides of the blades these No. 55 squares are similar to the well-known Starrett No. 20 solid steel squares.

Double steel square: Has 4-inch sliding block graduated to 32nds and 64ths on one side and 8ths and 16ths on the other. Similar to the No. 14 Starrett square, but has larger beam.

T-handle tap wrench: Recommended for general use by tool makers, machinists and other mechanics. Especially designed for holding taps to be turned by hand, but can be used to equal advantage for holding drills, reamers, and other small tools. Jaws are designed to retain firm hold on tools and are heat-treated, insuring durability.

Vernier height gauge: 18-inch size with heavy base. Made in three types respectively graduated in English measure, metric measure and both English and metric measures.

Protractor and depth gauge: 6-inch sliding scale on protractor is graduated to 64ths and may be adjusted to gauge any depth within capacity; it also may be swung on the protractor, enabling the user to conveniently lay off any angle within 180°. The L. S. Starrett Company believes this tool will become especially popular with draftsmen, machinists and shop foremen because of the convenience its use affords in laying out work.

Steel rules with holder: An unusually useful tool, consisting of four small rules respectively $\frac{1}{4}$ "", $\frac{3}{8}$ "", $\frac{1}{2}$ " and 1" in lengths. With these rules is provided a holder into which the rules may be set at a convenient angle for easy reading. The use of these little rules and holder enables the user to readily and accurately measure small recesses, shoulders, etc., difficult or impossible to gauge with ordinary rules. It is expected that these Starrett No. 493 rules with holder will save machinists a great deal of time and trouble.

Bench block: At last mechanics are provided in this bench block with a really suitable tool for facilitating the work of driving pins in round or flat work. The blade is a 3-inch disk, $1\frac{1}{2}$ inches high, and has 9 holes varying from $\frac{1}{4}$ th inch to $\frac{5}{8}$ th inch in size; also a V groove for holding round work.

Thickness gauge: Particularly designed for use in the adjustment of automobile motor tappets, and the gauging of slots. Contains six leaves having thicknesses of .0015, .002, .004, .006, .015 respectively. The leaves fold into a convenient metal case on a screw stud which is easily removable for replacement of any leaf.

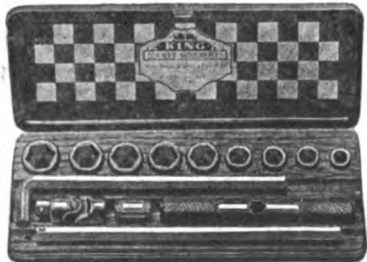
Tape hooks: Attached to $\frac{1}{4}$ -inch or $\frac{3}{8}$ th inch steel tapes, these hooks meet a definite need of mechanics, surveyors and others using tapes, by providing a ready means for hooking the end of the tape to a rod, stake, wall or any convenient point from which a measurement is to be run.

Plumb bobs: Especially made for attachment to steel tapes used for gauging oil or other liquids in tanks. Furnished in two styles: No. 515A, made of japanned cast iron, and No. 515B, made of nickel plated steel.

King Socket Wrenches

For
Every
Nut

On
Every
Car



In
The
Handy
Steel
Box

KING PRESSED STEEL & MFG. CO., Boston, Mass.

THE ARROW WRENCH

DROP FORGED

HEAT TREATED



A QUALITY TOOL

An exacting standard is maintained in the manufacture of the Arrow Wrench.

When an order is placed for these tools, there is an assurance of receiving a uniformly high quality.

ARROW TOOL COMPANY, Inc., Buffalo, N. Y.

This New Try-Square

Is

Automatic

=

*Display it
and it sells itself*

All these positions in one tool

Simore Automatic

The New Standard Square

PATENTED

ONLY once in a great while do you get an opportunity to handle a fast-selling article that has the display and demonstrating possibilities of the **SIMORE AUTOMATIC UNIVERSAL TRY-SQUARE**.

Put the Simore Automatic on the counter. We have a fine display card and illustrated folder. Show the Simore Automatic to your customers. Press the button in the aluminum handle and show how the blade instantly engages automatically in the obtuse or acute miters, obtuse or acute octagons or the square, and is held there as if it were riveted until released by light pressure on button.

Or, by swinging the blade to the other side, the tool becomes a bevel square and protractor square for computing and locating any angle, and can be locked at any angle.

The **SIMORE AUTOMATIC** is made in three sizes—four and one half inch, six inch and seven and one-half inch blades. It is the same size and weight as the ordinary try-square and fits the hand just right.

A demonstration is practically a sale. Every man who uses a saw or hammer, whether he is an expert mechanic or an amateur, will ultimately have this tool in his kit.

The retail price of the four and one-half inch and six inch **SIMORE AUTOMATIC** is \$3.75, the seven and one-half inch \$3.90, and the discounts insure you a good profit, particularly when you consider how fast this tool will sell.

Write or wire at once for full details and prices. Get acquainted with the first of our series of the new, patented, "**SIMORE LIGHTNING CHANGE**" tools. Innovations and sure sellers.

Write for free booklets about the Simore Automatic and for interesting pamphlet about "History of Tools," containing useful data, interesting facts.

**The Simon & Skidmore
Manufacturing Company**
110 East Sixth Street, Santa Ana, Cal.

New York Representative
INTERNATIONAL PURCHASING BUREAU
203 East 15th St., New York City

Watch for our next new patented
"Lightning Change" tool

Digitized by Google

Bevel
Protractor

Bevel Square

Acute
Miter

Acute
Octagon

Square

Obtuse
Octagon

Obtuse
Miter

Section Showing
Protractor
Actual
Size

Aligned
for
Convenience



ENERGETIC CAMP FURNITURE FACTOR

Peerless Camp Furniture, manufactured by the Tucker, Duck & Rubber Co., at Fort Smith, Ark., is becoming another outing institution and campfire companion throughout the West and South. Its popularity and distribution is increasing, due to a certain extent to the energetic pushing of Alden E. Glaze, one of the company's representatives.

Just as the entire Peerless line developed from a little canvas and frame shop which A. T. Tucker started at Fort Smith, with only his plans and his energy as backing, in the same way Mr. Glaze has typified the spirit of the company as well as the strength of the Peerless line by his representation.

About twelve years ago Mr. Glaze entered business life as a railroad clerk. After six years he felt he had accumulated all the routine knowledge and acquaintance with big business which the life of a railroad office man had to offer him. With Lansing Company's sales organization he had several years' experience, both on the road, in the city and with export buyers, handling the wheel goods and conveyors and contractors' equipment of this company.

A year in the navy during the war found him officer in the paymaster's service. For nearly two years Mr. Glaze has conducted his own business under his own name as a manufacturer's agent, and his hard work, appreciation of opportunities and his ever agreeable, hustling manner has made for him friends and no small number of orders.

Several months ago Mr. Glaze arranged with the Albert Lilly Co., of 461 Stuart Building, Seattle, to represent his various lines in the Northwest. Among the other accounts which Alden E. Glaze & Co. represent are: Oliver-Barth Jack Co., Bates & Edmonds Motor Co., Sees-All Mfg. Co., and Combination Folding Camp Stove Co. His offices are located at 143 Second Street, San Francisco, Cal.

R. E. James of Gravette, Ark., recently engaged in the hardware business.

SILVER LAKE SASH CORD

NET WEIGHTS FULL LENGTHS
Silver Lake Co. - Newtonville, Mass.



THE AUTO SYPHON

is a new addition to the automobile accessory line which has recently been placed on the market by the American Gas Machine Co., Albert Lea, Minn. While the auto syphon was designed for the convenience of motor tourists and campers in filling Kampkooks from the automobile supply tank a great many other uses suggest themselves. It is especially valuable to auto drivers because it provides a means of easily securing gasoline in an emergency from any passing car. It is also a practical device for filling automobile vacuum tanks. The auto syphon comes with thirty-inch hose and retails at \$1.00. Full particulars and names of jobbers who have auto syphons in stock may be had by addressing the manufacturers as above or their eastern office at 78 Reade Street, New York City.

MARLIN SPORTING ARMS ON MARKET

After several years' withdrawal from the market, while the company was turning out machine guns for the government and engaging in other activities, Marlin sporting fire-arms are again announced as in production, with new models along with the old. Especially in favor will be the return of the high power lever-action rifles, always in demand among sportsmen through the trade.

The recent history of the Marlin Company centers about the powerful, positive personality of John F. Moran, and it is he who is directing the Marlin Firearms Corporation, present manufacturers. Mr. Moran was executive assistant to Harry Marlin before the war, and under the war administration of the Marlin-Rockwell Co. he directed the production of what were said to be more machine guns than all others put together. The company is said to have turned out the only successful synchronized American-made machine gun to shoot through the blades of an aeroplane propeller.

Through a reorganization in the company, Mr. Moran has acquired the sporting arms division, including the Hopkins & Allen plant, which was bought some time ago. Since many separate parts were in stock at the time of the reorganization, guns are now being produced and shipped to the trade.

Marlin arms will be sold through jobbers and dealers only, and the trade policy of the company as announced will be attractive to both parties. In the West the Andrew Carrigan Co. is representing the manufacturers.

Electric Appliance Company

807-809 Mission St., San Francisco

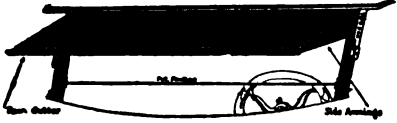
JOBBER OF ELECTRICAL AND AUTO SUPPLIES AND ACCESSORIES

Electric Ranges	Washing Machines
Suction Cleaners	Ironing Machines
Fan Motors	Heating Devices
Wiring Materials	Auto Accessories
Tires—Tubes—Ford Parts	

Genuine Crank Shaft and Connecting Rod
Bearings, Etc.

F. T. DUHRING, NEW PRESIDENT

The recent convention of the northern division of the California Retail Hardware and Implement Association elected Fred T. Duhring, of Sonoma, president for the ensuing year. In the absence of Past President G. A. Putman, Mr. Duhring presided at the three-day session this year and proved himself so excellent a chairman that his associates unanimously chose him as leader. Mr. Duhring is one of the pioneer merchants and a founder of the association. He served a former term as president. The new vice-president is W. B. Allen, of Palo Alto, while M. M. Brown and Leroy Smith remain as treasurer and secretary respectively.



In designing this New Era Visor everything has been thought of to make it distinctly better. All metal, rain gutter, awning ends, quickly adjustable, green underside to rest driver's eyes. Perfect protection from every glare. Steel, \$7.50; aluminum, \$10.00—prices that will make sales easy. Write for catalog.

NEW ERA SPRING & SPECIALTY CO.
65 Cottage Grove Ave., Grand Rapids, Mich.

Also SPRINGS - BUMPERS - TIRE CARRIERS

NEW ERA
DeLuxe (All Metal) VISORS

**"OIL RUINS TIRES"**

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

CURTIS AIR - FREE FROM OIL

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin C-8.

Curtis Pneu. Mch. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

"HEXALL" is a Good "Buy-Word"

EVERY accessory dealer and jobber knows that the line which consistently maintains its quality and as consistently pursues a policy of advertising is a line most profitable to handle. Quick and easy sales; steady repeats; frequent turnover.

That is why —

"HEXALL"

Trade Mark Reg. U. S. Pat. Office

Socket Wrenches

are always at the top of requisition lists. They move fast and stocks need continual replenishment. "HEXALL" is a good "Buy-Word" in socket wrenches.

"Break Any 'HEXALL' Wrench and We Repair It — No Charge"

R. F. SEDGLEY, Inc. Est. 1897

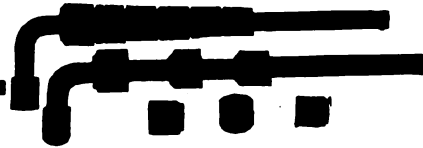
Also Makers of "BABY" Hammerless Revolvers

2311-13-15 North 16th Street, Philadelphia, Pa.

Pacific Coast Representatives:
McDonald & Linforth, San Francisco, Cal.

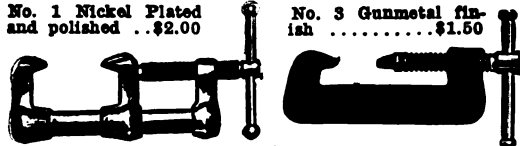
Patented Dec. 31, 1918

"HEXALL" Socket Wrench, No. 5—8 Pieces

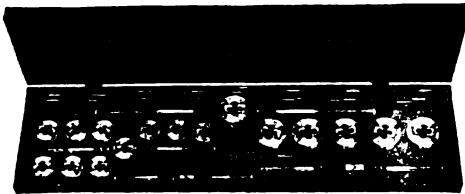
**KNOWLSON SPRING SPREADERS**

No. 1 Nickel Plated and polished ..\$2.00

No. 3 Gunmetal finish\$1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid Spring Leaf Lubricator Co., 1905 Forest Ave., Ann Arbor, Mich. Western Representative, Walter A. Scott Co., Mills Bldg., San Francisco, Cal.



No. 311 Combination Assortment



"The Sign of Accuracy"



Assortment No. 473

Essential Tools for the Garage and Auto Trade

Every garage or repair shop can recall a job held up by lack of threading tools. Good service requires adequate tools—be the one to sell them to your trade. The "Little Giant" Combination Screw Plate No. 311 will do the trick. Supplement it with the

"Hexagon" Retreading Die Set—the dies that go anywhere a nut will go, without any expensive holders. Fit any sort of wrench.

Remember that GTD goods stay sold—because they are **RIGHT**. Insist on them.



CARRIED IN STOCK BY PRACTICALLY EVERY JOBBER



J. R. FERGUSON



E. F. PALMTAG



F. J. BRUZZONE

SALES EXECUTIVES REARRANGED

Effective April 1, J. R. Ferguson, general sales manager of Baker, Hamilton & Pacific Co., and E. F. Palmtag, sales manager of Dunham, Carrigan & Hayden Co., resign from their respective positions to take an interest and assume managerial responsibility for the Schaw-Batcher Hardware Co., at Sacramento. F. J. Bruzzone becomes sales manager of Baker, Hamilton & Pacific, with E. A. Merritt as his assistant.

Mr. Ferguson was a member of the sales department of Dunham, Carrigan & Hayden Co. for nineteen years before he took up his executive duties with B. H. & P., two years ago. Mr. Palmtag looks back on sixteen years' pleasant connection with Dunham, Carrigan & Hayden Co., during which time he spent a year in the army and two years on a sales tour of the Orient and South Seas. The Schaw-Batcher Co. is one of the

Do You Sell Hack Saw Blades That Do Not Break or Shell Teeth?

THOSE are the two important features about Blades. They are the two things which will make users say you sell first-class hack saws. They are the two chief features around which the whole success of SIMONDS HARD EDGE Hack Saw Blades for hand use has been built. It has n't increased the cost of the blades to put this wonderful steel quality in them, but it has increased their attractiveness as a selling proposition for any Dealer — Read our offer on next page.

Simonds Manufacturing Company

Portland, Oregon
San Francisco, Calif.

"The Saw Makers"

Seattle, Wash.
Vancouver, B. C.

pioneer institutions of the West. Mr. Batcher will continue as president, while Mr. Ferguson will be general manager, with Mr. Palmtag as merchandising manager.

Mr. Bruzzone also had his many years of sales training with Dunham, Carrigan & Hayden and became assistant sales manager for Baker, Hamilton & Pacific Co. two years ago. Mr. Merritt has seventeen years' continuous connection with the latter company to his credit and has lately been successful in extending the business of his company in the South.

DEATH OF W. D. CALDWELL

The many many men in the trade who have been thrown into pleasant contact with W. D. Caldwell during his many years of activity as a hardware man were shocked at the news of his sudden death on March 2. Mr. Caldwell had been active and energetic as usual up until the first of the year, when a nervous breakdown forced him to a rest. When an attack of influenza seized him he failed to rally and passed quietly away.

Starting with the old firm of Baker & Hamilton as a boy, he worked up from the bottom until he was in an important executive position as head of one of the departments. His bright, quick manner, his aptitude for hard work, and the crisp energy and enthusiasm that always was characteristic of his work, made him respected by his employers and his fellow workers.



For several years he successfully conducted a retail business under his own name, and for the last few years has headed the Caldwell Sales Co. as manufacturers' agent for such lines as the Genuine Critchley reamers of Chadwick & Trefethen, the Sterling hacksaws of the Diamond Saw and Stamping Co. and other products.

Our sincere sympathy joins with that of his many good friends in the trade for Mrs. Caldwell, who survives him.

FREE SAMPLE SPINNER — ASK FOR IT

The new "Indian Chief," enamel finish, Kewell-Stewart spoons, manufactured by the Chas. H. Kewell Co., is proving most popular with sportsmen and, naturally, with dealers who are supplying the demand.

This is a ready seller and is an addition to the well-known Kewell line of copper, brass or metal finishes.

So anxious is Mr. Kewell to have every dealer see their new 1922 line that he will be glad to send to any dealer who will ask for it on his business stationery a sample spinner free.

If you haven't already seen the red, yellow and white Shoeshone Chief, the green and yellow Great Sagamore, or the red, yellow and blue Medicine Man, address Chas. H. Kewell Co. at their nearest office, either 1220 Boatmens Bank building, St. Louis, or 140 Duboce avenue, San Francisco; 388 Taylor street, Portland, whichever is most convenient, and a sample of one of the five Indian Chief enamel spoons will be sent you.

Any merchant who is familiar with the Kewell line of fishing tackle, including flies, leaders, spoons, rods, reels or special bait, is a "bug" on the subject, both to sell and use it himself.

The Kewell-Stewart special spoon "kicks like anything." Anglers have told Mr. Kewell that it is the deadliest lure invented. It has "six rays." With the ice tong hook dangling behind, it is especially erratic.

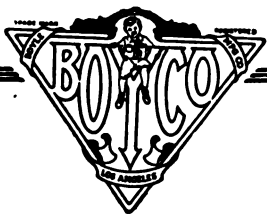
Be sure and write today for a sample and circular and full information will be sent to you.

That is the Kind Most Economical for Your Customers and Most Profitable for Yourself

THESE Blades are made in 8, 9, 10 and 12-in. lengths, 14, 18, 24 and 32 teeth per inch. A "silent salesman" stock cabinet to set on your counter, bright colored, attractive design, holds four gross assorted blades and helps you sell them by its uniqueness. One of these given free with an order for four gross of blades to be billed at regular Dealer's discounts. This involves such a small amount only, that you ought to order today and get in line for Hack Saw Blade profit.

This picture of the free cabinet does n't do it justice. You ought to see the real thing.

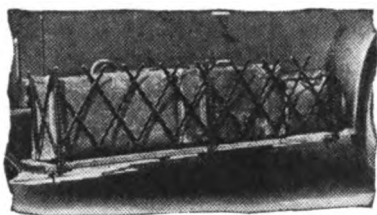




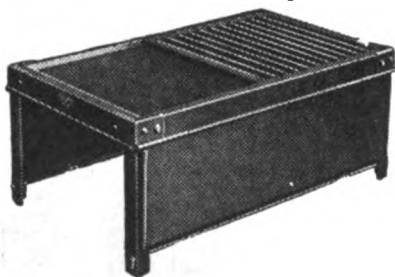
Here are Two Popular Boyco Products for Summer Sales

ONLY a short while and the highways will be crowded with vacation-seeking motorists. Dealers everywhere will find increased business and quick turnover in Boyco motoring equipment. Stock your shelves in readiness for the demands of summer. Place your orders now.

Two popular and quick-selling Boyco products are illustrated here. They are representative of the Boyco line of automotive and outing specialties—fast selling merchandise of sturdy construction and year 'round adaptability—business builders you can count on.



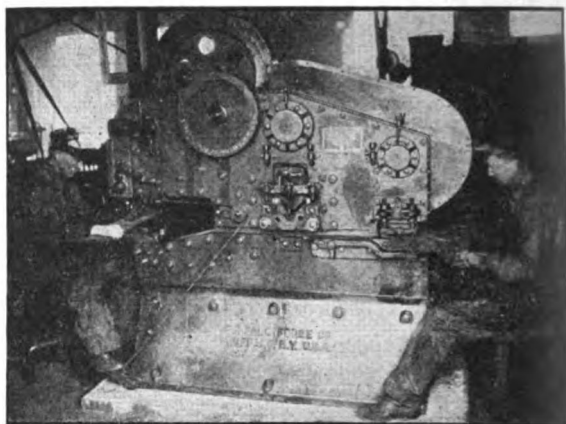
Boyco Luggage Racks clamp securely to the running boards on all standard types of automobiles. Of improved diamond-shaped design, they are sturdy, dependable and durable. Accommodate all manner and sizes of baggage and may be adjusted to various lengths as convenient. End-gates effect a completely enclosed carrier—eliminate all danger of loss.



Boyco Camp Grates are made from solid pressed steel. All parts are hinged or riveted to the top-plate—cannot be lost off. Folds into a small, flat package for carrying and sets up instantly on any kind of ground without burying the legs. Skirting forms commodious draft-proof fire box. Note design of top-plate—depressed section for use as a skillet and grid bars of hollow construction to prevent warping or twisting.

Write for Folders

BOYLE MANUFACTURING COMPANY
LOS ANGELES
CALIFORNIA



READY FOR BUFFALO No. 24 UNIVERSAL PUNCH, SHEAR AND BAR-CUTTER

Herewith we show in operation the No. 24 Universal Punch, Shear and Bar-Cutter, manufactured by the Buffalo Forge Company, it being in operation by the City Tool Works, of Los Angeles, Cal.

This machine has found a ready sale throughout America on account of its high tensile strength, light weight and convenience for architectural iron works, Ship builders and sheet metal workers in general.

In recent years there has been a big demand for metal cutting machinery of this type and it was the Buffalo Forge Company which designed, for the trade, the first practical machine of this type ever manufactured in America.

It is made of armor plate, having a tensile strength of about 75,000 pounds to the square inch, which is eight times stronger than that of cast iron.

These machines are carried by leading jobbers in all sections of the country, who will be glad to give full information to any of our readers upon request.

It is a machine that can be absolutely depended upon in every particular and, being made by such an institution as the Buffalo Forge Company, this goes without saying.

F. J. SCHOLLHORN OPTIMISTIC

"Let those who feel that 1922 isn't going to be a big year go out West and get a big breath of the spirit of energy, activity, and determination that is animating that always interesting and important section of the country."

So says F. J. Schollhorn, secretary and general manager of the Wm. Schollhorn Co. of New Haven, after a trip that took him pretty generally over the entire country, visiting the sales connections and principal distributors of Bernard pliers.

Mr. Schollhorn has the distinction of directing and representing the largest plant in the world devoted entirely to the manufacture of nippers, pliers and punches. When he was 15 years old he went into the factory that bore the family name. There has been great growth and development of the plant under his guidance. In 1890 the company purchased the Bernard patents. Mr. Bernard is still with the company, experimenting and advising in production.

For many years Haven & Haven have handled Western sales for the Wm. Schollhorn Co.

W.H. King is now Northwestern sales representative for the Dowd Sales Co., with offices at 320 Cherry street, Seattle. Among the lines Mr. King will handle are: Rawplugs, Clinton locks, Ives builders' hardware, Indiana shovels and Faultless casters.

C. EDWARD WOOD TO REPRESENT E. C. STEARNS & CO.

E. C. Stearns & Co., of Syracuse, N. Y., have announced they will be represented on the Pacific Coast by C. Edward Wood, with offices in San Francisco, Los Angeles and in the Northwest.

Mr. Wood is a salaried representative of E. C. Stearns & Co. and of wide acquaintance and experience. E. C. Stearns & Co. feel they are to be congratulated on securing him as their representative.

NEW DIETZ KEROSENE LANTERN

Among recent developments in kerosene lantern making is a little hand lantern which is about to be manufactured in quantities by the R. E. Dietz Company for the domestic and export trade.

This new lantern, known as Dietz "Scout," is a veritable midget. It is the smallest practical lantern ever offered to the public. While approximating in size the various toy lanterns, which have appeared in the market from time to time, the "Scout" lantern is utterly out of the toy class. It has been put through the same tests to determine general reliability and burning properties that all Dietz lanterns are subjected to and results have demonstrated that this little lantern is the equal in every respect of efficiency, excepting candle power, of the best Dietz lanterns made.

The "Scout" will burn serenely in all circumstances under which any kerosene lantern of any type or size is able to function.

The name "Scout" has been given to the new Dietz lantern because it is peculiarly adapted to the needs of Boy Scouts for overnight hikes, camps, night boating, etc., also for use by children in sparsely settled country districts. It will be recognized, however, by all those who sell lanterns that there is a considerable market entirely aside from juvenile use for a very small lantern of proved reliability. It has the weight of material in it that is used in lanterns several sizes larger. The globe is protected from breakage by guard wires, the oil fount has a wick chamber which permits only measured quantities of oil around the wick and minimizes the risk of leakage around the burner.

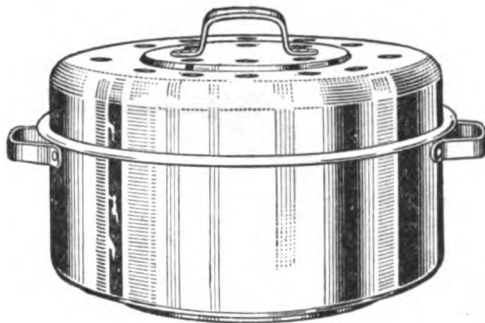
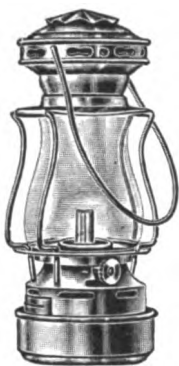
The "Scout" is an ideal lantern for use by adult campers, prospectors, etc., etc., also for use by travelers in lands where accessories of personal comfort and safety must be carried.

The detailed description of Dietz "Scout" lantern is as follows: Height over all, 7½ inches; oil used, 150° kerosene; fount capacity, 10 hours. Name of globe, Dietz "Scout"; patented burner No. 561; quantity in one case, one dozen.

The Dietz "Scout" lantern is made of heavy bright tin. The oil fount is fastened securely to the bottom of the frame by a patent slot locking device which prevents it from coming loose, but which makes quick removal possible when the fount is to be filled with oil.

The top of the lantern is hinged on to one pair of guard wires and hooks snugly over the top cross section of the opposite pair of guard wires. The globe is held firmly in place, top and bottom, by the top plate and burner plate, which are grooved to receive the globe rims. The globe lifts out when the top plate is thrown back on its hinge. This lantern is so simple in construction that it is easy to keep clean. It is so strong that it will not easily break under rough usage.

The Dietz "Scout" lantern should prove a big seller because of its very practical usefulness in many ways and its low price. This price makes it an easy selling juvenile lantern. It should appeal to all buyers who demand good quality merchandise at moderate cost.



PURE "AMERICAN MAID" ALUMINUM ROASTER

"The proof of the pudding is in the eating," and meats or fowls to be rendered edible must come from the oven well basted and savory. It is impossible to attain good results in cooking roasts unless an efficient roaster is employed, and one which has stood the test of connoisseurs of the culinary department. A meal can be utterly spoiled and the whole household set in a state of consternation if the mistress of the kitchen sends to the table roasts in an unpalatable condition. To obviate this very usual occurrence, it is necessary to obtain a roaster which roasts and bastes simultaneously.

The Illinois Pure Aluminum Co., Lemont, Ill., manufacturers of the famous "American Maid" aluminum ware, has put on the market a dependable product in their self-basting roaster (illustrated). This efficient cooking utility is made of 20-gauge pure sheet aluminum; diameter, 11½ inches; has good and substantial side handles and a flat lifting handle on the cover besides, which is a most desirable and useful feature.

The above concern, by manufacturing these roasters in large quantities, is able to sell to the dealer or large department stores at a price which will enable them to sell to the consumer for \$1.00. Housewives are ever on the lookout for good cooking ware at reasonable prices, hence the popularity of "American Maid" aluminum ware. The self-basting roaster does all it boasts, and roasts savory viands without hand basting.

KNOWLES AUTOMATIC STRIKER SPOON BAIT

The Knowles Automatic Striker Spoon is well known and in great demand by commercial fishermen as well as amateurs. It is so made that the instant the fish strikes, the hook is released from its set position in a slot of the spoon and jerked to the bottom of the slot. The sudden stop thus caused automatically "strikes" the hook deep into the upper or lower jaw and the fisherman is sure to bring the fish to his gaff.

In motion it is said not to spin or kick up a fuss, but to troll with a snakeline motion, rocking from side to side. It has been found to work successfully on any of the striking fish.

Other S. E. Knowles products include: The Catalina line saving swivel, retailing for 10c each, 3 for 25c, 1 dozen for \$1 or \$12 a gross; Knowles commercial spoon bait. Knowles "Harlow Patent" commercial spoon and Knowles improved spinners have been sold for years and are popular nationally. These are all manufactured by S. E. Knowles Co., 320 Market street, San Francisco, who give liberal discounts to the trade for handling the Knowles line. Sales representatives are the Phil. B. Bekeart Co., San Francisco, and the South Bend Bait Co., South Bend, Ind.

R. A. Laswell, who has been connected with local hardware houses in southern California for the past twenty years and more, recently representing the Simmons Hardware Co. in the same territory, announces his connection with the West Coast Hardware Company at 747 Warehouse Street, Los Angeles.



MARBLE'S "TWO GUNS IN ONE"

At last, the all-purpose gun that every outdoor man has long wanted. Marble's Game Getter is again on the market and, judging from the flood of inquiries being received, it appeals to nearly every man who goes into the open. It is so compact, so easy to carry, and so serviceable, every man who seeks enjoyment in the open immediately recognizes it as a fit companion for all trips.

It can be strapped under the coat and carried all day without discomfort. It can be put in a suit case and taken on trips when its owner would never think of carrying an ordinary rifle or shotgun.

The Game Getter is two guns in one: Upper barrel is .22 cal., rifled; lower barrel .44 cal. and .410 ga., smooth bore, for shot or round ball. A more accurate .22 cannot be found—for rabbits, birds, etc., it almost equals a 28 ga. shotgun. Three lengths of barrel are offered—12, 15 and 18 inch. A fine leather holster is included.

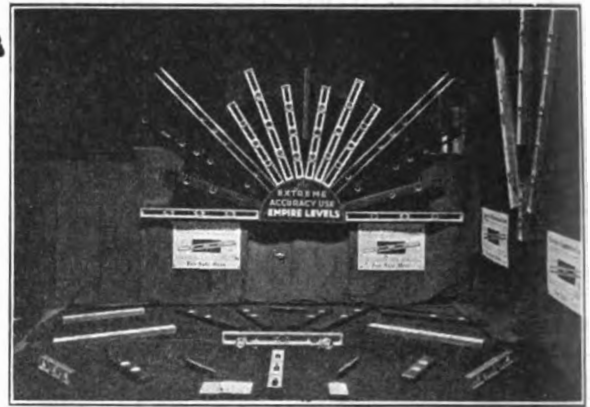
Jobbers handling Marble's outing equipment will supply the trade with Game Getters. The advertising campaign is already launched in the outdoor magazines and inquiries are coming from every section, indicating that the gun fills a long felt want.

NEW ECCLES & SMITH MANAGER

R. A. Case, who has been connected with the house of Eccles & Smith, of Los Angeles, for a number of years as Southwest manager, has been transferred to the general management of the San Francisco house of the same institution.

Mr. Case's previous connection with Smith Booth Usher Co., of Los Angeles, and with a large automobile company in Detroit, has given him a knowledge and experience of the trade which stands him well in hand in his new connection.

Eccles & Smith, who also maintain houses in Seattle and Portland, are one of the largest jobbers of machine tools, shop supplies and pneumatic tools in the West.



ON THE LEVEL, EMPIRE LEVELS DISAPPEAR

Here is a photograph of a level display recently received from the Kollege Hardware Company, Milwaukee, Wis. While this display was very simple, yet the highly polished aluminum levels in contrast with the black felt and crepe paper for the background made a very pleasing effect.

It was Mr. Kollege's intention to keep the display on for only one week, the usual time allotted to their displays; but, after noting the results shown the first week, they decided to hold the window another two weeks.

Empire levels were displayed and the Kollege Hardware Company is doing an excellent business on their popular line of levels.

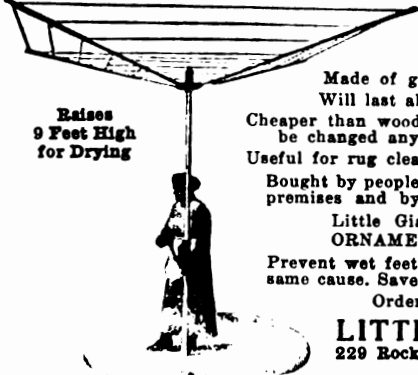


NEW ERA

Bumpers are as good as it is possible to make them. Only bumpers permanently guaranteed. Priced several dollars less than similar goods. Live accessory merchants can get the bulk of the bumper trade with this line. Write for Catalog.

New Era Spring & Specialty Co.
65 Cottage Grove Avenue
Grand Rapids, Mich.

"BETTER" SPRING BUMPERS




**Raises
9 Feet High
for Drying**

Little Giant Clothes Reel

Guaranteed FOREVER against defective material and workmanship. Made of galvanized pipe and has 125 feet of soft, smooth, steel galvanized wire line. Will last almost indefinitely and is unlike anything else made for the same purpose. Cheaper than wooden posts with arms and wire. Easily and quickly erected and location can be changed any time. Useful for rug cleaning, airing clothing, etc. One erected in any neighborhood sells many more. Bought by people who take pride in their home premises and by men who love their wives. Little Giant Clothes Reels are ORNAMENTS, not EYESORES. Prevent wet feet, colds and other illness from same cause. Save doctor bills and lighten work. Order from your jobber or direct from

LITTLE GIANT COMPANY
229 Rock St., MANKATO, MINN., U. S. A.
Established 1876



**Lowers to
4 Feet for
Loading**

SAVE THE HOUSEWIFE'S HANDS



To prevent the housewife from getting her hands into dirty scrub water is the purpose of a new labor saving mop wringer placed on the market by the Peter Boller Machine Works. This household mop wringer has been designed to meet the demand for a galvanized pail pull-through style mop wringer. The wringer is mounted on either a twelve-quart or a fourteen-quart pail with a patented steel frame.

The frame is constructed so that the weight and strain, which is exerted upon the foot lever to wring the mop, is extended directly to the floor, and does not have to depend upon the strength of the pail to support same. Attention is called to the fact that this frame is fastened to the pail with two bolts at a height which is above the water line, so that leakage is impossible.

The wide openings and long leverages, features of the "Boller" line of mop wringers, are also carried out in these wringers. A foot clip is extended on the side of the pail, so that same can be held down firm while pulling through the mop. With this operation the hands do not come in contact with the mops at any time whatsoever.

With this addition to their line it completes same, placing them in a position to fill all mopping requirements. A new attractive broadside, showing the complete line of mop wringers, is just off the press, and same can be had by writing the Peter Boller Machine Works, 122-124 North Curtis street, Chicago, Ill.

SIMON BROS. JOBBING LINES

Simon Bros. have added materially to their lines going to the hardware trade and now announce that, with full stocks of stoves, ranges, furnaces, heaters, wire fencing, roofing paper, nails, barbed wire and sheet iron, they will solicit business from merchants on a strictly wholesale basis.

Their complete stove department is managed by George T. Gerhardt, who has had many years' experience with some of the largest Western institutions. It is his statement that the present Simons stove stock is the largest in the West, and a tour through it at the company's headquarters at 148 Townsend street, San Francisco, is most convincing. Exclusive agencies are held on a number of non-conflicting lines.

Sales in all other lines than stoves are in charge of George H. Pecht, also a trained jobbing salesman. The general management and executive direction of the institution are under Samuel L. and Bert Simon, who are partners in the ownership of the business.

Roemer & Thalman hardware business, at Wausau, Wis., was recently damaged by fire and water.

The Visalia Hardware Co. of Visalia has moved to a new location to give them facilities for carrying an increased stock.

The Cooper Hardware and Paint Co. is planning a new building in Los Angeles to give them facilities for carrying larger stocks.

Gilbert Young has purchased an interest in the Al Schweizer hardware store, and a plumbing business will be added at Walworth, Wis.

George A. and George G. Martin have opened a new hardware store at Gilroy. They were formerly with the Robinson Hardware Co.

AN IMPROVED WATER COOLER

The Perfection water cooler here illustrated is the product of the Perfection Cooler Co., of Michigan City, Ind., for which Clement P. Rust is Western representative.

The body or ice container is extra large and composed of an outer and inner jacket of heavy galvanized iron with cork insulation between, to insure perfect refrigeration and reduce condensation to a minimum. The cooling jar of glazed earthen ware is of five-quart capacity, and its unique shape is an additional factor in cooling.

The push and waste faucets are simply constructed and are the result of several years' trial for the best fixtures. The stand is simple, rigid, and can be assembled with the pressure of the foot, no tools, bolts or nuts being necessary. Leather tipped feet prevent slipping.

The aluminum finished, sheet metal cover in two parts supports the weight of the bottle independent of the crock. The bottle is always upright and cannot cause the crock to lean or tilt. The ice opening and shape of the crock aid proper icing. The drip tray and waste bucket are also made strong and decorated to match the cover. Every cooler is guaranteed to give satisfaction.



H. H. Clay has purchased the Bailey Hardware store at Bedford, Ind.

Mr. Rodgers has succeeded the Rodger & Walters Hardware Co. at New Ross, Ind.

The Hawthorne Hardware Co. of Portland has been incorporated with a capital of \$10,000.

E. S. Whitacre, formerly of Dutton, Mont., has recently moved his stock to Laurel, Mont.

Ray A. Babb, a Eugene merchant, has purchased the E. L. Klemmer hardware store at Junction City, Ore., and will carry a complete line of hardware.

C. H. Spurgin recently sold his stock at Oxnard to the Oxnard Hardware and Implement Co., who succeeded him in his old location. He is preparing to open a store soon under the name of Stockton & Spurgin at 332 North Western Avenue, Los Angeles, handling a full line of builders' hardware, kitchen furnishings, tools, cutlery, paints and oils.

HARDWARE WORLD READERS GOING GREAT

HARDWARE WORLD:

In enclosing renewal for our subscriptions we believe that if all our brother dealers would read the **HARDWARE WORLD** regularly from cover to cover, as the writer does, they would find themselves on the top rung of the commercial ladder.

Your readers might be interested to know that we have just bought a new building and have erected a large warehouse, and we are going great, considering the time.

J. W. PEARSON HDW. CO.

Plumbing and Heating

Business—As She Is

(By Harry G. Nye)



I don't want you to rush out and buy any 'way below par stocks on my say-so, and then cuss me if they are not selling at a premium inside of thirty days.

I am just as willing to give you advice on the market as if it had been asked for, but the market I am talking about is our market, not Maybe Mine or Perhaps Petroleum.

I never was very strong for stock speculation anyway, except speculation in the stocks on our shelves—and that is speculation enough to give any ordinary man all the excitement he needs. I have always figured that a fellow like you or me could make more money in the long run by watching the building permits than he could by studying the Stock Exchange.

But, now that we understand each other, I am willing to predict what is going to happen this spring. I have talked to some bankers and to a lot of business men (and a lot of fellows who thought they were but weren't) and personally I believe that you can bet that business will pick up soon, just as sure as blossoms bloom or grass gets green—and as soon as it does.

We are not going to have a "boom"—thank heaven. A "boom" is a business jag, and no man ever cared for a jag the morning after the night before. Just now we are in the middle of the morning after, but the bromo seltzer of common sense is getting in its work and the headache is about over.

Labor is getting re-adjusted—not so much in the matter of wages as in the matter of work. Pay rolls have been pared off the non-producers, and the fellows who have jobs are hustling to keep them. And the money they make they are not going to blow on silk shirts and cabarets, but on things they need. People are going to spend less for pleasure and more for plumbing; they are going to pipe their

houses instead of getting piped themselves. Building costs are still high, but so is building demand; and every inch that cost comes down demand is going to go up.

So it's forward, March! and Attention, April! I am willing to bet a nickel right now that you will do more business in March than you did in February, and then more in April than you did in March. It is as inevitable as the flowers that bloom in the spring.

All we need to do is to put our shops in ship-shape, both tools and men—hang on to the good man and turn the loafers loose, and make sure we are not doing too much loafing ourselves. Business in 1922 is not going to come to him who waits, but to him who hustles. Nose around and find out who is going to be in line for what you have to sell, for the man who noses knows. There never was a man who wasn't willing to meet a girl half way, and we ought to be just as flirtatious with business.

Your wife will soon be cleaning house—it is a good time for you to clean shop. Pick up and look up! Get the odds and ends from under your feet so you can turn them into money when the time comes—and it is just about here. Pile up your pipe, lubricate your laugh, and make sure you are all fixed with good tools. You can't do a good job with poor tools, or a good business with a long face.

Spring is almost sprung! Forward, March!

The reason that some establishments can draw much patronage while others are wondering how they do it is because the first ones are on the lookout for goods or service of a distinctive character. One Dayton, Ohio, store staged a special sale which was a record-breaker. But they didn't get ready for it in a week or a day. They were months making preparations and searching every market in the country for the best value.

Lots of rocks help to make a firm foundation.

A WORD TO THE WISE

"Today I am wondering what would have happened to me by now if fifty years ago some fluent talker had converted me to the theory of the eight-hour day and convinced me that it was not fair to my fellow-workers to put forth my best efforts, in my work," says Thomas A. Edison. "I am glad that the eight-hour day had not been invented when I was a young man. If my life had been made up of eight-hour days I do not believe I could have accomplished a great deal. This country would not amount to as much as it does if the young men of fifty years ago had been afraid that they might earn more money than they were paid. There ought to be some labor leader strong enough and wise enough to make trade unions the means of fitting their members for better jobs and greater responsibilities."

Dependable Service Quality Goods

We are exclusive agents for

**Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating
Valves**

Durable { Valve Discs
Rod Packing
Sheet Packing
Union Gaskets
Gauge Glasses

Distributors of
Wm. Powell Valves and Specialties

The M. L. Kline Co.

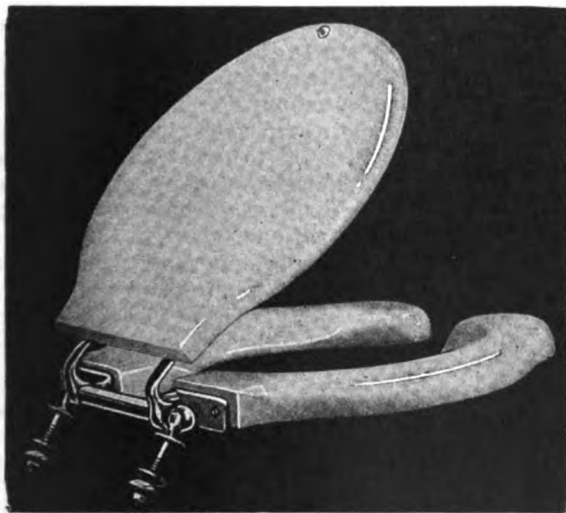
Wholesalers

**PLUMBING, HEATING AND STEAM
SUPPLIES**

84-86-87-89 Front Street - - Portland, Ore.

Church Seats

Permanently White



Open Front and Back

A Closet Seat, to be satisfactory, should not only be **WHITE** when **NEW**, but should **REMAIN WHITE** year after year.

Church Closet Seats have earned this reputation for continuous satisfactory service.

Leading architects, sanitary engineers and plumbing contractors specify and install Church Seats with the assurance they will always make good.

Write for Latest Catalog

C. F. Church Mfg. Co.

Makers of High Grade Bath Room Supplies

Holyoke, Mass.

New York

San Francisco

Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. B. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

Use Photographs in Plumbing and Heating Contracts

THE sales value of photographs in selling large equipment, such as Plumbing and Heating, cannot be over emphasized. They are being used more and more for this purpose, for the photograph tells the story quicker and more completely, than it could be told in any other way.

A photographic record of work done is one that can be used, and is used, more extensively than any other form in all lines of contracting business. You may not have realized that a great electrical machinery company uses photographs by the thousands as the most effective sales help it has ever found; that a locomotive company says it cannot get along without them in the sales field and that photographs are now selling crops and furniture, real estate, live stock, and goodness knows what all; for the photograph is coming into its own as a salesman.

A plumbing and heating dealer who has made a photographic record of all principal jobs he has done, finds such a record of immeasurable value in securing new business. To make the record complete it is necessary to have more than one picture of each job. Pictures of a building in various stages of construction, showing the interesting features of the plumbing and heating system are needed. A fine clear set of installation photographs often enables a medium-to-poor salesman to land a contract that he would otherwise lose.

One of the worst difficulties the plumbing and heating dealer has to overcome in selling plumbing and heating equipment is, that the object he is trying to sell is something he cannot place before the buyer in its entirety. He must give the prospective buyer a clear idea of what he is getting for his money either by word or otherwise; and as the president of a large company says "One glance at the real thing tells a buyer more than a thousand words. It being impossible to show the actual installation, the next best thing—and a good substitute—is a set of pictures of that installation, for pictures do sell power plants, plumbing and heating equipment, etc."

One of the largest and most progressive dealers in South Dakota uses a display of pictures mounted on cloth, and bound with an attractive cover. He keeps this constantly on his desk. The majority of people coming in will glance over these photographs without any suggestion from him. In this bound volume he has illustrated the various jobs of different types he has completed. By the use of white ink he has drawn a circle around particular points to draw attention to them, with the notations made concerning the particulars on the margin of the

photograph. He has also the photographs in various stages of construction, showing the "roughing in"; location of traps; the venting system, etc. With these he calls attention to the "hidden cost of plumbing." To the average layman the only cost in plumbing is the part which he generally sees; in other words the fixtures. While in reality the larger part of the plumbing job is hidden in the walls. Included in this volume are photographs calling attention to local jobs that were taken on a strictly competitive basis, where some local contractor took work below his actual cost. He uses no names in connection with these jobs, and uses them merely to illustrate where a job could be "skinned" without the owner actually knowing it. By making a contract with the local photographer he keeps down the cost of the pictures, so this type of selling is not only effective, but also inexpensive.

One large operator says he uses this photograph idea to sell "quality plumbing." This method he says, of actually placing a picture of the work before the prospect enables him to sell many extras. A short time before he had sold a large order of artistic radiator shields, simply because the buyer saw them illustrated in a photograph of a finished job in a local building. A photograph of a job well done, in selling a complete job of plumbing and heating, is to the contractor, as an outline of a talk is to a good public speaker. It enables him to bring out specific points that are of importance, and also serves to illustrate the sales talk, so as to make the buyer see clearly and definitely what he is getting for his money.

Aside from their sales value, these photographs can be used to great advantage in window displays, newspaper copy, etc. Some of the finest window displays we have seen used photographs as illustrations.

Make your experience and work count for something by using photographs, for they are selling goods today. There is every indication that photographs will sell more goods tomorrow.

O. F. Volk, of Tacoma, has been awarded the \$9300 plumbing and heating contract to be installed in the County Court House at Cathlamet.

The plumbing and heating contract for the new \$21,420 school building at Noxon, Mont., has been given to the Copp Plumbing & Heating Co. at Coeur d'Alene, Idaho.

Minnucciani & Minetti, proprietors of the South City Plumbing Shop, at South San Francisco, are taking more storeroom in order to take care of their rapidly growing business.

Moore's Current Price Lists

*Prevailing Market Information Applying
to the Northwest and Alaska*

Brass and Rubber Goods		F-23	
Page A-1281	Change	Size	Lat. Bell
• BAKIN COCKS			
21100	Self Closing W.P. 4-arm Brass		
	Lat. China Index Valve with		
	Wet for S.D. Valve	5.00	5.00
21100	Self Closing W.P. China Index		
	Lower Lat. Plain Brass Wet	5.00	5.00
	with Wet for S.D. Valve		
21100	Self Closing W.P. Plain China		
	Lower Lat. China Index Wet	5.00	5.00
	with Wet for S.D. Valve		
• LAVATORY SUPPLY PIPES			
20210	With W.E. Stop	1/2"	5.00 5.00
20210	With 4-arm Brass Index Mfg.	1/2"	10.00 5.00
21111	With 4-arm All China Index	1/2"	11.00 7.00
	Handle		
20247	With W.E. Stop	1/2"	5.00 5.00
20247	With 4-arm Brass Index Mfg.	1/2"	10.00 5.00
20247	With 4-arm All China Index	1/2"	11.00 7.00
	Handle		
SLIP JOINT ELBOW			
20270	W.P. Index I.P. Outlet, S.D. Pl.		.50 .50
	1/4" S.D.		
• LAVATORY SHAMPOO			
20204	Regatta Lavatory Shampoo		10.00 10.00
	Combination		
• PANTRY COCKS			
20200	Regatta W.P. Index China, 4-1/2"		
	Lower Lat. with Wet for S.		
	D. Valve	7.00	5.10
	Additional for Brass Spool	.50	.50
	Additional for Steel Box	.50	.50
20200	Regatta W.P. Double Index		
	China Lat. Lower Lat. with		
	Wet for S.D. Valve	17.00	11.00

Specimen Page from Plumbing and
Heating Book—Half Size

Loose-leaf Books with Change Sheets
Once a Week or Oftener Give

Wholesale Costs and Current Resale Figures

For Complete Stocks

Market information is secured from most
authentic sources and prices are compiled
by experts.

Endorsed unanimously by hundreds of
merchant subscribers.

HARDWARE BOOK—Greatly enlarged and revised edition now
being compiled, to contain jobbing cost on all items, as well as suggested
resale price.

Price Complete, with Leather Binder \$12.50

Monthly Service, \$2.00 per Month

PLUMBING & HEATING BOOK—Subscribers tell us this is the best
book of the kind they have ever seen. Third edition now being issued.
Master plumbers and heating men can't do without it.

Price Complete, with Leather Binder \$15.00

Monthly Service, \$1.50 per Month

C. L. MOORE

505-6 PIONEER BUILDING

SEATTLE, WASH.

Successful Selling Plans

SUCCESS does not just happen; it is not due merely to luck. The difference in men is slight, yet of two men who look alike, talk alike, and have had the same environment and education, one is successful—the other a failure. One produces twice as much as the other. Why? They are alike—both have the same possibilities.

What is the answer? It is not work alone, but plans and work—planned effort, if you will; making fitted strokes so that each adds to the effectiveness of all others. That creates successful selling!

Successful Merchandising

Merchandising, if really successful, is a continuous, unbroken line of sales—a fairly steady flow of day after day business that can be profitably handled with certain facilities, and not a disconnected lot of spasmodic effort that produces business one month and none the next.

Special sales are not the aim of merchandising; they are only a feature of it, and while of great value, should be regarded in the plans of a year only as a feature—an incident of a particular season or of other special conditions.

Know Your Goods

This only requires application. It does not "just happen." It is the result of study and inquiry. Read all the available printed matter, such as catalogs and circulars. Each specialty has its individual strong selling points. Know them. Use them.

Selling Arguments

Believe in the goods you are selling.

Healthfulness.

Cleanliness.

Time Saving.

Labor Saving.

Wife Saving.

Increased Comfort.

Increased Economy.

Keep the Idea Alive

Make every successful installation work for you! Keep in touch with present users! Learn their opinions! See to it that they are pleased—every one of them! Make a sales scrap book—letters, pictures, users' opinions, information of all kinds—to be used as reference in dealing with prospects. Use all of this in your newspaper advertising.

Who Are Prospects?

The owners of every building which is supplied with water service, and used for human occupancy of any sort, is a prospect for some sort of a plumbing or heating specialty. The great trick is in finding out what might be used to advantage. Then it becomes only a question of presenting to the owner strongly enough the ideas of an installation. You will not always "hit the ball." There are very few 1000 batting

averages. But a good consistent 300 hitter is always in demand, even in the big leagues. You'll find it not hard to reach that figure when you once "hit your stride."

Shooting an arrow into the air may have been all right in Grand-dad's time. Today it is wasteful, poor business, and expensive instead of profitable. Shoot at a definite mark! Chart your course!

Spend a little time on a prospect list. It requires only care to make absolutely certain that your list contains practically 100 per cent real prospects. Don't carelessly fill your list with a hit and miss lot of names and addresses out of the telephone or city directory. We have had men, on "special sales," given so-called prospects to call upon and found homes without water or sewer connection. In a certain city, one of the men made seventy-five calls on such homes. All were given him as prospects. This is a statement of a real actual happening.

Then, think of the wasteful expense of circularizing—cost of material itself, the time planning and handling through all the various details—the postage! Enough! But add to that the expense of the "business not done" that should and would have been done if these seventy-five had been real prospects—all possible users and buyers. Make your list a winner—not a loser. Make use of the knowledge gained.

Method of Listening Prospects

The very best plan is a house to house canvass. That is not often practical to do, so take the city directory or telephone book and make up a list, using all available information to decide with good judgment that each party listed is a real, possible prospect. The Water Company will gladly supply you with a list from their ledger. This list would be 100 per cent.

The \$14,500 plumbing and heating contract of the new Forestry building has been awarded to the Thomas Plumbing and Heating Co. of Ogden, Utah.

G. E. Saxton, J. L. Orvis and J. E. Riley, proprietors of the Tracey Plumbing Company, at Tracey, have dissolved partnership. G. E. Saxton will carry on the business.

Lembke, the Plumber, of Missoula, was awarded the plumbing and heating contract for the construction of the gymnasium at the State University at Missoula on a bid of \$34,150.

Louis F. Yanko, who recently purchased the J. E. Wells & Co. hardware and plumbing supply business at Portage, Wis., has moved into a new building to give them facilities for carrying an increased stock.

Andrew Hansen has purchased the plumbing shop of J. H. Benney, at Atascadero, who is engaging in business with Mr. Yost. Mr. Benney's stock will be moved to Eagle Rock, where he will go into the plumbing business with Mr. Lindsley.

SUCCESS IN BUSINESS NOT A MATTER OF LUCK

Quite frequently when a certain firm or individual has an unusual measure of success there are many who are ever ready to ascribe that success either to good luck or even to unscrupulous or dishonest methods. Of course, the element of chance does enter into business, but that which is often called luck when analyzed proves to be untiring work directed by keen minds that refuse to quit in the face of difficulties. Some men instinctively enjoy matching wits and courage against seemingly hopeless, insurmountable obstacles. They put every ounce of mental energy into the battle and it is usually a good bet that they will win. On the other hand there are also a great many who instinctively shrink from a struggle and are content to wait for the time when "business will pick up." It is a pretty safe bet that eventually they will lose, and as they lose blame their "hard luck." The man who would have the respect of others as a successful business man and the profits that go with business success must earn it. He cannot afford to wait for business to pick up, for even in normal times about the only thing that business will pick up of its own accord is debt. Success in business is not a matter of luck.

Imitate the rubber ball. The harder it is thrown down, the higher it rises.

FRANKLIN'S ADVICE APPLICABLE TODAY

"Plough deep while sluggards sleep, and we shall have corn to sell and to eat," is a good rule now as it was when Franklin wrote it.

"Diligence is the mother of good luck" and "The used key is always bright" and "Time enough always proves little enough," and "Lost time is never found again," and "All things are easy to industry," are as true as the day Benjamin Franklin said it.

"Look before or you'll find yourself behind" is an admonition of Poor Richard that no storekeeper dare ignore. Initiative, based on a careful analysis of the people's wants; courage to do the new thing and intuition, vision and carefulness in doing it right, are all necessary to successful storekeeping. Learning is to the studious, riches to the careful, power to the bold. And 'tis easy to see, hard to foresee, and want of care does more damage than want of knowledge.

All of which is perhaps summed up in this apt saying of Poor Richard: "He that would be beforehand in the world must be beforehand with his business—the constant urge that keeps this store alive and ahead is the inherent stimulus: Do a little better each day; keep beforehand!"

After all, it is better to be right than rich.

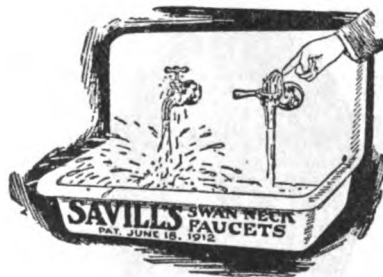
Savill Patented Swan-Neck Faucet

The Savill Patented Swan-Neck Faucet is opened and closed quickly, a half turn of the handle allowing a full stream of water. It can be shut off quickly; this feature has led to its introduction in hotels and restaurants, and it also finds a ready place in the kitchen, where time and labor are of importance in drawing water.

THOMAS SAVILL'S SONS

Wallace and Watts Sts. - - - Philadelphia, Pa.

Send postal card for catalogue showing 23 styles



Sold by Jobbers of Plumbing Supplies Everywhere



No. 10 Steel $\frac{1}{4}$ " to 4"

Plates that Please

ORDER NOW

and be ready with a stock

Increasing Demand for "B & C" Styles

Catalog on request

THE BEATON & CORBIN MFG. CO.

Largest and Oldest Plate Company in the World

Pacific Coast Representative

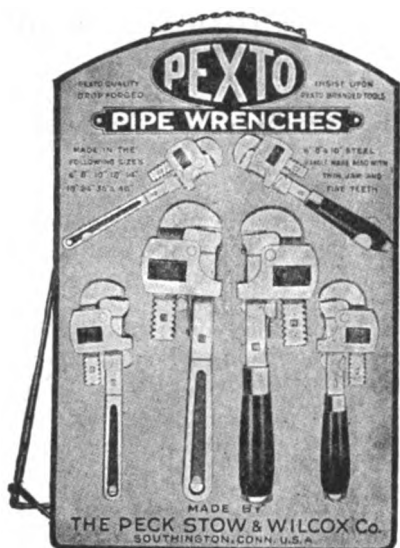
FISKE-KRAMER CO.,

17 Powell St.

San Francisco, Cal.



They will be glad to give any further information to any of our readers upon request.



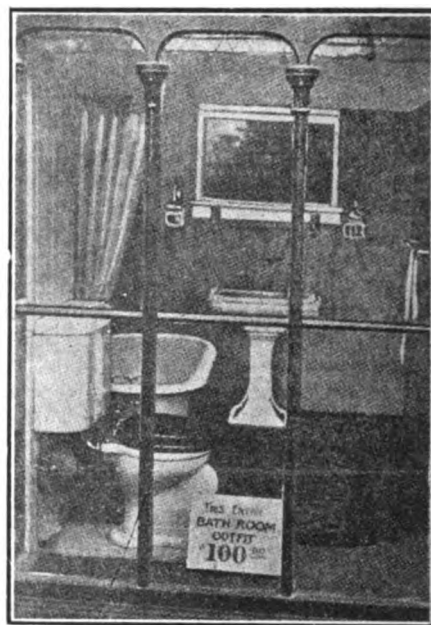
SELL MORE PIPE WRENCHES

Peck, Stow & Wilcox Co., of Southington, Conn., are furnishing the trade with an attractive display fixture, made of metal, lithographed in four colors. It is equipped with wire easel for standing on the counter or in the window and a chain hanger for suspending on the wall.

This display fixture is sent gratis with each assortment.

The assortment consists of twelve Pexto Pipe Wrenches, six of which can be mounted on the display fixture as shown in the illustration.

It is a worth while sales help.



This enterprising western dealer and plumber is patterning after some of the housefurnishing stores in showing in the sales window the price of installing a complete bathroom outfit, including mirror, lavatory, tub and toilet.

He has noticed in many other stores that they were able to sell complete bedroom sets in this manner and he tells us that plumbers could follow the same system to advantage.



Nye, the Die Man

Sink the Submarines!—

Blow up the battleships!—dismiss the army!
—discharge the navy!—but if anyone attempts
to take away your

NYE DIES

Shoot him on the spot!—or as near the spot as
you can.

No man who has been freed from the slavery
of pipe threading troubles will ever go back to
old-fashioned methods and old-fashioned tools.

War is what Sherman said, and so is
a poor pipe die

HARRY G. NYE

The Nye Tool & Machine Works

108-128 N. Jefferson Street Chicago, Ill.



Nye Solid Die



Nye Armstrong Die

GREENFIELD TAP AND DIE CORPORATION INAUGURATES NEW SERVICE FOR ITS CUSTOMERS

As part of Greenfield Tap and Die Corporation's service to its customers, a carefully compiled and comprehensive telegraph and cable code has just been published. Although the code was originally intended for the concern's overseas customers, it is equally suited for its domestic friends, and will prove the means of materially reducing the cable and telegraph expense of those who have occasion to order goods by wire.

The code as now published represents several years of work in classification of cables sent and received by the home office. It is a five-letter code, and so arranged that it can be combined with the majority of standard commercial codes. The highly technical nature of many of the GTD Corporation's products, which range from screw plates, taps and dies to drills, reamers, gauges and machine tools, makes it impossible to economically describe them by any standard code.

Not only does the new GTD code cover every item of manufacture by the concern, and the usual features relative to orders, quotations and financial matter, but also such pertinent items as exchange, technical terms of the trade, etc.

The code is included in the new No. 46A catalog, just issued by the Greenfield Tap and Die Corporation, and is also separately bound.

Coding of orders by the domestic trade will not only save words, but will insure correct transmission of technical specifications, as the code is self checking.

Copies may be obtained at the home office, Greenfield, Mass., U. S. A.

GOOD OLD SATURDAY NIGHT

Teacher.—"Why is cleanliness next to godliness?"
Pupil.—"Because it comes the day before Sunday."



No. 1 Fire Pot. List Price Each \$27.20
Ask for Discount

No. 1 Improved Double Needle Fire Pot

The C. & L. Improved Double Needle Burner is now used on the No. 1 Fire Pot which for many years has been known as the greatest general utility Fire Pot made. It produces 800 degrees more heat than any other Burner and will do the work quicker and better. Burner cannot be ruined by enlarging the orifice, as both Needles are blunt, not sharp pointed. Upper Needle cleans, lower regulates the flame. It is up-to-the-minute and sure to please. Jobbers supply at factory prices. Catalog upon request.

CLAYTON & LAMBERT MFG. CO.
10611 Knodell Ave., Detroit, Mich., U. S. A.

RUST RESISTING CLOTHES LINE PULLEY

Attention is called to the rust resisting roller bearing line pulley of the Ajax Tool Company, 25 Warren Street, New York. This pulley is made of pressed steel and is electro-galvanized.

The wheel is made of two solid pieces, fastened securely around the edge by eight interlocking rivets, insuring it against splitting. There are no spokes or openings for matter to gather in and spread to the line. The hole or core of the wheel has a brass bushing. The steel pin or rivet on which the wheel revolves is securely riveted on the outer sides of the frame, making an absolute roller bearing.

The frame is non-collapsible. The rope guide of the frame is off the center, which will prevent the rope from slipping over the side of the wheel and cutting or binding.

The Ajax clothes line spreader is made of the same material and finished like the pulley.

They are packed in one dozen pairs (24 pulleys) in a carton, weight 18 lbs. Spreaders are packed one dozen in a carton and six cartons in a box, one-half gross, weight only 20 lbs.

They will be glad to give full information to any of our readers upon request.

ROLLING THEIR OWN

"Is this the hosiery department?" said the voice over the phone.

"Yes," replied the weary saleslady.

"Have you any flesh-colored stockings in stock?" asked the voice.

"Yes," replied the weary saleslady, "Whad-da ye want—pink, yellow, or black?"

Garden Hose Valves OF Recognized Quality

Which command repeat orders for you



Sizes 1/2" to 2 1/2" inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist

Pacific Coast Representative
681 Market Street, San Francisco

A NEW PRECISION INSTRUMENT

There has been recently placed on the market by the Young-Fischer Inclinometer Co., of Milwaukee, Wis., a new instrument known as an inclinometer, intended to take the place of the plumb, level, or protractor in mechanical laboratories, machine shops, and in all building operations where it is necessary to determine angles, and especially where extreme accuracy is required.

The Young-Fischer Inclinometer is a skilfully designed tool, consisting of a carefully machined case of cast metal, containing an accurately adjusted gear train, driven by gravity impulse. The hand on the degree dial moves in unison with the impulse, while the hand on the minute dial is driven by the multiplying gear train, causing the minute hand to make thirty-six revolutions while the degree hand makes one revolution. The multiplying effect of the gears is such that the instrument gives angle readings in degrees and minutes with accuracy corresponding with that of a single dial inclinometer having a dial approximately ten feet in diameter.

Aside from the greater accuracy of this instrument as compared with other devices used for the same purpose, it is a much more handy tool, as it indicates directly, not only the vertical and horizontal, but any angle as well. For accurate inspection of angles it is also superior to the sine-bar as it shows angles directly in degrees and minutes, while with the sine-bar, it is first necessary to set the tool and then go through a series of calculations before the reading is obtained.

It is predicted that the Inclinometer will largely replace the spirit-level, plumb, and protractor, and even the sine-bar, in the mechanical industries and building trades.

PATENTED EXPANSION CYLINDER LOCK

An expansion cylinder lock has just been placed on the market which is said to set and adjust itself to the thickness of the door, doing away with cutting of screws and damaged threads and lost time generally in fitting door locks.

Two steel hinged claws are gripped by two steel set screws, both permanently engaged to the cylinder so that the whole thing is in one unit. These set screws are only three quarters of an inch in length, and serve the purpose of the longer screws used in the old style cylinder. The necessity of an escutcheon or cylinder back-plate in securing the cylinder to the door is eliminated and the set screws automatically adjust the claws if the hole in the door is too much on one side.

The new cylinder has been patented by the Segal Lock & Hardware Co. of New York, and is on the market under the Segal brand.

REEVES MITRE CLAMP

The Reeves Hardware Manufacturing Co., at 14 North Desplaines Street, Chicago, are placing on the market what is known as the Reeves Mitre Clamp, which they claim is the only tool designed which accurately solves the problem of holding secure the mitred sections while gluing or nailing same.

It is made of malleable iron and is furnished in black japanned at a list price of \$3.00, nickel plated at \$3.50.

Such a clamp is needed by picture framers, carpenters, wood-workers, joiners, photographers, pattern and cabinet makers, furniture and phonograph manufacturers, and mechanics generally.

They will be glad to give further information to any of our readers upon request.

"Had a puncture?"

"No. I'm just changing the air in the tires. The old air's worn out."

WHY NOT BE YOUR SALES MANAGER?

(By William J. Woolsey)

Every salesman of plumbing and heating supplies is essentially the sales manager of the territory allotted him. For, after all, the amount of the salesman's business is determined largely by the success of his dealers in selling. They are his salesmen!

If he permits them to limit their selling to what the consumer is already willing to buy—if he fails to supply his dealers with new ideas and plans that will attract new buyers' dollars to the plumbing and heating field—then he is not a sales manager, but an order taker, or as Mr. Hurley puts it—"An overpaid errand boy."

Is a salesman a good sales manager who succeeds in getting his line specified, and then prevents the dealer from changing the specifications only by cutting his price on staple fixtures to match quotations made by a competitor?

Is a salesman a good sales manager who is constantly writing to the house, asking for a cut on staples to meet competition?

If you were promoted to your boss' job, about the first question you would ask yourself would be: "How can I increase the sales?" In studying this question, you would find that from six to twenty per cent of the goods sold to plumbing and heating dealers are sold on architects' specifications. The remaining 80 to 94 per cent are sold by the dealer or, perhaps more truthfully stated, "purchased" from the dealer.

You know from experience that it is easy to "get your goods across" on a job, when working with the dealer, but as soon as you leave town that same dealer will be out working with one of your competitors. It is a hard job to keep him sold on your line between trips.

Include Sales Ideas with Your Order

Therefore, one of your big problems as a sales manager is to work out a plan to make your dealers patrons or, better still, your salesmen instead of customers. How can this best be done? By selling them merchandising ideas that embody the sales of your goods.

First sell your patron (your customer or your prospect) the idea that he is a plumbing or heating "dealer." Then sell him the idea that a "dealer" must have a store—must use his show windows as a selling medium—must advertise.

Then sell him the idea that your goods are the best for him to handle for such uses—and why. See that he displays them in his store, in his windows and features them in his advertising. When you have done this you have unquestionably made a patron or salesman who will produce.

If the average plumbing and heating salesman would spend one-half as much time selling the ideas outlined above, as he does in architects' offices trying to get his goods specified, he would produce much more real profit for

himself and his firm. I say this with the authority of twenty years back of the buyer's desk of a plumbing and heating establishment.

Only a few years back, there was a time when it was difficult to sell a dealer these ideas. The dealer was not receptive, nor was the supply house able to furnish sales plans and advertising material. These problems have only been solved in the past few years.

Today the Trade Extension Bureau is being operated to supply your dealers with business building ideas, store and window layouts, sales plans and advertising copy. When you make it certain that your dealers are using this service, your sales will increase as they should increase.

Last year the plumbing and heating sales of this country were above normal in spite of the slump in business.

SELF-HELP

Voice.—“Is this the weather bureau? How about a shower tonight?”

Prophet.—“Don't ask me. If you need one take one yourself.”

Rookie Sentry.—“Halt! Who's there?”

Voice.—“Private Stock, Company C.”

Rookie Sentry.—“Advance, Private Stock, and be sampled.”

A soft drink turneth away thirst.

SCAIFE “Copper-Brazed” TANKS

For Air, Gas and Liquids



Pneumatic and Storage Tanks

Range Boilers, Riveted
or Welded

SEND FOR CATALOGUES

WM. B. SCAIFE AND SONS CO.
PITTSBURGH, PA.

38 South Dearborn St.

Chicago, Ill.



Hardy's “Campers Friend”

A Combination
Running Board Box
Camp Cook
and
Dining Table
for
Auto-Campers

A Down-to-the-Minute Camp Outfit That Makes Camp Life Enjoyable

Is carried on the running board of the car and holds a complete outfit for cooking and dining. Stand up and cook on a gasoline stove. Sit down and eat in comfort. No stooping and squatting.

No Smoke, No Dirt, No Blackened Kettles

Converted From Box to Table in Less Than Two Minutes

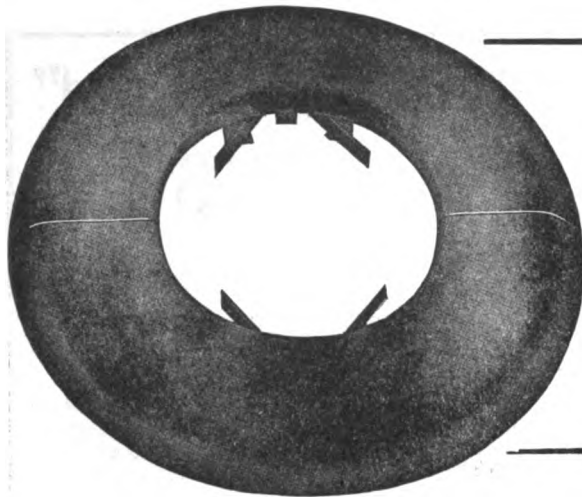
The most compact, practical and useful Camp Kitchen ever offered the motorist.

“There's a smile to your journey's end when you use a Campers Friend”

JOHN E. HARDY, Box 3613

Portland, Oregon

Write for Prices
and Folders



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co.
NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, New Birks Building, Montreal, Quebec, Canada.



First Woman.—“It must be awkward to be as near-sighted as your husband is.”

The Other.—“Well, yes. Only the other day he took me for another woman and was awfully nice to me before he discovered his mistake.”

An interesting business development is the opening of miniature but completely stocked department stores on the ocean liners with prices a duplicate of those on land. This is making use of opportunity. Many an individual with golden chances to do business, pass these up constantly because of failure to concentrate on just how to make the most of them.



You Can Bet

your last dollar that the

“Always Reliable”

torches, furnaces, and braziers are built to give satisfactory results and durable service. It is such tools on which this line has earned its present well-known reputation.

Manufactured since 1876 by

OTTO BERNZ CO., Newark, N. J.

Most jobbers stock our line. Others will gladly order.

Covered by
Several Patents.
No. 57, Quart Torch
No. 58, Pint Torch



“DREADNAUGHT”

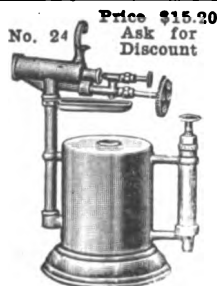
THE ONLY TORCH WITH A BRAZED STEEL BODY

Will operate efficiently in the strongest wind or when inverted. Used by U. S. Bureau of Mines and Bell Telephone Co. A style for every purpose.

EVERY TORCH IS SERVICE TESTED AND GUARANTEED TO GIVE SATISFACTION

Write now for catalog and prices

P. WALL MFG. SUPPLY CO., 3058 Preble Ave., Pittsburgh, Pa.



No. 24 Price \$15.00
Ask for Discount

“HOTTER-EN-THAT”

The Torch With No Regrets

Will produce 400 degrees more heat on either gasoline or kerosene—no changing of parts necessary. Shut off and needle valve separate.

MR. DEALER, don't pass up this item, it means more profit to you. Every Turner Torch is thoroughly tested and guaranteed to give satisfaction. Any reliable jobber can supply you or write direct to

THE TURNER BRASS WORKS - - Sycamore, Illinois

PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

BATHS AND LAVATORIES

(Bath Tub Prices Less Fittings)

BATH TUBS—K64, C370, P1990, Essex, on Feet—4-ft., \$43.85; 4½-ft., \$43.35; 5-ft., \$40.35; 5½-ft., \$45.70; 6-ft., \$62.70.

K57, C360, P1991, Essex, on Base—4½-ft., \$53.35; 5-ft., \$52.00; 5½-ft., \$58.70; 6-ft., \$78.70.

K80, P1932, Knickerbocker—5-ft., \$41.70; 5½-ft., \$47.00.

K10 to K10½, P2160 to P2173, Cardinal, Conrod, Enam. All Over—4½-ft., \$76.00; 5-ft., \$80.00; 5½-ft., \$86.70.

K10 to K10½, P2160 to P2173, Cardinal, Enam. Inside, Cardinal—4½-ft., \$60.00; 5-ft., \$64.00; 5½-ft., \$70.70.

K10½, P2180 to P2186, Recona, Enam. All Over, Cardinal—4½-ft., \$72.00; 5-ft., \$74.70; 5½-ft., \$81.50.

K10½, P2180 to P2186, Recona, Enam. Inside, Cardinal—4½-ft., \$60.00; 5-ft., \$64.00; 5½-ft., \$70.70.

F12 to F15, C316 to C319, P2305 to P2313, Pembroke, Corner, Viceroy, Sierra—4½-ft., \$95.35; 5-ft., \$100.00; 5½-ft., \$108.00; 6-ft., \$140.00.

F16 to F17, C320 to C321, P2315 to P2318, Pembroke, Recess, Viceroy, Sierra—4½-ft., \$86.00; 5-ft., \$91.35; 5½-ft., \$100.00; 6-ft., \$134.70.

F10 to F11, P2319 to P2322, Pembroke, Pier, Viceroy—5-ft., \$139.50; 5½-ft., \$141.50; 6-ft., \$157.80.

F7 to F8, P2380 to P2388, Woodmere, Corner, Imperator—5-ft., \$180.00; 5½-ft., \$186.70.

F9, P2390 to P2393, Woodmere, Recess, Imperator—5-ft., \$166.70; 5½-ft., \$173.35.

F8, Imperator (Standing Pattern)—5-ft., \$261.50; 5½-ft., \$278.70.

F6, Imperator (Wall Pattern) 5-ft., \$230.70; 5½-ft., \$244.00.

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection, light weight, Corner—5-ft., \$145.35; 5½-ft., \$158.35.

H5015, 2028N, Special selection, light weight, Corner—5-ft., \$177.00; 5½-ft., \$198.35.

H5020, 2029N, Regular selection, light weight, Recess—5-ft., \$138.35; 5½-ft., \$146.70.

H5020, 2029N, Special selection, light weight, Recess—5-ft., \$166.70; 5½-ft., \$183.35.

SHOWER RECEPTORS—K112, P2510, with Strainer and Waste—36x36-in., \$84.00; 42x42-in., \$112.00.

K108, P2511, with Strainer and Waste—36x36-in., \$113.50; 42x42-in., \$150.70.

K107, P2512, with P2580 Drain—38x38-in., \$149.50.

K105, P2525, with P2580 Drain—36x36-in., \$120.00; 42x42-in., \$158.50.

SHOWER MIXING VALVES—NC1, H15, P2745, \$30. NC1, H12, P2746, \$30.00. NF1, H10, P2747, \$30.00. P2748, \$30.00.

SHOWERS

H965, P2766, Shower and Rose Sprays.....\$110.00

H1014, P2771, Shower and Needle Bath.....109.00

NF1200, H911, P2790, Shower.....54.70

H909½, P2791, Shower and Shampoo.....64.00

NC100, H952½, P2803, Shower.....33.35

H953½, P2804, Shower.....30.70

NC1100, H954½, P2807, Shower.....41.35

NC1100 (with stops), H954½, P2809, Shower.....40.70

H943½, P2815, Shower.....48.70

H944½, P2816, Shower.....46.70

H945½, P2819, Shower.....56.70

H946½, P2820, Shower.....55.35

NC1100½, H956, P2821, Shower and Shampoo.....4 70

P2823, Shower and Shampoo.....54.70

H1402, P2826, Shower.....16.00

H1406, P2827, Shower.....15.70

H1400, P2828, Shower and Shampoo.....31.70

H1404, P2829, Shower and Shampoo.....30.70

H1410, P2836, Shower.....36.70

H1411, P2837, Shower.....38.00

H1408, P2841, Shower and Shampoo.....50.70

H140, P2842, Shower and Shampoo.....52.00

NF1050, H900, P2855, Shower.....38.70

NF1050½, P2856, Shower and Shampoo.....51.00

NF1055, H895, P2857, Shower.....46.70

H904, P2860, Sho cr.....45.35

P2861, Shower and Shampoo.....58.00

H1246, P2868, Shower.....34.70

H1250, P2870, Shower.....27.70

H1600, Industrial Mixometer Shower.....34.70

H1625, Industrial Combination Valve Shower.....14.15

H1202, P2914, Shower.....52.00

H1200, P2916, Shower.....66.35

H1206, P2918, Shower.....44.35

H1204, P2919, Shower.....46.00

P2920, Shower and Shampoo.....59.00

P2921, Shower and Shampoo.....60.35

Portable Showers—

H1275, P2946, Portable Shower.....21.85

S124, Portable Shower.....15.00

Wall and Ceiling Showers—

H1270, P2950, Wall Shower.....13.00

H1268, P2952, Ceiling Shower.....13.00

LAVATORIES—(Less Fittings)

C105, P3050, P3055, P3057, Copley—18x27-in., \$52.00;

22x33-in., \$66.65.

C114, K205, P3110, P3115, P3117, Laton—20x24-in.,

\$33.35; 22x27-in., \$38.70; 22x30-in., \$48.70.

C145, K332, P3840, P3845, P3846, P3847, Ophir—17x21-

in., \$14.70; 18x24-in., \$17.00; 20x24-in., \$22.70; 22x27-in.,

\$36.00.

C145, K332, P3850, P3855, Ophir—20x24-in., \$22.30.

C152, K582, P4045, Ralwon, 17x19-in., \$10.80.

P4125, Arion—19x24-in., \$22.65.

P4205, Othello—18x21-in., \$12.15.

K580, C150, P4206, Othello—18x21-in., \$13.80.

K608, C162, P4335, Beverly—18x21-in., \$12.70.

K614, C166, P4345, Crescent—17x19-in., \$8.70.

K752, P4365, Alva—14x16-in., \$8.70.

K668, C180, P4940, P4945, Athena—20-in., \$25.35.

K668, C180, P4940, Athena—20-in., \$25.35.

K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in.,

\$18.20.

K690, C184, P4980, P4985, Verdun—16-in., \$14.35.

P5080, P5085, P5086, P5087, Everett—19-in., \$18.70.

K732, C190, P5110, P5115, Yale—16-in., \$11.00.

K762, C192, P5145, Alda—16-in., \$9.00.

Add for Waste when required—P11285, Imperial, \$9.85;

P11289, Empire, \$8.00; P11290, Princess, \$6.70.

BRASS AND RUBBER GOODS

BATH FITTINGS, BUILT-IN—

H7025 Special, P11000—Compression, ½-in., Valves, 2-in.

Waste (End Wall), \$31.75.

H11001—¾-in. Valves, 2¼-in. Waste, \$40.00.

H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back

Wall), \$34.50.

P11003—¾-in. Valves, 2¼-in. Waste, \$45.35.

P11010—¾-in. Valves, 2-in. Waste, \$37.35.

P11011—¾-in. Valves, 2¼-in. Waste, \$44.70.

P11012—¾-in. Valves, 2-in. Waste, \$42.70.

P11013—¾-in. Valves, 2¼-in. Waste, \$47.35.

P11015, "Quicko"—¾-in. Valves, 2-in. Waste, Top

Nozzle, \$42.70.

P11016—¾-in. Valves, 2¼-in. Waste, Top Nozzle, \$47.35.

P11017—¾-in. Valves, 2-in. Waste, Top Nozzle, \$45.35.

P11018—¾-in. Valves, 2¼-in. Waste, Top Nozzle, \$50.00

Compression—

P11025—¾-in. Valves, 1½-in. C. W. & O., \$28.70.

F11026—¾-in. Valves, 1½-in. C. W. & O., \$28.35.

P11030—¾-in. Valves, 1½-in. C. W. & O., \$27.35.

P11031—¾-in. Valves, 1½-in. C. W. & O., \$32.00.

P11040—¾-in. Valves, 1½-in. Waste, \$46.70.

P11041—¾-in. Valves, 2-in. Waste, \$51.35.

NC2570—Fittings for Por. Tubs, ¾-in. Valves, 2¼-in.

Waste, \$64.00.

H2466—Speakman Deshler, ½-in. Valves for Por. Tubs,

\$36.00.

H2460—½-in. Valves for Enameled Iron Tubs, \$30.00.

Exposed for Essex Baths—Compression—

P11085—¾-in. Valves, 2-in. Waste, \$34.70.

P11066—¾-in. Valves, 2¼-in. Waste, \$50.70.

"Quicko"—

P11090—¾-in. Valves, 2-in. Waste, \$46.00.

P11091—¾-in. Valves, 2½-in. Waste, \$50.70.

Exposed for Conrod Tubs—

H6978 Special, 11115—½-in. Valves, 2-in. Waste, \$30.85.

Exposed for Pembroke and Woodmere Baths—

Compression—

H6978 S-ecial, P11115—½-in. Valves, 2-in. Waste, \$40.00.

¾-in. Valves, 2¼-in. Waste, \$40.00.

P11125—¾-in. Valves, 2-in. Waste, \$46.00.

Bath Cock Combination Fittings—For Essex Baths—

P11150—Compression Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$7.70.

P11155—"Quicko" Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$8.70.

P11160—Compression Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$18.60.

P11165—"Quicko" Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$20.00.

BATH WASTES—P11175—Imperial 2-in. Waste, \$13.40.

P11176—Imperial 2¼-in. Waste, \$16.70.

P11179—Imperial 2-in. Waste, \$18.00.

Bath C. W. & O.—

P11185—1¾-in. N. P. C. W. & O. for Essex Bath, \$2.80.

P11188—1¾-in. N. P. C. W. & O. for Conrod Bath, \$5.50.

1½-in. N. P. C. W. & O. for Conrod Bath, \$6.00.

P11189—1¾-in. Rough C. W. & O. for Conrod Bath, \$5.00.

1¼-in. Rough C. W. & O. for Conrod Bath, \$6.00.

P11190—1¾-in. Rough C. W. & O. for Pembroke Bath,

\$6.00.

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

COMBINATION LAVATORY FITTINGS—	
P11260—Verona, Compression, Enamel Lavatory.....	20.00
P11263—Verona, Compression, Vitreous Lavatory.....	20.00
LAVATORY WASTES—	
P11285—Imperial, China Knob.....	9.85
P11288—Imperial, China Knob.....	9.85
P11289—Empire, China Knob.....	8.00
P11290—Princess, China Knob.....	6.70
P11291—Princess, China Knob.....	6.70
P11293—Princess, China Lever.....	6.70
P11294—Princess, China Lever.....	6.70
P11295—Princess, China Lever.....	6.70
P11296—Princess, "B" China Handle.....	6.70
P11297—Princess, 4 Ball Handle.....	6.70
SHAMPOO FIXTURES—	
P11358—Quicko Double Basin Cock.....	9.85
P11359—Pedestal China Soap Dish with Drain.....	2.70
P11360—Compression, as described.....	30.00
P11363—Quicko, as described.....	30.00
MIXOMETER FIXTURE—H2285—Built-in Mixometer, \$53.35.	
LAVATORY SUPPLY PIPES—Strictly I. P. Size—Pipes to Wall—Short Pattern, 6-in. x 7-in.	
P11371—With W. H. Stop, ¾-in., \$7.45; ½-in., \$8.70.	
P11372—With O. I. Stop, ¾-in., \$8.15; ½-in., \$9.35.	
P11373—With L. K. Stop, ¾-in., \$7.45; ½-in., \$8.70.	
LAVATORY PLUGS AND CHAIN STAYS—	
P11395—P. O. Plug for Porcelain Enameled Lavatory..	.75
P11396—P. O. Plug for Vitreous Lavatory.....	1.50
P11397—Chain Stay for Vitreous Lavatory.....	.40
COMBINATION SINK AND SUPPLY FAUCETS—P11425—Quicko, Swing Spout, No. 190, Classic or Faultless, \$10.85.	
NICKEL PLATED SINK AND LAVATORY TRAPS—	
Tubing Pattern, less Cleanout—	
P11450—1¼-in. Plain "P," \$2.00; 1½-in., \$1.80.	
P11451—1¼-in. Vented "P," \$3.00; 1½-in., \$3.15.	
P11456—1¼-in. Bag, \$4.70; 1½-in., \$4.60.	
P11462—1¼-in. Plain "S," \$2.70; 1½-in., \$2.70.	
P11463—1¼-in. Vented "S," \$3.60; 1½-in., \$4.00.	
With Cleanout—	
P11450—1¼-in. Plain "P," \$2.80; 1½-in., \$2.70.	
Cast Brass Traps with Cleanout—	
P11450—1¼-in. Plain "P," \$2.75; 1½-in., \$2.70.	
P11451—1¼-in. Vented "P," \$3.75; 1½-in., \$3.95.	
P11456—1¼-in. Bag, \$3.75; 1½-in., \$3.70.	
P11458—1¼-in. "P" (N. Y. Reg.), \$2.70; 1½-in., \$3.10.	
P11462—1¼-in. Plain "S," \$3.20; 1½-in., \$3.40.	
P11463—1¼-in. Vented "S," \$4.15; 1½-in., \$4.35.	
COMPRESSION BIBBS—H100—¾-in. Rough Plain SSS, \$1.00; Finished, \$1.15; Nickel Plated, \$1.35. ½-in. Rough, \$1.30; Finished, \$1.45; Nickel Plated, \$1.65.	
H102—¾-in. Rough Hose SSS, \$1.15; Finished, \$1.80; Nickel Plated, \$1.50. ½-in. Rough Hose, \$1.45; Finished, \$1.60; Nickel Plated, \$1.80.	
H110—¾-in. Rough Plain SOT, \$0.90; Finished, \$1.00; Nickel Plated, \$1.15. ½-in. Rough Plain SOT, \$1.45; Finished, \$1.25; Nickel Plated, \$1.40.	
H112—¾-in. Rough Hose SOT, \$1.00; Finished, \$1.15; Nickel Plated, \$1.30. ½-in. Rough Hose, \$1.30; Finished, \$1.40; Nickel Plated, \$1.55.	
H135—¾-in. N. P. Plain Adj. Flange, \$2.05; ½-in., \$2.50.	
H137—¾-in. N. P. Hose Adj. Flange, \$2.20; ½-in., \$2.60.	
H140—¾-in. N. P. Plain Set Screw Flange, \$1.85; ½-in., \$2.25.	
H142—¾-in. N. P. Hose, \$2.05; ½-in., \$2.40.	
H365—¾-in. N. P. Comp. Stub W. T. Bibbs Plain, \$1.50.	
H367—¾-in. N. P. Comp. Stub W. T. Bibbs Hose, \$1.70.	
QUICK COMPRESSION BIBBS—H410—¾-in. Nickel Plated, Plain SOT, Metal Handle, \$1.60; ½-in., \$1.90.	
H412—¾-in. Nickel Plated, Hose SOT, Metal Handle, \$1.70; ½-in., \$2.05.	
H413—¾-in. Nickel Plated, Plain SOT, China Handle, \$1.90; ½-in., \$1.65.	
H414—¾-in. Nickel Plated, Hose SOT, China Handle, \$2.05; ½-in., \$2.35.	
H435—¾-in. Nickel Plated, Adj. Flange, \$2.15; ½-in., \$2.60.	
H437—¾-in. Nickel Plated, Adj. Flange, Hose, \$2.30; ½-in., \$3.80.	
H438—¾-in. Nickel Plated, Plain, \$2.50; ½-in., \$3.00.	
H439—¾-in. Nickel Plated, Hose, \$2.65; ½-in., \$3.10.	
H440—¾-in. Nickel Plated, Plain SS Flange, Metal Handle, \$2.00; ½-in., \$2.35.	
H442—¾-in. Nickel Plated, Hose, SS Flange, Metal Handle, \$2.15; ½-in., \$2.50.	
H443—¾-in. Nickel Plated, Plain, SS Flange, China Handle, \$2.30; ½-in., \$2.60.	
H444—¾-in. Nickel Plated, Hose, SS Flange, China Handle, \$2.50; ½-in., \$2.85.	
SELF-CLOSING BIBBS—H478—¾-in. Finished, Plain SOT, \$2.80; Nickel Plated, \$3.00.	
FULLER BIBBS—H510—¾-in. Nickel Plated, Plain SOT, \$1.25; ½-in., \$2.00.	
H512—¾-in. Nickel Plated, Hose, SOT, \$1.40; ½-in., \$2.35.	
H540—¾-in. Nickel Plated, Plain SS Flange, \$1.35; ½-in., \$2.15.	
H542—¾-in. Nickel Plated, Hose SS Flange, \$1.60; ½-in., \$2.50.	
GROUND KEY BIBBS—H575—¾-in. Finished, Plain SSS, \$1.85; ½-in., \$2.25.	
H577—¾-in. Finished, Hose SSS, \$1.60; ½-in., \$2.75.	
H580—¾-in., \$2.50.	
H577—¾-in. Finished, Hose SSS, \$1.75; ½-in., \$3.00.	
H585—¾-in. Finished, Plain SOT, \$1.60; ½-in., \$2.30.	
H587—¾-in. Finished, Hose SOT, \$1.75; ½-in., \$2.35.	
COMPRESSION STOPS—H600 and H603—¾-in. Rough I. P. Both Ends T. H., \$1.10; ½-in., \$1.45. ½-in. Nickel Plated Both Ends T. H., \$1.45; ¾-in., \$1.80.	
H605 and H608—¾-in. N. P. I. P. Both Ends W. H., \$1.80; ½-in., \$2.30.	
H615 and H618—¾ x ½ O. D. T. H. or W. H. N. P., \$1.50. ½ x 16 O. D., \$1.50. ½ x 11-16 O. D., \$1.75.	
H620 and H623—¾-in. I. P. Both Ends Finished, Loose Key, \$1.60; ½-in. I. P. Both Ends N. P., Loose Key, \$1.80; ¾-in. I. P. Nickel Plated, Loose Key, \$2.80.	
SELF CLOSING STOPS—H640 and H641—¾-in. I. P. both ends N. P., \$3.65.	
COMPRESSION SILL COCKS—H650 to H654—¾-in. Angle Pattern, \$1.45; ½-in., \$1.60.	
BOILER DRAIN COCKS—H655 and H658—¾-in., 90c; ½-in. Rough N. P. Male, \$1.00; ¾-in., \$1.00.	
H656 and H659—¾-in. Rough N. P. Female, \$1.00; ½-in., \$1.00.	
H700—¾-in. TH or LH Stops, Solid Head, \$1.45; ½-in., \$2.05.	
H708—¾-in. TH or LH Stop and Waste, \$1.50; ½-in., \$2.10.	
GROUND KEY STOPS AND STOP AND WASTES—H730 and H731—¾-in. TH or LH Stops, Loose Handle, \$1.05; ½-in., \$1.50.	
H738 and H734—¾-in. TH or LH Stop and Waste, Loose Handle, \$1.05; ½-in., \$1.50.	
COMPRESSION BASIN COCKS—H852—No. 1 ½ Midget Basin Cocks, Pair, \$3.40.	
H855—No. 2 Medio Basin Cocks, Pair, \$4.20.	
H856—No. 2A Medio Basin Cocks, Pair, \$5.25.	
No. H870—No. 5 Dunlo Basin Cocks, Pair, \$5.85.	
H871—No. 5A Dunlo Basin Cocks, Pair, \$5.95.	
QUICKO BASIN COCKS—H901—No. 1 ½, \$3.35.	
H902—No. 2 Quicko Basin Cocks, \$4.00.	
H903—No. 3 Quicko Basin Cocks, \$7.50.	
H908—No. 5 Quicko Basin Cocks, \$7.50.	
"Allwite" Quick Comp. Basin Cocks, \$10.95.	
FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks, \$5.25.	
H926—No. 0 Fuller Basin Cocks with Union, \$6.90.	
SELF CLOSING BASIN COCKS—H950—"Standard" Ball Bearing, Cross Handle, pair, \$8.10.	
H951—"Standard" Ball Bearing, China Level, pair, \$9.45.	
H970—"Standard" Boston, pair, \$6.60.	
Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair, \$7.50.	
DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks, each, \$10.50. (For China Soap Cup see U11359.)	
Glauber "Winton," Nu-Rapid—Double Basin Cock with Goose-neck and China Index Lever Handles, 12-in. O to O of Cock Holes, \$16.50.	
PANTRY COCKS—	
H1000—No. 1 Compression, pair.....	5.50
H1010—No. 1 Quicko, pair.....	8.65
H1015—Quicko, Double, each.....	12.00
H1080—No. 1 Fuller, pair.....	8.80
SLOP SINK COCKS—	
H1070—Compression.....	19.50
H1075—Fuller.....	19.50
DOUBLE BATH COCKS—	
H1100—No. 3 Compression.....	4.90
H1105—No. 3A Compression.....	5.25
H1142—No. 1 ½ Quicko.....	5.60
H1150—No. 2 ½ L Quicko.....	4.90
H1152—No. 2 ½ Quicko.....	5.75
H1160—No. 10 Quicko.....	10.80
H1170—No. 5 ½ L Fuller.....	4.90
H1172—No. 5 ½ Fuller.....	5.25
H1175—No. 4 ½ L Fuller.....	4.90
H1177—No. 4 ½ Fuller.....	5.25
CHICAGO FAUCET COMPANY'S BRASS GOODS—	
A100—"Classic" N. P. Quatern Swing Spout Mixing Faucet with Index Lever Handles, \$10.85 each. Extra Washers for same, \$2.00 per hundred.	
A500—N. P. Quatern Plain Bibbs SOT, Detachable Tapered Shank, ½-in., \$3.00.	
A900—N. P. Quatern Plain Bibbs with Detachable Shank, Adjustable Screw Flange, ½-in., \$3.10.	
A1600—N. P. Quatern Single Pantry Cock with China Lever Handle, \$5.90.	
A1700 N. P. Quatern Double Pantry Cock with China Indexed Lever Handle, \$17.40.	
A1900—N. P. Quatern Basin Cock with Top China Indexed Lever Handle, \$3.80.	
A2000—N. P. Quatern Basin Cock with Side China Indexed Lever Handle, \$4.90.	
A2100—N. P. Quatern Double Basin Cock with China Indexed Lever Handle, \$14.70.	
A4500—No. 102 Amazon Basin Cocks, N. P. with China Index Top, \$5.50.	
Phosphor Bronze Removable Sleeve Seats for all "Quatern" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball Cocks, etc., Hot or Cold, 40c each.	
N. P. BRASS ANNEALED TUBING—¾-in. O. D. N. P. Brass Annealed Tubing, \$24.00 per hundred ft.	
O. D. N. P. Brased Brass Tubing—Per 100 ft.—¾-in., \$37.50; ½-in., \$41.25; ¾-in., \$48.75; 1-in., \$59.00; 1 ½-in., \$42.75; 1 ¼-in., \$48.00; 1 ½-in., \$52.50; 1 ¾-in., \$56.25; 2-in., \$75.00.	

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

SEAMLESS BRASS PIPE—I. P. Size, per lb.— $\frac{1}{4}$ -in., 61c;
 $\frac{1}{2}$ -in., 57c; $\frac{3}{4}$ -in., 53c; $\frac{1}{2}$ -in., 50c; $\frac{3}{4}$ -in., 47c; 1-in., 47c;
 $1\frac{1}{4}$ -in., 47c; $1\frac{1}{2}$ -in., 47c; 2-in., 47c; $2\frac{1}{2}$ -in., 47c; 3-in.,
 47c.

Add 70 per cent for Nickel Plating Pipe. Add 10 cents
 for cut lengths. Add 75 per cent for Copper Pipe.

MISCELLANEOUS BRASS TRIMMINGS—

$1\frac{1}{4}$ -in. Laundry Tray Plugs, $1\frac{1}{4}$ O. D. Tail Piece, doz., 19.90
 $1\frac{1}{2}$ -in. Laundry Tray Plugs, $1\frac{1}{2}$ I. P. Tail Piece, doz., 19.90
 Fin. Brass Wash Tray Plugs, $1\frac{1}{4}$ Met. Stopper, doz., 5.50
 N. P. Chain Stays, No. 1, doz., 4.50
 N. P. Chain Stays, Nos. 1, 2, 3, dozen, 5.20
 China Chain Stays, doz., 9.60
 N. P. Chain Stay and Cook Hole Cover, 6.75
 N. P. Basin Cook Hole Cover, doz., 4.40
 N. P. Basin Chain w/ Snaps, No. 00, do, 1.50
 N. P. Basin Chain w/ Snaps, No. 0, doz, 1.70
 N. P. Bath Chain w/ Snaps, No. 00, doz, 2.00
 N. P. Bath Chain w/ Snaps, No. 0, doz, 2.40
 N. P. Basin Chain 12 Yd. Box, No. 00, 2.10
 N. P. Basin Chain 12 Yd. Box, No. 0, bc, 2.50
 N. P. Basin Chain 12 Yd. Box, No. 1, bc, 3.10
 N. P. Basin Chain, No. 00, per 100 feet, 3.50
 N. P. Basin Chain, No. 0, per 100 feet, 3.80
 N. P. Basin Chain, No. 1, per 100 feet, 3.50
 N. P. Basin Chain, 500-foot reels, No. 00, 5.30
 N. P. Basin Chain, 500-foot reels, No. 0, 6.40
 N. P. Basin Chain, 500-foot reels, No. 1, 8.30
 Beaded Basin Chains, per dozen, 8.50
 Beaded Bath Chains, per dozen, 2.26
 N. P. Chain Snaps, large, per dozen, .24
 N. P. Chain Snaps, small, per dozen, .24
 N. P. Chain "S" or "8" Hooks, per dozen, .48
 $\frac{1}{4}$ -inch Threaded Brass Rod, per foot, .37
 $\frac{1}{4}$ -inch Rough N. P. Brass Nuts, threaded through, 100, 6.40
 $\frac{1}{4}$ -inch N. P. Brass Cap Nuts, per 100, 5.60

FAIRFACTS BUILT-IN BATH ROOM ACCESSORIES—

F 1—Built-in Paper Holder, 6x6, 8.80
 F115 and F125—Built-in Soap Holder, 6x6, 4.40
 F140—Built-in Grab Rail, 6x6, 8.80
 F150—Built-in Comb. Rail and Soap, 6x6, 8.80
 F160—Built-in Tumbler Holder, 6x6, 4.40
 F170—Built-in Sponge Holder, 6x6, 7.10

BRASSCRAFTERS ALL WHITE ACCESSORIES—

14086—Slab Soap Dish, 3.00
 14089—Wall Soap Dish, 2.90
 14076—Wall Soap Dish, 3.35
 14049—Wall Soap Dish, 4.30
 14073—Wall Soap Dish, 3.00
 14044—Tub Rim Soap Dish, 2.60
 14080—Tub Rim Soap Dish, 3.50
 12306—6-inch Three arm Swinging Bar, 4.50
 12108—14-inch Three arm Swing Bar, 5.90
 12518— $\frac{1}{2}$ x18-inch Towel Bar, 3.35
 12524—24-inch Towel Bar, 3.75
 12530—30-inch Towel Bar, 4.55
 1818— $\frac{1}{2}$ x18-inch Towel Bar, 4.00
 1824—24-inch Towel Bar, 4.40
 1830—30-inch Towel Bar, 5.00
 1612—1x12-inch Towel Bar, 5.90
 1618—18-inch Towel Bar, 6.40
 1624—24-inch Towel Bar, 6.60
 1636—30-inch Towel Bar, 7.35
 1912—1 $\frac{1}{2}$ x12-inch Towel Bar, 12.00
 14241—Wall Pattern Soap and Sponge Holder, 11.70
 14502—Wall Towel Basket, 19.90
 15124—Tumbler and Toothbrush Holder, 4.80
 15118—Tumbler and Toothbrush Holder, 4.95
 15167—Tumbler Holder, 3.40
 15235—Combination T. T. B. and Soap, 11.90
 15222—Combination T. T. B. and Soap, 8.15
 15150—Tooth Brush Holder, 1.40
 15108—Tooth Brush Holder, 1.60
 15176—Tumbler Holder, 3.40
 15195—Tumbler and Toothbrush Holder, 4.80
 15192—Tumbler and Toothbrush Holder, 4.95
 15298—Tumbler and T. B. and Soap, 11.90
 15291—Tumbler and T. B. and Soap, 8.15
 15297—Tumbler and T. B. and Soap, 6.95
 15293—Tumbler and T. B. and Soap, 13.70
 14811—Comb Tray, 5.70
 14800—Comb Tray, 6.95
 15752—6x24 Shelf, 10.95
 15706—5x20 Shelf, 8.00
 15710—5x18 Shelf, 7.70
 15712—5x24 Shelf, 8.20
 15714—5x30 Shelf, 9.50
 15801—5x20 Rail, 4.55
 15802—5x24 Rail, 5.00
 15804—5x30 Rail, 5.70
 15807—6x24 Rail, 5.75
 15435—Paper Holders (Roll), 6.15
 15420—Paper Holders (Roll), 2.90
 15451—Paper Holders (Sheets), 4.95
 15510—Hooks, .60
 15528—Hooks, 1.10
 15513—Hooks, 1.80
 15534—Hooks, 2.55
 15533—Hooks, 3.20
 15521—Hooks, 1.15
 15520—Hooks, 1.20

15501—Hooks, 1.75
 14510—Stool, 12.70

CHURCH BATH ROOM TRIMMINGS—

No. 2 White Pyralin Routh Bath Stool, Rub'r Bumpers, 19.15
 No. 7 White Pyralin Square Bath Stool, Cork Top, 22.20
 No. 1 French Beveled Plate Glass Oval Mirror with
 White Pyralin Frame, 16x4, 34.30
 No. 2, same, 20x28, 48.35
 No. 1, same, Oblong with Square Corners, 42.50
 No. 2, same, 20x28, 42.20
 No. 3, same, 20-inch Round, 36.70
 No. 4, same, 24-inch, 48.35

BRASSCRAFTERS NICKEL PLATED ACCESSORIES—

1612—1x12-inch N. P. Towel Bar, 4.10
 4600—20-inch Roller Towel Bar with Lock, 5.20
 2112—14-inch 2-arm Crystal Swing Rack, 3.10
 2113—14-inch 3-arm Crystal Swing Rack, 4.10
 2818— $\frac{1}{2}$ x18-inch Crystal Bar, 1.95
 2824—24-inch Crystal Bar, 2.20
 2918—1x18-inch Crystal Bar, 3.40
 2924—24-inch Crystal Bar, 3.80
 2930—30-inch Crystal Bar, 4.55
 2936—36-inch Crystal Bar, 6.00
 2618— $\frac{1}{2}$ x18-inch Opal Bar, 1.95
 2624—24-inch Opal Bar, 2.20
 2718—1x18-inch Opal Bar, 3.54
 2724—24-inch Opal Bar, 3.95
 2730—30-inch Opal Bar, 4.60
 2736—36-inch Opal Bar, 6.15
 5610—5x18-inch Crystal Shelf, 4.50
 5612—5x24-inch Crystal Shelf, 4.90
 5606—5x20-inch Crystal Shelf, 4.60
 5301—5x20-inch N. P. Shelf Rail, 3.15
 5101—Crystal Tooth Brush Holder, .90
 5150—Opal Tooth Brush Holder, .95
 5108—N. P. Tooth Brush Holder, .55
 5146—Comb, Tumbler and T. B. Holder, 1.55
 5191 and 5117—Tumbler Holder, 1.95
 5170—Tumbler Holder, 1.10
 5196 and 5141—Tumbler and Toothbrush Holder, 3.00
 5222—Tumbler, T. B. and Soap Holder, 5.95
 5291—Tumbler, T. B. and Soap Holder, 5.95
 5293—Tumbler, T. B. and Soap Holder, 8.15
 5298—Tumbler, T. B. and Soap Holder, 8.40
 DRAIN COCKS—E1789—T. H. Compression for Range Boiler
 Hose or Plain Rough, N. P., $\frac{1}{4}$ -inch \$1.00; $\frac{1}{2}$ x $\frac{3}{4}$, \$1.10.
 URINAL COCKS—E1765—Self Closing N. P., $\frac{1}{4}$ -inch, \$3.10.
 BALL COCKS—E1771—Silent $\frac{1}{4}$ -inch O. D. without Integral
 Stop, less Ball and Stem, \$3.10.
 BASIN COCKS—
 E1876—N. P. Comp. 4-arm China Index Brass Handle
 with Nut for O. D. Tubing, 1.95
 E1887—N. P. Comp. 4-arm, All China Index Handle
 with Nut for O. D. Tubing, 2.90
 E1902—Rapidac N. P. China Index Side Lever Handle
 with Nut for O. D. Tubing, 2.70
 E1905—Rapidac N. P. China Index Top Lever Handle
 with Nut for O. D. Tubing, 2.20
 E1912—Rapidac N. P. 4-arm, All China Index Handle
 with Nut for O. D. Tubing, 2.95
 E1915—Rapidac N. P. Double China Index Side Lever
 Handle with Special Br. Y. with Nut for O. D. Tub., 10.40
 E1926—Rapidac N. P. China Index Side Lever Handle
 (large pattern), Nut for O. D. Tubing, 5.30
 E1985—Self Closing N. P. 4-arm Brass Handle China
 Index Nuts with Nut for O. D. Tubing, 3.60
 E1995—Self Closing N. P. China Index Lever Handle,
 Plain Brass Nut with Nut for O. D. Tubing, 4.20

CLOSETS AND TRIMMINGS

CLOSET SEATS—

L3500—White Seat, less Cover, 11.35
 L3600—Birch Mahogany, less Cover, 4.90
 L3700—Oak, less Cover, 4.70
 L3501—White Seat and Cover, 12.15
 L3601—Birch Mahogany and Cover, 5.55
 L3701—Oak and Cover, 5.35
 B. O. T. Church, B326, 47-1A, L3503—All White Seat
 and Cover, White Hinge, 20.00
 L3515—White Crescent Seat, 11.80
 L3615—Birch Mahogany Seat, 10.15
 L3615 $\frac{1}{2}$ —Birch Mahogany, Cantonment Type, 5.30
 L3715—Oak Seat, Mahogany, Cantonment, 4.90
 L3715—Oak Seat, Cantonment Type, 4.70
 L3516—White Crescent Seat and Cover, 15.00
 L3616—Birch Mahogany Crescent Seat and Cover, 8.70
 L3716—Oak Crescent Seat and Cover, 8.70
 L3520—White Horseshoe Seat, 12.50
 L3620—Birch Mahogany Horseshoe Seat, 8.80
 L3720—Oak Horseshoe Seat, 8.80
 L3521—White Horseshoe Seat and Cover, 16.70
 L3621—Birch Mahogany Horseshoe Seat and Cover, 8.70
 Oak Mahogany Seat and Cover, 8.70
 L3585—White Extended Seat Closet Front, 17.35
 L3635—Birch Mahogany Extended Seat Closet Front, 13.35
 L3735—Oak Extended Seat Closet Front, 13.35
 L3536—White Extended Closet Front with Cover, 22.70
 L3636—Birch Mahogany Ext. Closet Front with Cover, 16.70
 L3736—Oak Extended Closet Front with Cover, 16.70
 L3565—White Extended Open Front and Back, 16.70
 L3765—Oak Extended Open Front and Back, 16.90
 L3566—White, Ditto, with Cover, 26.70
 L3766—Oak, Ditto, 20.00

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

DRAINS

DRAINS, CESSPOOLS, ETC.—

Extra Heavy Stable Cesspool—12x12x10, \$8.75 each; 16x16x10, \$11.25.
 C. I. Pl. n Top Cesspools—6x6x2, \$1.10 each; 9x9x8, \$1.90; 12x12x4, \$3.35; 13x13x4, \$3.95.
 C. I. Extra Heavy, Hinged Top—6x6x2, \$1.75 each; 9x9x8, \$3.15; 12x12x4, \$7.50; 18x18x4, \$9.40.
 Galvanized Refrigerator Drains, 1/4-in. I. P., \$1.60 each.
 Blake, Iron w/ B. W. Valve—G102, 2-inch, \$10.15 each; G103, 3-inch, \$16.15; G104, 4-inch, \$24.75.

JOSAM DRAINS—

I. P. Govt. Pattern—203A, 5x2-inch, \$14.40 each; 207A, 6x3-inch, \$20.00; 2003A, 6x2-inch, \$21.60.
 800—4-inch N. P. Strainer, 2-inch I. P., \$8.15 each.
 Roof Drains—400, 4-inch, \$14.40; 401, 5-inch, \$17.55; 402, 6-inch, \$19.20.
 Wood Roof Drains—400A, 4-inch, \$19.20 each; 401A, 5-inch, \$22.55; 402A, 6-inch, \$24.00.
 Floor Drains, 4-inch I. P.—500A, 10-inch, \$13.15; 600, 8-inch, \$9.00.

M. & J. SAFETY DRAIN WITH B. W. VALVE—

2-inch Flat Iron Top, \$19.80 each; 4-inch Flat Iron Top, \$28.95; 4-inch Raised Iron Top, \$37.95.

SHOWER STRAINERS—

3/4-inch N. P. Top by 1/2-inch I. P. Female Outlet, P2998, \$2.40 each; 4-inch ditto by 2-inch ditto, \$2.70.
 5-inch N. P. Top by 2-inch I. P. Outlet Combination Drain and Trap, P2986, \$10.35.

PENBERTHY AUTO CELLAR DRAINERS—

No. 1, \$28.15 each; 2, \$45.00; 3, \$62.00. No. 1, Non-Automatic, \$21.90.
 Washing Machine Drainers, \$4.00 each. Hose and Adapters, 80c.

FIRE AND HOSE GOODS

FIRE HOSE, RACKS, EXTINGUISHERS, ETC.—

No. 901—Antex Electric Light Extension Reel with 25 feet of Flexible Waterproof Cord, \$16.00.
 No. B1101—2 1/2-gal. Badger's Chemical Extinguisher, \$20.00.
 No. B1107—Extra Hose with Nozzle, \$1.50.
 No. B1108—Hanger, .25.
 No. B1106—8-oz. Acid Bottles, .25.
 No. B1114—Universal Soda and Acid Recharge, .75.
 No. 0—Fire Gun Extinguisher, 1 qt., \$10.00.
 No. 1—Fire Gun Extinguisher, 1 1/2 qt., \$12.00.
 No. 2—Fire Gun Extinguisher, 1 1/2 qt., \$14.00.
 Universal Liquid for Recharging Fire Gun, per quart, \$1.75.
 No. B1118—2 1/2-gal. Foamite Firepan Extinguisher, \$30.00.
 No. B1118—Pump Tank Extinguisher, 5-gal., \$15.00.
 No. M1201—1-pint Safety Gasoline Cans, \$3.00.
 No. M1204—1-quart Safety Gasoline Cans, \$3.85.
 No. M1207—2-quart Safety Gasoline Cans, \$4.65.
 No. M1205—1-gal. Safety Gasoline Cans, \$3.85.
 No. M1208—3-gal. Safety Gasoline Cans, \$8.60.
 No. M1206—5-gal. Safety Gasoline Cans, \$10.00.
 No. M1207—6-gal. Justrite Oily Waste Can, \$6.85.
 8-gal. Justrite Oily Waste Can, \$7.85.
 10-gal. Justrite Oily Waste Can, \$8.00.
 No. S502—Small First Aid Kit, \$7.50.

GAS WATER HEATERS

AUXILIARY TYPE—500, 1 1/2-inch, \$80.00.
 No. 1 1/2, Lion, No. 25 Round, \$19.70.
 Double Copper Coil, 19.70.
 No. 2, Lion, No. 35 Round, \$40.00.
 Triple Copper Coil, 40.00.
 STORAGE TYPE—
 Pittsburgh or Round Multi-Coil Storage Heaters—
 No. Each
 30, 85.00
 50, 95.00
 100, 295.00
 200, 355.00
 300, 420.00
 500, 650.00
 Moment Valve Thermostats—
 No. Each
 30, 1/4-inch, 40.00
 50, 1/2-inch, 40.00
 100, 3/4-inch, 65.00
 200, 1-inch, 70.00
 300, 1 1/2-inch, 70.00
 AUTOMATIC TYPE—
 Pressure Valve, Pittsburgh—
 No. Each
 2 (Old No. 50), 105.00
 2 1/2 (New No. 50), 120.00
 3 (New No. 60), 165.00
 Thermostat Type Pittsburgh—
 No. Each
 2 1/2 (New No. 55), 185.00
 3 (New No. 65), 195.00
 4, 240.00
 6, 310.00
 8, 410.00
 Combination Boiler and Heater—
 No. 30, Royal Auto, 78.15
 No. 40, ditto with Thermostat, 91.25
 Marvel, ditto, less Thermostat, 35.70
 No. 40, ditto, 45.00

LEAD GOODS

HALF AND HALF SOLDER—500 lb. lots, \$31.50; 100 lb. lots, \$32.70; Less, \$34.00.
 EXTRA WIPING SOLDER—500 lb. lots, \$27.10; 100 lb. lots, \$28.40; Less, \$29.75.
 Wire Solder, Smooth, \$38.85.
 CALKING LEAD—2000 lb. lots, \$8.40; 500 lb. lots, \$8.75; Less, \$9.10.
 PIG LEAD—2000 lb. lots, \$8.10; 500 lb. lots, \$8.40; Less, \$8.75.
 SHEET LEAD—Full Rolls, \$13.10; Cut Pieces, full width, \$13.40; Cut Pieces, odd sizes, \$14.40.
 1/4-inch Lead Tubing, \$16.25.
 Bar Tin, \$50.00.
 Block Tin Pipe, full reel and coils, \$50.70.
 Block Tin Pipe, cut pieces, \$68.70.
 LEAD BENDS—4x5 1/2x10, \$1.50 each; 4x5 1/2x12, \$1.70; 4x5 1/2x15, \$2.00; 4x5 1/2x18, \$2.30; 4x5 1/2x20, \$2.50. 4x10x10, \$1.95; 4x10x12, \$2.15; 4x10x15, \$2.45; 4x10x18, \$2.75; 4x10x20, \$2.90.
 LEAD PIPE—1/4-inch to 1 1/2-inch, full reels and coils, \$11.75;

2, 3, 4-inch Lead Soil Pipe, full lengths, \$11.75; Other sizes 2 1/2 to 5-inch, full lengths, \$12.40; Cut Pieces, all sizes, \$13.10.

Note—Add to lead pipe when full reels are taken \$2.70 per reel.

Wood reels when returned to American Smelters Securities Co., San Francisco, Cal., direct via prepaid freight will be credited at \$2.00 each net, no freight allowance, on receipt of prepaid B. L.

LEAD WASHERS—\$26.20 per 100 lbs.

LEAD WOOL—\$18.70 per 100 lbs.

TRAPS—Standard—1 1/2 Short "P", 50c each; 1 1/2 Long "P", 75c; 1 1/2 Short "S", 75c; 1 1/2 Long "S", 90c; 1 1/2 Short "S", 80c; 1 1/2 Long "S", 95c; 1 1/2 Short "S", 90c; 1 1/2 Long "S", \$1.35.

Extra Heavy—1 1/2 Short "P", 80c each; 1 1/2 Long "P", \$1.15; 1 1/2 Short "P", \$1.10; 1 1/2 Long "P", \$1.50. 1 1/2 Short "S", 90c; 1 1/2 Long "S", \$1.45; 1 1/2 Short "S", \$1.25; 1 1/2 Long "S", \$1.95.

COMBINATION BENDS AND FERRULES—4x5 1/2x12, \$3.30 each; 4x5 1/2x14, \$2.40; 4x5 1/2x16, \$2.60.

COMBINATION FERRULES, LEAD AND IRON—4x4, 50c each; 4x6, 85c; 4x8, \$1.05; 4x10, \$1.25; 4x12, \$1.40; 4x14, \$1.60; 4x16, \$1.75.

Lead Traps and Bends not shown above—Barrel lots, plus 40 per cent; Less, 50 per cent.

Lead Drum, Traps, Comb, Lead and Iron Ferrules and Bends, and Soldering Nipples—Barrel lots, plus 40 per cent; Less, 50 per cent.

PIPE

PIPE—	Wrought Steel	Wrought Iron	Standard
Random	Blk.	Gal.	Thread
1/4	4.80	7.00	11.10
1/2	4.95	7.40	11.10
3/4	4.95	7.40	11.10
1	6.35	8.15	11.35
1 1/4	7.90	10.00	13.90
1 1/2	11.15	14.30	19.95
2	15.10	19.35	26.95
2 1/2	18.00	23.15	32.20
3	24.15	31.10	46.40
3 1/2	39.95	51.15	74.00
4	52.15	66.95	96.75
4 1/2	67.20	84.90	116.85
5	79.55	100.95	137.90
6	112.15	141.75	207.80
8	145.55	184.00	268.90
10	200.00	258.85	340.50
12	209.35	265.35	340.50
8, 25 lb.	209.35	265.35	340.50
9	294.70	.....	.....
10, 82 lb.	320.00	.....	.....
12	412.00	.....	.....

Cutting Charge—1/2 Standard Threading. All prices quoted per 100 feet.

Plugged and Reamed—2-in., \$40.00; 2 1/2-in., \$65.95; 3-in., \$86.40.

PIPE FITTINGS

CAST IRON—BLACK—	1/4	1/2	3/4	1	1 1/2	2	3	4
Bends, Y	.48	.52	.60	.68	.84	1.00	1.28	1.60
Bends, Rt. O.P.	.48	.52	.60	.68	.84	1.00	1.28	1.60
Bends, Rt. CP	.27	.31	.32	.32	.42	.48	.58	.70
Bushings	.05	.05	.05	.06	.08	.12	.18	.25
Crosses	.24	.32	.41	.51	.64	.84	1.04	1.24
Elbows, 90 dg.	.08	.08	.09	.12	.16	.21	.28	.36
Elbows, 45 dg.	.09	.09	.11	.15	.18	.27	.32	.40
Elbows, Red.	.09	.11	.14	.18	.25	.40	.52	.64
Plugs	.08	.08	.08	.04	.05	.09	.13	.22
Tees	.12	.12	.14	.18	.28	.44	.68	1.07

MALLEABLE—BLACK—

MALLEABLE—BLACK—	1/4	1/2	3/4	1	1 1/2	2	3	4
Bends, Rt. OP	.26	.32	.46	.54	.68	.84	1.06	1.28
Bends, Rt. CP	.21	.24	.46	.54	.68	.84	1.06	1.28
Caps	.04	.06	.10	.12	.22	.36	.56	.86
Crosses	.08	.14	.20	.28	.46	.68	.96	1.46
Crosses, Red.	.12	.22	.30	.54	.66	1.18	1.36	1.66
Couplings, WI	.10	.12	.16	.24	.38	.50	1.08	1.80
Elbows, 90 dg.	.06	.08	.10	.14	.28	.48	1.42	2.08
Elbows, Red.	.16	.18	.20	.34	.62	1.78	2.38	3.30
Elbows, 45 dg.	.04	.04	.08	.14	.20	.32	.62	1.38
Elbows, St.	.06	.10	.18	.18	.32	.62	2.04	4.76
Locknuts	.02	.02	.04	.10	.14	.26	.58	1.04
Reducers	.10	.06	.08	.12	.20	.24	1.14	1.96
Tees	.06	.10	.12	.10	.16	.38	.64	1.76
Tees, Red.	.18	.12	.16	.22	.48	.84	2.18	4.42
Tees, 4-way	.10	.18	.22	.40	.96	1.52	.....	.....

MALLEABLE—GALVANIZED—

MALLEABLE—GALVANIZED—	1/4	1/2	3/4	1	1 1/2	2	3	4
Bends, Rt. OP	.38	.48	.78	2.06	2.68	5.94	.....	.....
Bends, Rt. CP	.34	.36	.66	1.18	1.88	.....	.....	.....
Caps	.06	.08	.14	.18	.36	.58	1.42	2.38
Crosses	.10	.20	.30	.42	.66	1.04	1.66	2.76
Crosses, Red.	.18	.32	.46	.80	1.14	1.90	5.70	10.92
Couplings, WI	.10	.18	.24	.82	.58	.72	1.44	2.52
Elbows, 90 dg.	.08	.12	.14	.24	.48	.80	2.38	5.10
Elbows, Red.	.22	.14	.18	.26	.30	.58	1.04	2.84
Elbows, 45 dg.	.06	.08	.12	.20	.30	.62	.96	2.28
Elbows, St.	.08	.10	.16	.28	.30	.54	1.04	2.84
Locknuts	.04	.04	.08	.14	.20	.26	.42	.96
Reducers	.14	.08	.12	.18	.28	.40	.68	1.90
Tees	.10	.16	.18	.28	.64	1.12	2.90	5.94
Tees, Red.	.18	.30	.22	.34	.86	.80	1.88	7.86
Tees, 4-Way	.16	.36	.34	.60	1.84	2.34	.....	.....

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

NIPPLES—WROUGHT IRON—Per 100—Black—

	3/4	1	1 1/4	2	3	4
Ol. Sh.	3.42	4.28	4.80	6.40	10.00	14.40
Long	5.14	5.98	7.20	10.40	16.00	21.60
4-in. Long	5.98	6.84	8.00	12.00	20.00	25.60
5-in. Long	6.84	8.56	10.40	14.40	23.20	30.40
6-in. Long	8.56	10.26	12.00	16.00	26.00	33.60

NIPPLES—GALVANIZED—Per 100—

	3/4	1	1 1/4	2	3	4
Ol. Sh.	5.40	5.40	6.84	9.40	17.96	28.08
Long	9.90	9.90	11.98	16.24	29.92	40.18
4-in. Lg.	10.80	11.70	13.20	18.00	32.40	42.60
5-in. Lg.	13.50	14.40	15.40	20.52	38.34	44.46
6-in. Lg.	15.30	16.20	17.96	23.94	39.34	52.16

PIPE CUT TO ORDER

On Pipe cut to specified lengths, where the loss occasioned by cutting up stock lengths is assumed, a higher price is charged than for pipe in random lengths. This advance covers the pipe only, and there is an extra charge for cutting and threading as follows:

(1) Pipe cut to special lengths and threaded both ends, two threads are charged for each piece of pipe furnished, and no charge made for the cut.

(2) Where one end of the pipe is left blank, the charge is for one thread and one cut on each piece, the price of the cut being one-half of the threading list.

(3) Where both ends are left blank, a charge is made for all cuts and for the one thread necessary to make the remaining scrap salable. This applies to whatever the number of cut pieces may be.

(4) When pipe is made up to sketch, all couplings used are charged for and all pipe is charged at cut length prices.

(5) When pipe of any size is furnished in exact lengths longer than one random length by coupling on a short piece, the cut price is charged for the entire length. All couplings furnished are charged for, but only two threads. This applies to whatever number of random lengths may be included in the run.

(6) A customer can make his own measurements, and to call for the exact lengths necessary to make up the run required, which will be charged at the cut price with two threads with additional charge for any extra couplings furnished.

(7) In the case of an order for specified amount of pipe, WHERE EXACT MEASUREMENTS ARE NOT ABSOLUTELY NECESSARY, the cut length price may be charged for the last piece furnished necessary to equal the amount called for after the random measurements have been ascertained.

(8) When pipe is furnished in random lengths by customer (he assuming the loss on the scrap), to be cut to order, the actual work done is charged for; that is, all cuts and all threads actually made. In such cases the scrap belonging to the customer, and no credit allowed for same.

(9) In charging cut pipe, no allowance is made for couplings or for threads already on the pipe.

(10) Where pipe in sizes to 2 feet inclusive is cut on roller cutter in pieces of 12 inches or less and not reamed or threaded, one cut is charged for each piece at one-quarter of the Threading list.

PLUMBERS' TOOLS

STOCKS AND DIES—Walworth Standard Stocks and Dies (Solid Die Type)—No. 0, complete, 1/4-inch to 1/2-inch, \$10.40 each; No. 1, 1/4-inch to 1-inch, \$18.65; No. 1 1/4, 1/2-inch to 1 1/4-inch, \$12.85; No. 2, 1 1/4-inch to 2-inch, \$18.85; No. 3, 2 1/4-inch to 3-inch, \$45.50.

Extra Dies and Bushings—List plus 50 per cent.
Miller's Reversible Ratchet Stocks and Dies—"B" complete, 1/4-inch to 1-inch, \$21.20 each; "C," 1-inch to 1 1/4-inch, \$24.05; "D," 1 1/4-inch to 2-inch, \$28.10.

Extra Dies, Bushings and Die Frames, List plus 80 per cent. All other Parts, List plus 40 per cent.

Armstrong Stocks and Dies—No. 1, 1/4 to 1/2-inch, \$10.80 each; No. 2, 1/2 to 1-inch, \$14.40; No. 3 1/2, 1 to 1 1/4-inch, \$16.80; No. 3, 1 to 2-inch, \$25.20.

Extra Dies—List plus 30 per cent. All other Repairs List plus 30 per cent.

Toledo Stocks and Dies—No. 00 complete, 1/4 to 1/2-inch, \$26.60 each; 1/4 to 1/2-inch, \$22.40; 1/2 to 1-inch, \$14.00.

Dies with Heads—1/4, 1/2 or 1-inch, \$4.20; 1/2 or 1-inch, \$4.90.

Extra Dies (4 segments), all sizes, \$2.80 each.

Ratchet only, \$4.20.

No. 0 complete, 1/4 to 1/2-inch, \$22.40. R. H. Dies, complete, 3 sets, \$9.00. L. H. Dies complete, 5 sets, \$15.00.

No. 1 complete, 1 to 2-inch, \$26.40.

1-A Ratchet complete, 1 to 2-inch, \$38.00. Dies complete (8 sets), 1 1/4, 1 1/2, \$6.75. Same, Single Set, 4 pieces, \$2.25.

2-inch Dies for No. 1 or 1-A, \$3.25.

No. 2 complete, 2 1/4 to 4-inch, \$110.00. Dies, complete, 4 sets, \$35.20. Dies, single sets, 5 pieces, \$8.50.

No. 3 complete, 4 1/4 to 8-inch, \$380.00. Dies, complete, 5 sets, \$66.00; Dies, single sets, 5 pieces, \$13.20.

No. 4 complete, 9, 10 and 12-inch, \$550.00. Dies complete 3 sets, \$66.00. Dies, single set, 5 pieces, \$22.00.

No. 10 complete, 1 to 2-inch, \$36.40. R. H. Dies complete, 4 pieces, \$5.52. L. H. same, \$5.52.

No. 10-A Ratchet, complete, 1 to 2-inch, \$44.20.

No. 25, complete, 2 1/4 to 6-inch, \$253.04. Dies, complete, 4 pieces, \$8.80. All other repairs, list plus 30 per cent.

Toledo Power Drive, D. C. or A. C. Motor, \$660.00 each.

Beaver Stocks and Dies—No. 8 Ratchet, complete, 1/4 to 1-inch, \$30.60 each. Extra Die Heads and Chasers, 1/4-inch, \$5.10; 1/2 or 1-inch, \$5.96; 1-inch, \$6.80. Extra Chasers, any size (4), \$2.76.

No. 6 Beaverette, complete, 1/4 to 1/2-inch, \$24.06. Extra Dies, per set, \$4.50.

No. 28 Stock and Die, complete, 1-inch to 2-inch, \$26.40. Extra Die Heads, 1/2 or 1-inch, \$6.06.

No. 25, complete, 1 to 2-inch, \$36.00. Extra Dies, per set, \$4.66.

No. 26, Ratchet, complete, 1 to 2-inch, \$42.00.

No. 41, complete, 2 1/4 to 4-inch, \$110.00. Extra Dies, per set, \$12.00.

No. 61, complete, 2 1/4 to 6-inch, \$264.00. Extra Dies, per set, \$26.80.

Other repair parts for No. 6—List plus 50 per cent.

Other repair parts for 23, 25, 26, 41 and 61—List plus 33 1/3 per cent.

WRENCHES—Warnock Brass Pipe Wrenches—12-inch, 1/4 to 2-inch, \$5.00 each; 18-inch, 1 to 5-inch, \$10.00. Extra Straps—12-inch, \$1.00; 18-inch, \$2.00. Basin Wrench, \$2.30; Spud Wrench for Radiator Nipples, \$3.00.

Vulcan Bijaw Pipe Wrenches—No. 30 or 10, 1/2 to 1-inch, \$4.50 each; No. 31 or 11, 1/2 to 1 1/4-inch, \$6.00; No. 32 or 12, 1/2 to 2 1/4-inch, \$8.00; No. 33 or 13, 1/2 to 4-inch, \$12.00; No. 33 1/2 or 13, 1 to 6-inch, \$15.50; No. 34 or 14, 1 1/2 to 8-inch, \$19.00; No. 35 or 15, 2 to 12-inch, \$30.70. Extra Parts, List plus 70 per cent.

Agrippa Chain Wrenches—No. 21, 1/4 to 1 1/4-inch, \$6.50 each; No. 22, 1/4 to 2 1/4-inch, \$9.30; No. 23, 1/2 to 4-inch, \$13.00; No. 23 1/2, 1 to 6-inch, \$16.75; No. 24, 1 1/2 to 8-inch, \$20.50; No. 25, 2 to 12-inch, \$33.50. Extra Parts, List plus 100 per cent.

Walworth Bostong Wrenches—No. 0, 1 to 4-inch, \$18.00 each; No. 1, 2 to 6-inch, \$32.00; No. 2, 2 1/4 to 10-inch, \$64.00; No. 3, 3 to 14-inch, \$120.00.

Walworth Reversible Bostong Wrenches—No. 2, 1/4 to 3-inch, \$11.00.

PIPE CUTTERS—Barnes Three Wheel Type—No. 1, 1/4 to 1-inch, \$4.50 each; No. 2, 1/2 to 2-inch, \$6.00; No. 3, 1 1/2 to 3-inch, \$10.00; No. 4, 2 1/4 to 4-inch, \$20.00; No. 5, 4 to 6-inch, \$30.00; No. 6, 6 to 8-inch, \$40.00. Extra Parts, List plus 20 per cent.

Knurled Wheels—No. 1, \$1.00 each; No. 2, \$1.20; No. 3, \$1.60; No. 4, \$2.00; No. 5, \$2.20.

Saunders Roller Type—No. 1, 1/4 to 1-inch, \$3.90 each; No. 2, 1 to 2-inch, \$5.96; No. 3, 2 to 3-inch, \$14.30; No. 4, 2 1/2 to 4-inch, \$23.40; No. 5, 4 to 6-inch, \$36.40. Extra Parts, List plus 40 per cent.

Knurled Wheels—No. 1, \$1.00 each; No. 2, \$1.20; No. 3, \$2.20.

Trimmo—No. 1, 1/4 to 1 1/4-inch, \$4.95 each; No. 2, 1/2 to 2-inch, \$6.60; No. 3, 1 1/4 to 3-inch, \$11.00. Extra Parts, List plus 20 per cent.

Beaver Square End—No. 1, 1/4 to 1-inch, \$27.00 each; No. 5, 1/2 to 2-inch, \$80.00; No. 10, 2 1/2 to 4-inch, \$120.00.

Extra Knives, per set—No. 1, \$1.80 each; No. 5, \$2.24; No. 10, \$3.74.

Toledo—No. 250, 2 1/2 to 6-inch, \$168.00 each. Extra Blades (Set of 4), \$1.76.

MISCELLANEOUS CUTTERS—Chesterston or Fletcher Gauge Glass Cutter, A5908, \$4.00 each.

Gasket Cutter, \$1.80.

PIPE TAPS AND REAMERS—R. H. A4201—1/4 to 1-inch, List less 20 per cent; 1/2 to 2-inch, List less 10 per cent; 2 1/4 to 3-inch, List plus 40 per cent; 3 1/2 to 4-inch, List plus 70 per cent.

L. H. A4201 and Reamers A4202—1/4 to 1-inch, List plus 10 per cent; 1 1/4 to 2-inch, List plus 32 per cent; 2 1/2 to 3-inch, List plus 70 per cent; 3 1/2 to 4-inch, List plus 110 per cent.

Combined Drill and Tap—A4203, 1/4 to 4-inch, List plus 10 per cent.

Mueller Ratchet Reamer—ER E4850, 1/4 to 1 1/4-in., \$12.48 each; E4851, 1/2 to 3-inch, \$18.16.

Reed No. 6 Bit Brace Taper Burring Reamer—1/4 to 3-inch, \$19.20 each.

RANGE BOILERS

Standard Galvanized Vertical Pattern, High or Low Top—

No.	Each.
18, 12x36	12.00
24, 12x48	12.00
30, 12x60	12.00
40, 14x60	16.35
52, 16x60	28.00
66, 18x60	48.00
82, 20x60	58.00
100, 22x60	80.00
120, 24x60	90.70
144, 24x72	146.70
168, 24x84	135.35
192, 24x96	160.00

Standard Galvanized Horizontal—

No.	Each.
30, 12x60	13.20
40, 14x60	18.00
52, 16x60	30.80
66, 18x60	52.80
Double Extra Heavy Vertical, six-year guarantee—	
30, 12x60	30.00
No.	Each.
40, 14x60	26.70

Extra Heavy Galvanized Vertical or Horizontal—

No.	Each.
30, 12x60	14.70
40, 14x60	19.35
52, 16x60	37.35
66, 18x60	68.70
82, 20x60	82.00
100, 22x60	112.00

Graves 800-lb. W. P. 6-year guarantee Boiler, coated with heat proof blue enamel—

No.	Each.
30, 12x60	47.50
40, 14x60	57.85
Extra Heavy, Horizontal or Vertical, with 1-inch Steam Coil—	
No.	Each.
30, 12x60	43.35
40, 14x60	50.70
52, 16x60	76.70
66, 18x60	110.00
82, 20x60	133.35
100, 22x60	166.70

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Range Boilers—Continued.			
Boiler Stands—		20-in. American Ring..	6.00
Hawks Universal....	2.70	22-in. American Ring..	8.00
Sanders Adjustable...	2.15	24-in. American Ring..	9.35
Foster	2.15	1/4-in. Range Boiler Relief	
12-in. American Ring..	2.20	Valves	2.00
14-in. American Ring..	2.55	1/4-in. Stack Combination	
16-in. American Ring..	3.60	Relief Valves & Faucets,	
18-in. American Ring..	5.00	Set 55 lbs.....	7.85
		Ditto, Set 150 lbs.....	7.85
SINKS AND FOUNTAINS			
WASH SINKS—(Less Bibbs and Trap)—F910, P6450—3-ft.,			
\$64.50; 4-ft., \$82.20; 5-ft., \$100.00; 6-ft., \$185.50.			
P6495, Enameled inside, less Supply Pipe and Bibbs—			
48x24-in., \$40.00; 60x24-in., \$60.00; 72x24-in., \$78.35.			
P6496, Enameled inside, less Supply Pipe and Bibbs—			
48x24-in., \$60.00; 5x30-in., \$76.00; 5x24-in., \$85.35; 6x20-			
in., \$96.70; 6x24-in., \$112.70.			
DOUBLE WASH SINK COCKS—H1645, P6500, \$7.35; P6501,			
\$8.00; H1640, P6502, \$8.85; H1635, P6503, \$10.00; P6504,			
\$10.00.			
CHICAGO FAUCET DRINKING FOUNTAINS—B7000, Wall			
Fountain with Trays, \$19.10; B7500, Self Closing Sink			
Bubbler, \$7.35; B7600, Self Closing Sink Bubbler, \$5.55;			
B7800, Self Closing Swinging Sink Bubbler, \$12.00; B8000,			
Self Closing Swinging Basin Bubbler, \$9.20; B8100, Self			
Closing Basin Bubbler, \$7.35; B8300, Self Closing Basin			
Bubbler, \$14.70; B8800, Self Closing Swinging Basin Bub-			
bler, \$13.40; B8700, Nozzle 1/4-in. I. P., \$1.50.			
GLAUBER DRINKING FOUNTAINS—H503A, \$8.55; H504E,			
\$7.80; H510A, \$9.10; H510B, \$9.10.			
MUELLER DRINKING FOUNTAINS—E3728, \$8.70; E3729,			
\$10.65.			
RUBBER MATS—P6990, for Interchangeable Drain Board—			
18x18-in., \$3.50; 18x24-in., \$4.50; 20x18-in., \$3.70; 20x24-			
in., \$4.70; 22x18-in., \$4.00; 22x24-in., \$5.35.			
P6991, P6706-7, P6715-16, P6730-31—20x24-in., \$3.70;			
20x30-in., \$4.35; 22x36-in., \$5.35.			
P6710—20x30-in., \$4.85; 22x32-in., \$4.70; 22x36-in.,			
\$4.70.			
P6730-31, P6230-31—30x30-in., \$4.35; 22x36-in., \$5.35.			
P6814—22x26-in., \$4.00.			
P6815-16—20x24-in., \$3.70; 20x30-in., \$4.35; 22x30-in.,			
\$4.50; 22x36-in., \$5.35.			
P6817-18, P6822-23, P6826-27—20x30-in., \$3.50.			

BUSINESS OPPORTUNITIES

Announcements in this department will be inserted at the rate of five cents a word, including address, with a minimum charge of \$1.00; payable in advance. Copy should reach this office not later than the tenth of the month to secure insertion the following issue.

SALESMEN, ATTENTION

We offer you a rare opportunity to sell linoleum, felt base and rug border to the hardware trade on a liberal commission basis. If interested, advise at once. Address Hudson Carpet Mills, Inc., 160 Fifth Avenue, New York.

SALESMEN WANTED

Hardware salesmen wanted to handle ladders as side line in territory they cover. See page 11. Surestep Ladder Corp., 103 E. 125th St., New York City.

SPECIALTY LINES WANTED

Wanted: exclusive sales agency for good specialty line by manufacturers' agents calling on hardware trade covering California. Address Box 99, HARDWARE WORLD.

MANUFACTURER'S REPRESENTATIVES WANTED

Should have established following in both the jobbing and retail trade. A lock manufacturing concern, established since 1860, and of excellent reputation, producing a high grade line of locks, of competitive price, desires to secure reliable and experienced representation, on a commission basis, in the following cities and territories adjacent: Omaha, Denver, Salt Lake City, Ogden, Spokane, Portland, San Francisco and Los Angeles. In applying, please state fully qualifications and territory covered. Address Box 758, care HARDWARE WORLD, St. Louis.

FOR SALE

Partnership or full interest in hardware business, established 50 years. Northern Illinois, 60 miles West Chicago. Address Box 248, care HARDWARE WORLD, St. Louis.

FOR SALE

Hardware business in town of 3000 in good farming belt in the South. Clean selected stock. Term lease on store and warehouse. Ten to twenty thousand can swing deal. Write "Hardware," P. O. Box 251, Milledgeville, Ga.

PACIFIC COAST SALES

Manufacturer's Agent, selling jobbers in territory from Denver west, can give aggressive representation to 2 or 3 additional manufacturers of standing. Address X, care HARDWARE WORLD.

TO BUY

Want to hear from owner of good hardware store for sale. State cash price and description. D. F. Bush, Minneapolis, Minn.

AN A-1 OPPORTUNITY

An opportunity to participate in an old and well established manufacturing business of fishing tackle is offered to a young man of energy and initiative. The business has been long established, having a splendid clientele of customers among wholesale and retail trade throughout entire country; can be materially enlarged and developed. Full information will be given to anyone who is willing to make a small investment and assist the present owner in enlarging the business.

Address Fishing Tackle, care HARDWARE WORLD.

SALESMAN WANTED

Wanted: salesman making hardware and sporting goods trade to carry "Hookzem" as a side line. It's the newest thing in artificial baits. Automatic and weedless. It's a big seller. Send 50 cents for sample. Hookzem Bait Co., 3443 N. Harding Avenue, Chicago, Illinois.

FOR SALE

Old established manufacturer of harness hardware and harness chains desires reliable salesmen on commission basis who are now calling on the wholesale saddlery and hardware trade in the Southeast, Southwest, Mountain States and Pacific Coast territory. Address Box T. M. C., care HARDWARE WORLD.

FOR SALE

Hardware store in the best hunting and fishing district of California. Supplying farmers, miners and tourists. Have best agencies. Address Box L. E. B., HARDWARE WORLD, San Francisco.

FOR SALE

Old established hardware store near San Francisco. Clean up - date stock. Fine fixtures. Invoices about \$12,000. To an experienced reliable hardware man will arrange to sell on small payment down, balance monthly. Fine opportunity for hardware salesman with small capital to get into business for himself. Good reason for retiring. Long lease on storeroom. Address "Peninsula," HARDWARE WORLD, San Francisco.

TO BUY

Want to hear from owner of good Hardware Stock for sale. Give price and information. Must be in a good live town. E. E. Zemke, General Delivery, Miles City, Montana.

SIMPLEX STARTER FOR FORD

Retails for \$20. Big profit for dealer. Guaranteed satisfaction. Easily put on. American Simplex Co., Anderson, Indiana.

FOR SALE

To close an estate the BEST HARDWARE BUSINESS IN ARIZONA'S FAMOUS SALT RIVER VALLEY is now for sale. Good clean stock, Warren shelving and fixtures, together with location and lease that cannot be improved upon. This is your opportunity to get a going business in ARIZONA, the land of perpetual summer and sunshine. Address Box 1384, Phoenix, Arizona.

PLUMBER AND MECHANIC—WANTED

to get in touch with reliable all-round Plumber and Mechanic who can estimate and do work. With view of buying out or taking an interest in an old established business, in one of the best and most progressive countries in California. Fine schools and a growing community. Party must be a live wire and have some capital. A fine chance for two young men. More hardware can be added to good advantage. Own my own building. Too much for present owner to handle. Address, HARDWARE WORLD.

FOR SALE

Good clean stock of hardware in San Joaquin County, California. Fine opportunity. Owner has other interests. \$20,000 will handle. If interested, write for particulars. Address Box 22, HARDWARE WORLD, San Francisco.

WANTED

Wanted: to hear from owner of good hardware store for sale. State cash price, particulars. D. F. Bush, Minneapolis, Minn.

WANTED

Good live salesman for Central and Western territory, thoroughly conversant with stove and furniture business, by a manufacturer making a trade mark line of long standing. Past records must show progressiveness; also sales producing ability. Address Box 1868, care HARDWARE WORLD.

HARDWARE AND SPECIALTY LINES WANTED

I am opening an office in Minneapolis to act as manufacturers' representative for building materials and hardware specialties; would like to get in touch with manufacturers of a cheap line and also a quality line of butts, trimmings, locks, etc.

Have been representing one of the largest manufacturers of bathroom accessories and have best of references and accounts in Minnesota, Iowa, Missouri, Nebraska, Colorado and Wyoming.

Address Minnesota, care HARDWARE WORLD.

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic Box

Blank Rim Fire—	Semi-Smkls	Smkls
22 Short	.20	...
32 Short	.40	...
Blank, Center Fire—		
32 S & W	.65	...
38 S & W	.85	...
38 Long Colt	1.35	...
44 W O F	1.80	...
Shot, Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot, Center Fire—		
32 S & W	1.10	...
32 W O F	1.55	...
38 S & W	1.80	...
38 W C F	1.80	...
44 W C F	1.80	2.15
44 X L	1.90	2.85
44 Game Getter	1.80	2.15
Rim Fire, Ball—		
BB Caps	.35	.35
CB Caps	.45	.45
22 Short	.25	.35
22 Short H P	.30	.35
22 Long	.35	.40
22 Long H F	.40	.45
22 Long Rifle	.35	.40
22 Long Rifle H P	.40	.50
22 W R F	.55	.60
22 W R F, H P	.60	.65
22 Win Auto	...	.60
22 Win Auto, H P	...	.65
25 Short Stevens	.60	...
25 Stevens	.85	...
32 Short	.60	...
32 Long	.70	...
38 Short	1.00	...
38 Long	1.20	...
41 Short	1.00	...
Center Fire Pistol—		
22 Win SS	1.25	1.75
25 Colts Auto	...	1.60
25-20 Single Shot	1.70	2.00
25-20 Win	1.55	1.90
25-20 Win HV	...	2.20
7.65 MM-Mausier	...	2.75
7.65 MM-Mausier	...	2.75
9 MM-Luger	...	2.80
32 Colts Auto	...	1.75
32 Colt's Short	1.05	1.15
32 Colts Long	1.15	1.80
32 Colts Police Positive	1.15	1.80
32 S & W	1.05	1.15
32 S & W Long	1.15	1.80
32-20 Marlin	1.55	1.90
32 Winchester	1.55	1.90
32-20 Win HV	...	2.20
35 S & W Auto	...	1.90
38 Colts Auto	...	2.50

38 Colts Short	1.80	1.50
38 Colts Long	1.40	1.60
38 Colts Police Positive	1.40	1.60
38 S & W	1.40	1.60
38 S & W Special	1.60	1.80
38 Winchester	1.85	2.30
41 Colts Short DA	1.60	1.80
41 Colts Long DA	1.85	2.10
44 Bull Dog	1.55	...
44 S & W Amer.	2.00	2.30
44 S & W Rus.	2.10	2.30
44 S & W Special	2.15	2.35
44 Webley	1.75	...
44 Winchester	1.85	2.30
45 Colts	2.35	2.60
45 Colts Auto	...	2.85

Center Fire Military and Sporting—

22 Savage	1.60	...
250-3000 Savage	1.75	...
25-35 Winchester	1.40	...
25-35 Short Range	1.40	...
25-35 Marlin	1.50	...
25 Remington Rimless	1.40	...
6 MM U S N	2.30	...
6 MM Spanish Mauser	2.30	...
7.65 MM Bel Mauser	2.30	...
8 MM Mauser	2.50	...
9 MM Mauser	1.60	...
30-30 Winchester	1.60	...
30 Remington Rimless	1.60	...
30 Government Rimless	2.30	...
308 Savage	1.60	...
32 Remington Rimless	1.60	...
32-40 Winchester	1.15	1.85
32-40 Winchester HV	...	1.75
32 Winchester Slt Ldg.	...	3.10
32 Winchester Special	...	1.60
33 Winchester	...	2.30
35 Winchester Rimless	...	1.75
35 Winchester	...	2.50
35 Winchester Slt Ldg.	...	3.15
35 Winchester Slt Ldg.	...	3.35
38-55 Winchester Lead	1.50	1.70
38-55 Winchester HV	...	2.00
38-55 Winchester	1.60	1.80
40-60 Marlin	...	1.60
40-60 Winchester	1.50	...
40-65 Winchester	1.60	1.80
40-70 Winchester	1.65	...
40-72 Winchester	1.60	1.95
40-82 Winchester	1.65	1.95
401 Winchester Auto	...	1.80
405 Winchester	...	2.75
45-60 Winchester	1.60	...
45-70-405 Government	1.60	1.85
45-75 Winchester	1.60	...
45-90 Winchester	1.65	1.95

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 8 dra. x 1 oz., 24 gra. x 1 oz., drop shot	...	\$1.30
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8 dra. x 1 1/2 oz., 24 gra. x 1 1/2 oz., drop shot	...	1.35
3 1/2 dra. x 1 1/2 oz., 26 gra. x 1 1/2 oz., drop shot	...	1.25
3 1/2 dra. x 1 1/2 oz., BB shot, drop shot	...	1.35
3 1/2 dra. x Buck shot, drop shot	...	1.35
16 2 1/2 dra. x 1/2 oz., 22 gra. x 1/2 oz., drop shot	...	1.15
2 1/2 dra. x 1/2 oz., BB shot, drop shot	...	1.25
20 2 1/2 dra. x 1/2 oz., 18 gra. x 1/2 oz., drop shot	...	1.15

HIGH GRADE SMOKELESS

12 3 1/2 dra. x 1 1/2 oz., 26 gra. x 1 1/2 oz., chilled shot	...	1.40
3 1/2 dra. x 1 1/2 oz., 28 gra. x 1 1/2 oz., chilled shot	...	1.45
16 2 1/2 dra. x 1/2 oz., 22 gra. x 1/2 oz., chilled shot	...	1.80
20 2 1/2 dra. x 1/2 oz., chilled shot	...	1.35
2 1/2 dra. x 1/2 oz., chilled shot	...	1.35
Trap Loads—		
12 8 dra. x 1 1/2 oz., 7 1/2 chilled	...	1.35
3 1/2 dra. x 1 1/2 oz., 7 1/2 chilled	...	1.40
Black Powder—Loads—		
12 3 1/2 dra. x 1 1/2 oz., drop shot	...	1.05
Caps and Primers—		
Percussion	...	.20
Musket Caps	...	.25
Primers, 100 in box	...	.85
Primers, 250 in box	...	.80
Empty Paper Shells—Black pow.—		
12, 16, 20 Ga., per 100	...	1.50
10 Ga., per 100	...	1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	...	1.80
10 Ga. per 100	...	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	...	2.30
10 Ga. per 100	...	2.40
Empty Brass Shells—		
Best Qual. 12, 16, 20	...	2.75
28, Box 25	...	...
2nd Qual. 12, 16, 20	...	2.10
28, box 25	...	...
Wads—		
Cardboard, box 250	...	.20
Black Edge, Reg., box 250	...	.50
Black Edge, 1/4 in., 125 in box	...	.40
Black Edge, 1/4 in., 250 in box	...	.30

ADZES—Unhanded—Carpenters, Hunt's, \$2.25 each. Railroad, American, \$1.75. Ship, Hunt's Plain, \$2.75; Hunt's Lipped, \$3.50.

ALUMINUM WARE, CAST—

Griddles—	Size 8	6.25
Size 7	2.65	...
Size 8	3.00	...
Size 9	3.50	...
Size 10	8.25	...
Size 12	3.75	...
Kettles, Berlin—		
2 1/2 qts.	4.50	...
4 qts.	5.25	...
5 qts.	6.25	...
6 qts.	6.50	...
Kettles, Maslin—		
4 qts.	4.00	...
6 qts.	4.50	...
8 qts.	6.00	...
12 qts.	8.25	...
Kettles, Tea—		
Size 6	5.50	...
Size 7	5.75	...
Pans, Lipped Sauce—		
2 qts.	8.65	...
3 qts.	4.00	...
4 qts.	4.50	...
Skillets—		
Size 6	2.75	...
Size 7	2.85	...
Size 8	3.15	...
Size 9	3.65	...
Spoons, Basting—		
15-inch	.30	...
Spoons, Mixing—		
13-inch	.30	...
Waffle Moulds—		
Size 7, Low	4.00	...
Size 8, Low	4.00	...
Size 7, Deep	4.00	...
Size 8, Deep	4.50	...

ALUMINUM WARE, PRESSED—

Bollers, Rice—		
1 1/2 quart	1.65	...
3 quart	2.35	...
Cups—		
Collapseable	.15	...
Measuring	.25	...
Covers, Pot—		
7 1/2 inch	.35	...
8 1/2 inch	.30	...
9 1/2 inch	.35	...
10 1/2 inch	.35	...
11 1/2 inch	.40	...
Kettles, Convex—		
2 quart	1.00	...
4 quart	1.50	...
6 quart	1.90	...
8 quart	1.35	...
10 quart	2.50	...
Kettles, Preserving—		
3 quart	1.10	...
6 quart	1.60	...
10 quart	2.10	...
14 quart	2.75	...
Kettles, Tea—		
5 quart	2.50	...
6 quart	3.00	...
8 quart	3.25	...
Ladles—		
1/2 pint	.20	...
Moulds, Jelly—		
2841 to 2848	.10	...
Pans, Biscuit—		
11 1/2 x 7 1/2 x 1 1/2 inch	.60	...
Pans, Bread—		
9 1/2 x 5 1/2 x 2 1/2 inch	.55	...
Pans, Cakes—		
Round, Plain, 8 1/2 in.	.30	...
Round, Plain, 9 1/2 in.	.35	...
Rd., Loose Bot., 8 1/2 in.	.45	...
Rd., Loose Bot., 9 1/2 in.	.50	...
Square, Plain, 9 1/2 in.	.80	...
Tube, Plain, 9 inch.	.80	...
Tube, Plain, 9 1/2 inch.	1.10	...
Mountain, 9 1/2 inch.	.40	...
Pans, Corn Cake—		
6-cup	.75	...
12-cup	1.35	...
Pans, Dish—		
10 quart	2.10	...
17 quart	3.00	...
Pans, Fry—		
9 1/2 inc	2.50	...

RETAIL SELLING PRICES—Continued.

EL AND GE OR ROYAL ENAMEL WARE

Biggins, Coffee	40	.85	Ladies, Deep	34	.50	Plates, Deep Pie	39	.25	
0	00	1.00	Cups and Saucers	100	.35	39	40	.30	
020	300	1.25	800S	120	.80	Pans, Milk	27	.25	
030	800S	1.45	Cuspidors	111	.80	0	80	.40	
Boilers, Coffee	10	.45	02	Measures	.80	11	Plates, Shallow Pie	27	.25
60	30	.70	04	11 Graduated	.65	20	30	.40	
80	800	1.25	06	Pails, Chamber	2	40	Plates, Dinner	20	.40
100		2.50	11	Pails, Water	1.15	60	Pots, Fireless Cooker	1450	1.90
Boilers, Rice	10	.85	114	Pans, Bed	8.00	100	1850	2.75	
14	Dippers, Windsor	.35	1	Pans, Douche	2.40	120	Pots, Coffee	2 1/2	.50
18	Dippers, Soda	.70	2	Pans, Bread	.40	02	5	.60	
22	Dishes, Soap	.30	40	Pans, Oake	.85	04	2 1/2	.75	
26	Fillers, Fruit Jar	.25	110	9	.85	06	45	.95	
Bowls, Wash	50, 60	.80	114	10, 69, 70	.40	08	Pots, Tea	00	.50
26	Flasks, Coffee	.50	1	200	.45	10	0	.65	
34	Funnels, Pieced	.25	2	Pans, Corn Oake	.60	10T	20	.80	
Buckets, Covered	01	.25	11	706	.80	Pans, Lipped Sauce	011	.60	
21	03	.35	13	709	.80	10	101	.90	
23	05	.45	14	712	1.05	14	102	1.00	
26	06	.60	9	406	.60	18	Pots, Straight Sauce	018	.95
28	Kettles, Convex	.65	10	412	1.00	24	022	1.25	
32	08	.85	20	Pans, Deep Pudding	.80	28	026	1.85	
160	05	.85	50	500	.60	Pans, Straight Sauce	030	2.85	
350	08	1.15	800	800	.80	250	Pots, Soup Stock	318	9.75
450	010	1.40	1000	Pans, Muffin	.60	450	386	13.75	
650	014	2.00	15	406	.60	650	218	7.50	
850	020	2.75	20	412	1.00	850	286	11.25	
1050	Kettles, Lipped	.45	14	50	.80	Pans, Stew	Roasters	150	2.90
1250	Preserving	.55	18	150	.40	3	180	3.50	
Buckets, Dinner	18	.55	22	800	.50	5	Skimmers, Flat	12	.35
110	26	.85	30	500	.60	6	Spoons, Basting	10	.30
112	36	1.15	80	800	.80	Pans, Oblong Stove	14	.25	
118	40	2.50	100	1000	.90	04	18	.35	
122	50	3.75	15	Pans, Dish	1.85	100	Steamers	7	1.50
126	Kettles, Milk	.70	80	15	1.10	300	8	1.75	
130	71	1.00	140	80	1.50	850	Steepers, Tea	3	.70
134	73	1.20	210	140	.95	450	Tubs, Oval Foot	0	1.50
138	74	1.30	800	210	2.00	650	2	2.00	
142	Kettles, Tea	.85	1000	800	2.90	Pans, Square Stove	4	3.25	
146	80	1.00	15	400	4.40	110	Turners, Oake	14	.35
150	50	1.25	80	Pans, Mining	1.05	112			
154	70	1.75	140	08	1.85	114			
158	90	2.00	210	014	1.35	116			
162	100	2.25	800	017	1.60	120			
166	160	1.25	1000	Pans, Lipped Fry	.30	Pitchers, Molasses			
170	180	.95	15	32	.40	601			
174	190	2.25	80			Pitchers, Water			
178			08			2			
182			014			4			
186			017			5			
190			017			10			
Chambers			017						
1		.50	017						
2		.75	017						
3		1.00	017						
Chamber Covers			017						
10		.35	017						
20		.35	017						
30		.40	017						
Colanders			017						
1		.65	017						
8		.95	017						
104		.50	017						
306		.70	017						
Cups			017						
3 Mug)		.85	017						
6		.35	017						
8		.30	017						
9, 10, 11, 25		.25	017						

ALUMINUM WARE, PRESSED—Continued.

10% inch.....	2.75	Pans, Convex Sauce—	1 quart.....	.65	
Pans, Milk—			3 quart.....	1.25	
6 quart.....	1.40		6 quart.....	1.85	
Pans, Pie—		Pots, Fireless Cooker—			
9% inch.....	.40	4 quart.....	1.35		
Pans, Pudding—		6 quart.....	1.60		
1 quart.....	.45	8 quart.....	2.00		
2 quart.....	.60				
4 quart.....	.90				
ANCHORS—Screws per 100, 8-16, \$4.15; ¼, \$6.25.					
Sebo, 8-16½ in., ¾ in., 1 in., \$5.00 per hundred list;					
¼ x ½ in., ¾ in., 1 in., \$5.60 per hundred net.					
ANVILS—Vulcan No. 2, 20-lb., \$7.50; No. 3, 30-lb., \$8.50; No.					
4, 40-lb., \$10.00; No. 5, 50-lb., \$11.50; No. 6, 60-lb., \$13.00;					
No. 7, 70-lb., \$14.50; No. 8, 80-lb., \$15.50.					
Columbian—80 to 425 lbs., 32c per lb.; 70 to 79 lbs., 32½c					
lb.; 60 to 69 lbs., 33c lb.; 50 to 59 lbs., 34c lb. With Clip					
Horn, 2c per lb. extra.					
ANTIMONY—Slab, 25c lb.					
APRONS—Carpenters—California Leg, \$2.25; No. 12 Long					
Brown, \$1.75; No. 2 Short Brown, 75c.					
AUGERS—Carpenters Nut—¼ in., \$1.00; ⅜ in., \$1.00; ½ in.,					
\$1.15; ⅝ in., \$1.35; 1-in., \$1.60; 1¼ in., \$2.00; 1½ in.,					
\$2.75; 1¾ in., \$3.00; 2-in., \$3.50; 2½ in., \$6.25; 3-in.,					
\$10.50.					
AUGERS—Carpenters' Nut—					
Snell's Ship—					
Size.....	¼	⅜	½	1	1¼
Each.....	\$1.15	\$1.15	\$1.50	\$1.75	\$2.25
Size.....	1½	1¾	2	2½	3
Each.....	\$3.00	\$3.40	\$3.85	\$6.75	\$11.75
16ths.....	8-10	11-12	13	14	15
With Screw.....	\$1.35	\$1.45	\$1.60	\$1.85	\$1.85
No Screw.....	1.60	1.75	1.90	2.10	2.15
16ths.....	17	18	19	20	21
With Screw.....	\$1.90	\$1.95	\$2.10	\$2.45	\$2.00
No Screw.....	2.35	2.40	2.50	3.00	2.95
16ths.....	23	24	25	26	27
With Screw.....	\$2.25	\$2.30	\$3.60	\$3.85	\$4.40
No Screw.....	3.75	3.85	4.35	5.10	5.15
16ths.....	29	30	31	32	
With Screw.....	\$5.10	\$5.15	\$6.00	\$6.10	
No Screw.....	6.10	6.15	7.25	7.35	

AUGERS—Post Hole—Iwan, 6-inch, \$3.00 each; 7-inch, \$3.25; 8-inch, \$3.25. Vaughan's, 4 to 8-inch, \$2.50.

ASBESTOS—

Mill board, 20c lb.; cut, 30c lb.
Paper, 20c lb.; cut, 25c lb.
Wicking, 1/4-lb. balls, 35c each.
Wicking, 1-lb. lots, 75c.
Cement, per sack, \$7.50; per lb. 9c.

AXES—Plumbers' Hunter's handled, 12 oz., \$1.50; 1 lb., \$1.65;

1 1/2 lb., \$1.75.

Boy Scout—Handled with sheath, \$2.25; without sheath,

\$2.00; sheaths, 85c.

Double Bit—Handled, \$3.75; unhandled, \$2.75.

Single Bit—Handled, warranted, \$3.00; second grade,

\$2.75; unhandled, \$2.00.

Marble's Pocket—No. 2, \$3.25; No. 3, \$3.50; No. 5, \$2.00;

No. 6, \$2.25.

BAGS—WATER—

Closed Top—

1-gal. 1.15

2-gal. 1.35

3 1/2-gal. 2.10

5-gal. 2.65

Sanitary Top—

1-gal. 1.35

2-gal. 1.50

3 1/2-gal. 2.35

5-gal. 2.85

BABBITT—Frictionless, 50c lb.; Magnolia, 55c lb.; No. 4,

9c lb.; No. 3, 12c lb.; No. B, 20c lb.; No. A (genuine),

70c lb.; XXXX Nickled, 75c lb.

BARS, CROW—Pinch Point, Wedge or Lining, 18c lb. Claw,

25-lb., 15c lb.; 30-lb., 15c lb. Ripping or Wrecking, 1/2x12-

in., 25c each; 1/2x20-in., 35c; 1/2x24-in., 40c; 1/2x24-in., 50c;

1/2x30-in., 60c.

BATTERIES—Dry Cell—Columbia, Ever Ready, Red Seal, Red

Devil or Red Label, etc., Nos. 6 and 6S, 50c each. Hotshot

Multiple, 4 cell, \$2.75; 5 cell, \$3.00; 6 cell, \$3.50. See

also Sparkers.

BEDS—AUTO—B-1 Red Seal Auto Bed, \$28.45; C-5 Red Seal

Bed, Tent and Dust Bags, \$50.00.

BELLS—Alarm—House, 85c each. Call, steel, iron base, 30c

each; Call, bell metal, bronze base, \$1.40; Gong, gold bronzed

steel, 90c; Gong, polished bell metal, 5-inch, \$1.35 each;

6-inch, \$2.00; 7-inch, \$2.75; 8-inch, \$4.00; 10-inch, \$6.50

RETAIL SELLING PRICES—Continued.

BELLS—Continued—

12-inch, \$10.50; Rotary Door, No. 163, \$1.25; No. 3241, \$1.00.

BELLS—Farm—(100 lb.), \$16.00.

BELLS—Cow—No. 0, \$1.25 each; 1, \$1.00; 2, 80c; 3, 60c; 4, 55c; 5, 50c; 6, 40c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in., Nonpareil, \$1.00.

BELL STRAPS—

Cow—1½ lb., \$1.00; 1½ lb., \$1.25; 1½ lb., \$1.35.

BEVELS—Sliding T—No. 18, 6-in., 80c; 8-in., \$1.10; 10-in., \$1.25. No. 25, 6-in., 60c; 8-in., 70c; 10-in., 75c; 12-in., 80c. No. 1, Odd Jobs, \$1.10.

BIBBS—Compression—(See also Plumbing Prices)—

	½-in.	¾-in.	1-in.
Plain—Rough brass	.85	1.15	1.50
Finished brass	1.10	1.35	1.75
Nickel plated	1.25	1.50	2.00
Hose—Rough brass	1.00	1.25	1.50
Finished brass	1.25	1.50	2.00
Nickel plated	1.40	1.75	2.25

BITS—Auger—

16ths	Jen's Pat'n	R. J.	Irwin	Jen. Car	Wood
3	.40	.75	.40	1.00	.25
4	.40	.65	.40	1.00	.25
5	.40	.65	.40	1.00	.25
6	.40	.65	.40	1.00	.30
7	.40	.65	.40	1.00	.30
8	.40	.65	.45	1.00	.35
9	.40	.75	.50	1.10	.35
10	.40	.75	.55	1.25	.40
11	.45	.90	.65	1.35	.45
12	.45	.90	.65	1.50	.45
13	.55	1.05	.75	1.65	.50
14	.55	1.05	.75	1.75	.55
15	.65	1.20	.85	1.85	.60
16	.65	1.20	.85	2.00	.65
17	.75	1.50	1.00	2.00	.70
18	.75	1.50	1.00	2.00	.75
20	.90	1.75	1.10	2.00	.80
22	.90	1.70	1.25	2.00	.85
24	.90	1.80	1.35	2.00	1.10

Bits in Sets—Common, 6 bits, \$3.25; 8 bits, \$4.00; 13 bits, \$6.50. R. J., 13 bits, \$11.00. Irwin, 13 bits, \$8.50; 8 bits, \$5.00.

Ship Auger—Car Bits same prices as Ship Augers.

Expansive—Clark's small, \$2.00; large, \$2.75; Steers, small, \$3.00; large, \$3.75.

Expansive Bit Cutters—Clark's No. 1, 35c; No. 2, 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 60c; No. 2, 60c; No. 3, 65c; No. 4, 70c.

BIT HOLDERS—Extension—

12	15	18	21	24
Millers Falls, No. 2—	2.00	2.15	2.25	2.35
15	2.15	2.25	2.35	2.45
18	2.25	2.35	2.45	2.55
21	2.35	2.45	2.55	2.65
24	2.50	2.60	2.70	2.80
Millers Falls, No. 5—	1.75	1.85	1.95	2.05
12	1.75	1.85	1.95	2.05
15	1.75	1.85	1.95	2.05

BLOCKS—Tackle—

Wood—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.75	.90	1.00	1.20	2.00	3.30
Double, Plain Bushed	1.85	1.65	1.85	2.15	3.50	5.50
Single Roller Bushed	1.30	1.25	1.35	1.60	2.75	4.25
Double Roller Bushed	2.15	2.40	2.55	3.10	5.10	7.50
Triple Roller Bushed	3.50	3.75	4.75	7.50	10.50	15.00
Snatch Roller Bushed	4.75	5.00	6.00	9.75	15.00	22.50
Steel—	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Single, Plain Bushed	.70	.85	.90	1.15	1.80	3.00
Double, Plain Bushed	1.85	1.65	1.80	2.00	3.15	5.00
Triple, Plain Bushed	1.80	2.15	2.25	3.00	4.65	6.90
Single Roller Bushed	1.65	1.65	1.75	2.25	3.50	5.75
Double Roller Bushed	3.30	3.30	3.40	4.10	6.00	10.00
Triple Roller Bushed	4.65	4.65	4.75	5.75	8.25	13.50
Snatch, Plain Bushed	4.10	4.10	4.20	5.00	7.00	11.25
Snatch, Roller Bushed	7.00	7.00	7.10	8.25	11.25	18.75

BLOWERS—

No. 400 Champion, without Tyre Irons, \$40.00; No. 409 Champion, complete, \$42.50.
No. 40 Lancaster, complete, \$31.50.
Royal H, without Tyre Irons, \$46.00; complete, \$48.50.
No. 200 Buffalo, complete—12-in., \$44.00; 14-in., \$50.00.
No. 700 Climax—12-in., complete, \$28.00.

BOARDS, IRONING—Rid-Jid, with Table, no Sleeve—No. 1, \$5.25; No. 3, \$5.00.

Stanwell—No. 1, \$2.25; No. 2, \$2.00.

Without Table (skirt boards)—4-foot, \$1.00 each; 5-foot, \$1.50; 6-foot, \$1.75; 6-foot, \$2.00.

BOARDS, WASH—(See Washboards).

BOLTS—Common Carriage—

	3-16 & ¼"	5-16"	¾"	7-16"	1"
1 ½	10 100	10 100	10 100	10 100	10 100
2	15 .85	15 1.15	20 1.55	25 2.00	35 2.90
2 ½	15 1.00	20 1.35	25 1.85	30 2.35	35 2.90
3	15 1.10	20 1.45	25 2.00	30 2.55	40 3.30
3 ½	15 1.15	20 1.55	25 2.05	35 2.70	45 3.45
4	15 1.25	20 1.65	30 2.25	35 2.90	45 3.70
4 ½	20 1.35	25 1.75	30 2.35	40 3.05	50 3.95
5	20 1.40	25 1.85	30 2.50	40 3.25	55 4.30
5 ½	20 1.50	25 1.95	35 2.65	45 3.45	55 4.45
6	20 1.55	25 2.05	35 2.75	45 3.60	60 4.70
6 ½	25 1.80	30 2.35	40 3.15	50 3.80	65 4.95
7	25 1.90	30 2.45	40 3.30	50 3.95	65 5.25
8	30 2.10	35 2.65	45 3.60	55 4.35	70 5.70
9	35 2.90	50 3.90	60 4.70	80 6.20	85 6.70
10	40 3.10	55 4.20	65 5.05	85 6.70	90 7.30
11	55 4.45	70 5.40	85 6.70	100 7.75	110 8.75
12	60 4.75	75 5.75	90 7.30	110 8.75	120 9.75
14	75 5.75	90 7.30	110 8.75	130 9.75	140 10.75
16	90 7.30	110 8.75	130 9.75	150 11.75	
18	110 8.75	130 9.75	150 11.75		
20	130 9.75	150 11.75			

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove —

	¾"	5-32"	3-16"	¾"	5-16"	1"
¾	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
1 ¼	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
1 ½	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
1 ¾	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
2	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
2 ½	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
3	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
3 ½	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
4	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
4 ½	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
5	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
5 ½	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
6	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
6 ½	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
7	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
7 ½	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
8	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
8 ½	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
9	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
9 ½	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
10	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
10 ½	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
11	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
11 ½	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60
12	10 .45	10 .45	10 .45	10 .60	10 .60	10 .60

BOLTS—Machine, Square Head and Nut—

	¾"	5-16"	¾"	7-16"
1-1 ¼	15 1.15	15 1.85	20 1.65	25 2.10
1 ½	15 1.20	15 1.45	20 1.70	25 2.25
2 ½	15 1.25	20 1.50	20 1.85	30 2.40
3	15 1.35	20 1.70	25 1.95	30 2.55
3 ½	20 1.40	20 1.70	25 2.05	35 2.70
4	20 1.45	20 1.75	25 2.15	35 2.85
4 ½	20 1.65	25 2.05	30 2.60	35 3.00
5	20 1.70	25 2.15	30 2.65	35 3.15
5 ½	20 1.75	25 2.20	35 2.80	40 3.30
6	25 1.85	30 2.30	35 2.85	40 3.45
6 ½	25 1.90	30 2.40	35 3.00	45 3.60
7	25 1.95	35 2.50	35 3.10	45 3.75
8	25 2.05	35 2.70	40 3.40	50 4.05
9	25 2.20	35 2.85	45 3.60	50 4.25
10	30 2.30	35 3.05	45 3.85	55 4.55
11	30 2.40	40 3.25	50 4.10	60 4.85
12	30 2.55	40 3.40	50 4.35	60 5.25

	¾"	5-16"	¾"	7-16"
1-1 ¼	35 2.70	45 3.90	70 5.80	90 7.90
2	35 2.90	50 4.20	75 6.20	95 8.40
2 ½	35 3.10	55 4.50	80 6.60	105 8.95
3	40 3.30	55 4.75	80 7.00	110 9.45
3 ½	40 3.50	60 5.05	85 7.45	115 10.00
4	45 3.70	60 5.35	90 7.85	120 10.50
4 ½	45 3.90	65 5.65	95 8.25	125 11.05
5	50 4.10	70 5.90	100 8.65	130 11.55
5 ½	50 4.30	75 6.20	105 9.10	140 12.10
6	50 4.45	75 6.50	110 9.50	150 12.60
6 ½	55 4.65	80 6.75	115 9.90	155 13.15
7	60 4.85	80 7.05	120 10.30	160 13.65
8	60 5.25	90 7.60	130 11.15	170 14.70
9	65 5.65	95 8.25	140 12.00	195 15.75
10	70 6.00	100 8.75	150 12.75	195 16.80
11	75 6.40	105 9.30	155 13.60	205 17.85
12	80 6.80	115 9.90	165 14.40	215 18.90
13	85 7.25	120 10.45	175 15.25	230 19.95
14	90 7.55	125 11.00	185 16.10	245 21.00
15	95 7.95	130 11.60	195 16.90	255 22.05
16	95 8.85	140 12.15	200 17.75	265 23.10
17	100 8.75	150 12.75	210 18.55	280 24.15
18	105 9.15	155 13.35	220 19.40	290 25.20
19	110 9.50	160 13.90	235 20.25	300 26.25
20	115 9.90	165 14.45	245 21.00	315 27.30
21	120 10.30	175 15.00	255 21.85	325 28.35
22	125 10.70	180 15.60	265 22.70	340 29.40
23	130 11.10	185 16.15	270 23.50	350 30.45
24	135 11.50	190 16.75	280 24.35	360 31.50
25	140 11.85	195 17.25	290 25.15	375 32.55
26	145 12.25	200 17.85	300 26.00	385 33.60
27	150 12.65	210 18.45	310 26.80	395 34.65
28	155 13.05	220 19.00	315 27.65	410 35.70
29	160 13.50	225 19.60	325 28.50	420 36.75
30	165 13.90	235 20.15	335 29.35	435 37.80

RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Cast Iron, Japanned—

4-inch	20
5-inch	20
6-inch	25
8-inch	40

Light Wrought Steel, Jap.—

2½-inch	10
3-inch	15
4-inch	15
5-inch	20
6-inch	25

CHAIN—

Cast Iron Japanned—

6-inch	50
8-inch	60
10-inch	85

Cast Iron, Amber or

Bronzed—

4-inch	45
6-inch	60
8-inch	75

Cast Iron, Ant. Copper

or Dull Brass—

4-inch	75
6-inch	1.00
8-inch	1.10

CUPBOARD, Japanned—

3-inch	75
6-inch	75
10-inch	1.75

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—

6	3.00
6Q	4.00
11	1.85
11Q	2.25
14	1.65
14Q	2.50
14½	1.50
15	2.50
15Q	3.50
15½	2.25

Universal—

21	1.35
22	2.25
71	1.65
72	2.50
81	3.00
82	4.00
91	2.50
92	3.50
592	4.25

Fermostat—

504R	10.00
505N	15.00
505L	16.00

BOXES—Mitre—

Goodell—

1285 26x4	27.75
1805 25x5	30.75
1806 30x5	38.00

Stanley—

50½	11.50
246	24.50
858	29.00
460	35.00

Acme—

72	22.50
73	21.50
74	26.00

BRACES—

P. S. & W., No. 7008, \$4.75; each; No. 7010, \$5.00; 7012, \$5.25; 8010B, \$6.00; 8012B, \$6.25; 8014B, \$6.50.

Stanley, No. 921—8-inch, \$5.00 each; 10-inch, \$5.25; 12-inch, \$5.50; 14-inch, \$5.75. No. 945—8-inch, \$2.75; 10-inch, \$2.85; 12-inch, \$3.00. No. 965—8-inch, \$2.15; 10-inch, \$2.25. No. 966—8-inch, \$1.15; 10-inch, \$1.25.

BRACKETS—Shelf—

Japanned—

3x 4	15
4x 5	20
5x 7	30
6x 8	35
7x 9	40
8x10	45
10x12	60
12x14	85

Pair

3x 4	20
4x 5	25
5x 7	30

Cupboard, Other Finishes—

3-inch	75
6-inch	1.00

Flush, T. Head—All Finishes—Cast Brass—

3-inch	60
4-inch	70
6-inch	90

Wrought Brass—All Finishes—

3-inch	35
4-inch	40
6-inch	50

FOOT—

Cast Iron, Japanned—

6-inch	40
8-inch	50
10-inch	60

Amber or Bronzed—

6-inch	55
8-inch	75

Other Finishes—

4-inch	75
6-inch	95
8-inch	1.10

Foot Wrought Steel—Cup-

board, Japanned—

3-inch	50
6-inch	80
10-inch	1.85

FILLERS—Thermos and Uni-

versal—

¼ Pint	1.00
1 Pint	1.25
1 Quart	1.75

LUNCH KITS—

Thermos—

892 and 896	3.25
898 and 897	4.00
894 and 898	5.00

Universal—

810	3.25
820	3.75
410	3.50
510	3.75
4070	5.50
8070	3.75

Thermos—Food Jars, Fillers

600	8.25
601	4.00
602	5.00

Thermos—Jugs, Fillers

556	9.50
557	10.00

Thermos—Cases—

104	5.00
104Q	7.00
114	6.50
114Q	10.00
180	6.50
180Q	10.00

75

Langdon—

25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	28.00
75	31.25

Stearn's Perfection—

20	4.50
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BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, \$1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, \$2.75 each; No. 4, \$3.50 each; No. 8, \$4.50 each; No. 44, \$3.25 each. Cake Maker, No. 1, \$3.50; No. 2, \$4.50.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROILERS, WIRE—No. 216, 15c each; 218, 20c; 220, 25c; 1102, 30c; 1108, 35c; 1104, 40c; 1105, 45c; 1153, 65c; 1154, 70c; 1155, 75c.

BROOMS—House—Economy, 70c each; No. 2, \$1.25; 3, \$1.00. Steel Band, \$1.00.

Push or Street—Bassine, with Handles—14-inch, \$1.15 each; 16-inch, \$1.85; 18-inch, \$1.50; 24-inch, \$2.00; 30-inch, \$2.65. Rattan, with Handles—16x8 inches, \$1.10; 16x10, \$1.25. Wire, no Handles—12x5, \$1.25; 14x5, \$1.35; Handles, 15c each.

Whisk—1B, 25c each; 370, 40c; Pullman, 45c.

BRUSHES—

CASTING—

No.	Each.	73	
73-P			.60
800			.50
Kalsomine			.85
240			6.75
310			3.00
Marking			
1			.10
2			.10
3			.10
4			.15
5			.15
6			.15
Paint			
151—2½			.35
3			.50
3½			.65
4			.80
155—3			.70
3½			.85
4			1.10
4½			1.65
159—2½			.70
3			.80
3½			1.10
4			1.50
165—3			1.85
3½			1.85
4			2.25
4½			3.25
228—3½			2.50
4			3.25
4½			4.50
Roofing			
401			2.25
404			2.65
Sash			
20—2			.20
4			.25
6			.35
8			.45

Floor or Garage—

12	1.35
14	1.50
16	1.65
112	1.75
114	1.85
116	2.10
216	2.00
218	2.25
220	2.50
224	3.00
312	1.50
314	1.75
316	1.85
614	5.00
616	5.75
618	6.25

Hand or Nail—

Daisy	.10
Windsor	.15

Horse—

Collie	.80
Hound	.65
Mastiff	.75
Pointer	.65
Shoo Fly	.70
72	.40

Paint—(Chinese bristles)—

Grade.	1	2	3	4	5
2½-inch	.35		.70		...
3-inch	.50	.70	.80	1.35	...
3½-inch	.65	.85	1.10	1.85	3.00
4-inch	.80	1.10	1.50	2.25	4.25
4½-inch	1.65	...	...	3.25	5.75

Roofing—Knotted—

8 knots, 14-lb.	2.25
4 knots, 18-lb.	2.65

Sash—Chisel Point—

¼x1½-in.	.20
¾x1½-in.	.25
¾x2-in.	.35
1x2½-in.	.45

Scrub—

Gray Tampico, 10"	.85
Gray Tampico, 12"	.40
Ox Fibre, 7"	.80
Ox Fibre, 10"	.85
Ox Fibre, 12"	.40
White Tampico, 8"	.20
White Tampico, 11"	.80
White Tampico, 12"	.40

Shoe—

Dauber, wood	.20
Dauber, iron	.25
Brush only, ¾-in.	.75
Brush only, 1½-in.	.80
Combination	.80
Extra bristles	.85
Best 1½-in. bristles	.85

BUCKETS—(See Galv. Ware).

BURNERS—Lamp—¾-inch wick, 15c each; 1-inch, 20c; 1½-inch, 35c.

Lantern—For Cold Blast, ¾-inch wick, 20c each; 1-inch, 30c; for Kerosene, ¾-inch, 20c; 1-inch, 30c; Lard, Sperm and Sig. Oil, ¾-inch, 15c; 1-inch, 20c.

Rubbish—No. 1, 20-inch Steel, \$9.00 each; No. 3, 30-inch Steel, \$15.00. Wire, 11-14-inch, \$2.25-\$3.25.

BUTTS—(See Hinges).

RETAIL SELLING PRICES—Continued.

CANTEENS—BEAR BRAND AND BOYCO—Covered—No. 2, \$1.15; No. 3, \$1.25; No. 4, \$1.35; No. 6, \$1.65; No. 8, \$2.00. Government, \$1.35; American, 3-pt., \$1.10; Army, \$1.40; Army, 5-pt., \$1.60; De Luxe, 3-pt., \$1.75; De Luxe, 5-pt., \$2.10.

RUNNING BOARD OUTFITS—

Boyco Service Units—No. 5, \$5.75; No. 22, \$6.65; No. 112, \$8.00; No. 212, \$8.40; No. 312, \$8.60.
 Bear Brand—Lincoln—No. 100, \$2.00; No. 200, \$2.50; No. 300, \$2.85.
 Auto Cans—Covered, No. 1, \$1.75; No. 2, \$2.00; No. 3, \$2.10. Plain, No. 1, \$1.45; No. 2, \$1.70; No. 3, \$2.00; No. 5, \$2.50.

CANT HOOKS— Maple Hdl. Hickory Hdl.
 2 1/4 x 4 1/2 2.90 3.65
 2 1/2 x 4 1/2 3.00 3.75

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, \$3.50.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, \$14.00 each; using wire cable or manila rope for steel, wood, cable track, \$18.00; Sling, \$23.00; Steel Hay Carrier Track, 30c foot; Steel Hay Carrier Hanging Hooks, 20c each; Rafter Brackets, 10c.

CATCHERS, GRASS—No. 1, \$1.00 each; 2, \$1.15; 10, \$1.15; 20, \$1.25; 1000A, \$1.50. No. 1, Perfix, \$1.75; No. 2, Perfix, \$2.00. No. 5, Easy-Em., \$2.00; 10G, Easy-Em., \$2.25; 12G, Easy-Em., \$2.50.

CHAINS—Tire—

Size.	Tire—Weeds	Pair.	Size.	Pair.
3 x80	4.50	4 1/2 x83	7.25	
3 1/2 x80	5.00	4 1/2 x84	7.50	
3 1/2 x82	5.50	4 1/2 x85	8.00	
4 x81	6.00	4 1/2 x86	8.00	
4 x82	6.00	4 1/2 x87	8.75	
4 x83	6.50	5 x85	9.00	
4 x84	7.00	5 x86	9.00	
4 x85	7.50	5 x87	9.75	
4 x86	7.50	5 1/2 x86	12.00	
4 1/2 x86	7.00	5 1/2 x87	13.00	
4 1/2 x88	7.00	5 1/2 x88	14.00	

Dosen pair lots, 10% off.

CHAIN—Yanke, Straight Link (Coil)—4-0, 10c ft.; 3-0 10c; 2-0, 9c; 0, 8 1/2c; 1, 8c.
Norway Straight Link (Coil)—1/2, 35c lb.; 3/4, 35c; 1, 30c.

Passing Link (Coil)—4-0, 13c ft.; 3-0, 11c; 2-0, 10c; 1-0, 9c.
Proof Straight Link (Coil)—3-16 Black, 22c lb.; 1/4, 20c; 5-16, 18c; 3/4, 17c; 7-16, 15c; 1/2, 15c; 3/4, 15c; 1, 15c.

Proof Twisted Link (Coil)—1/4 Black, 20c lb.; 5-16, 20c; 3/4, 15c.

B. B. Proof Straight Link, A (Coil)—5-16, 20c lb.; 3/4, 20c; 1/2, 20c; 3/4, 20c; 1, 20c; 1/4, 20c; 3/4, 20c; 1, 20c.

Twisted Machine Coppered (Coil)—3-0 15c ft.; 2-0, 15c; Jack—Iron—16, 10c yard; 14, 10c; 12, 10c; 10, 10c; 8, 15c. Brass—120, 10c yard; 118, 10c; 116, 10c; 114, 20c; 113, 20c; 112, 20c; 110, 35c.

Safety Brass—00, 15c yard; 0, 20c; 1, 20c; 2, 25c; 3, 30c. Sash—0, Copper Plated, 4 1/2c ft.; 1, Copper Plated, 5c; 2, Copper Plated, 5c; 4X, Copper Plated, 20c; 10, Cable, 25c. Sash Chain Fasteners—Phoenix, 20c set; 10, 60c.

CHALK LINE—Yellow, 35c per 100-foot hank; 20c per 50-foot hank. Braided White, 20-foot hanks—120, 10c each; 220, 10c; 320, 15c. 50-foot balls—150, 15c; 250, 15c; 350, 15c.

CHESTS, TOOL — A, Leather Covered, \$26.50; AA, Leather Covered, \$30.25; B, Quartered Oak, \$24.25; BB, Quartered Oak, \$26.50; BBB, Quartered Oak, \$32.00; D, Quartered Oak, \$16.25; DD, Quartered Oak, \$17.75; DD, Leather Covered, \$19.00; DDD, Leather Covered, \$20.25; DDD, Quartered Oak, \$20.00; E, Quartered Oak, \$24.25; EE, Quartered Oak, \$28.50; F, Quartered Oak, \$20.00; F, Leather Covered, \$20.25; FF, Leather Covered, \$23.75; FF, Quartered Oak, \$22.25; G, Plain Oak, \$14.00; GG, Plain Oak, \$15.50.

**CHECKS — Door — All makes. Liquid Checks — A-11, \$6.25; B-12, \$8.25; C-13, \$9.75; D-14, \$12.00; E-15, \$15.00. For hold open arm, add \$1.25 each.
 Screen Door Check—No. 01, \$8.85.**

CHOPPERS—Meat and Food—

Enterprise	Universal	Russwin
5	0	0 R
10	1	1 R
12	2	2 R
22	3	3 R
32	304	
501		
603		
708		

1.50
1.85
2.25
3.00
6.50
2.00
2.50
2.75
8.75

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
1/8	1.15	1.80	1.30	1.35
3/16	1.20	1.85	1.35	1.35
1/4	1.25	1.40	1.50	1.35
5/16	1.30	1.45	1.55	1.40
3/8	1.35	1.50	1.60	1.50
7/16	1.40	1.55	1.65	1.65
1/2	1.50	1.65	1.75	1.75
1	1.65	1.75	1.80	1.85
1 1/4	1.85	1.90	2.00	2.00
1 1/2	2.00	2.00	2.25	2.25
1 3/4	2.35	2.15	2.40	2.50
2	2.50	2.30	2.75	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.75
1 1/4		.85
1 1/2	1.45	1.00
1 3/4		1.25
1 1/2	1.50	1.50
1 3/4	2.00	2.50
2	2.25	3.00

	Cold Com.	Cold Special	Cape	Round Nose	Diamond Point
1/8	.15	.35	.40	.50	.50
5-16	.15	.35	.45	.50	.55
1/4	.15	.40	.50	.55	.60
3/8	.20	.45	.65	.65	.75
1/2	.25	.55	.85	.70	.85
3/4	.35	.65	.90	.90	1.00
1	.50	.90	...	...	1.25
1 1/4	.70	1.00	...	...	1.50

CHURNS—Barrel—No. 0, \$10.00 each; 1, \$11.25; 2, \$12.75; 3, \$14.25.

Improved Clyinder—No. 1, \$5.50; 2, \$6.50.

Glass Family, Universal—No. 15, \$2.75 each; 125, \$3.25; 185, \$4.00; 145, \$4.50. Dasey, No. 10, \$1.75; 20, \$2.25; 30, \$2.75; 40, \$3.50. Extra Jars, Dasey, No. 10, 55c; 20, 90c; 30, \$1.20; 40, \$1.50.

Tin without Dasher—1 1/2 gal., \$1.50 each; 2 gal., \$1.55;

8 gal., \$1.60; 4 gal., \$1.75.

Dash—IX Tin—2-gal., \$2.25; 4-gal., \$2.75; 6-gal., \$3.25

Dash and Handle—25c extra.

CLAMPS—Carpenters'—Stearns—No. 212, 6.25 pair; 213, \$6.75; 214, \$7.50; 215, \$8.50; 216, \$15.50; 218, \$18.25.

Carriage Makers'—No. 12, Plain, 35c each; 13, 40c; 14, 50c; 15, 70c; 16, 90c; 18, \$1.25; 20, \$1.75; 22, \$2.15.

Quilt Frame—No. 1, 10c each; 3, 20c; 32, 20c; 33, 20c.

CLEANERS—Window—Rubber—10-inch, 45c each; 12-inch, 50c; 14-inch, 60c; 16-inch, 65c; 18-inch, 75c.

Wood Floor Cleaners—14-inch, 60c; 16-inch, 75c.

CLEANING COMPOUND—

Cedar Sweep—1 1/2-lb. carton, 30c; 4 1/2-lb. carton, \$60c;

83-lb. box, \$2.00; 100-lb. drum, \$3.75; 250-lb. barrel, \$8.50.

Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, \$3.00.

Shineoleum—1 quart, \$1.00; 1 gal., \$2.50; 5 gals., \$12.50.

Cedar Mist—1 gal., \$2.50; 5 gals., \$12.50.

Sweeping Compound—No. 2, Green, 3c lb.; No. 3, Brown, 2 1/2c lb.; No. 4, Black, 3 1/2c lb.

CLEVISSES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to 3/4 in., each, 15c;

1/2, 20c; 3/4, 25c; 1, 35c; 1 1/4, 50c; 1 1/2, 60c.

CLIPPERS—Bolt—

New Easy—

No. 0 3.75

No. 1 5.00

No. 2 7.00

No. 3 8.75

O. K.—

10-inch 2.35

14-inch 3.00

CLOCKS, ALARM—Westclox—American, \$1.50 each; Bluebird, \$1.75; Lookout, \$1.75; Sleepmeter, \$2.00; Bunkie, \$2.75;

Ironclad, \$2.25; Jack-O'-Lantern, \$3.00; Bingo, \$3.25.

Circle, \$3.25; Flash, \$3.25; Gale, \$4.50; Ideal, \$3.00;

Indian, \$1.75; Peerless, \$3.00; Pershing, \$3.50; Practical, \$3.00; Slumber Stopper, \$4.50; Startle, \$3.50.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH—Emery, Nos. 00 to 3 1/2, 10c straight; No. 1 to 3, 15c. Carborundum or Axolite—Nos. FF 90, 15c straight.

CLOTH, WIRE—Hardware Galvanized—Per lineal foot—

Mesh

24-in. 30-in. 36-in. 42-in. 48-in.

1-inch86 .45 .54 .63 .73

3/4-inch28 .35 .42 .49 .56

1/2-inch28 .35 .42 .49 .56

2-inch20 .25 .30 .35 .40

2 1/2-inch20 .25 .30 .35 .40

3-inch20 .25 .30 .35 .40

4-inch21 .26 .32 .37 .42

5-inch21 .26 .32 .37 .42

6-inch22 .28 .33 .39 .44

8-inch24 .30 .36 .42 .48

RETAIL SELLING PRICES—Continued.

CLOTH. SCREEN WIRE—Per lineal foot—Retail prices have been figured on the following basis: 12M Black, 4½c; 14M Galv., 5½c; 14M Opal, 5c per sq. ft.

COCKS—

No.	Each	No.	Each
Ball—			
½-inch...	1.35	7-inch...	1.15
¾-inch...	1.60	8-inch...	1.65
1-inch...	2.00	Gas Hose—	
1½-inch...	3.25	¾-inch...	.30
Floats—		½-inch...	.35
5-inch...	.60	¾-inch...	.50
6-inch...	.75		

Service, Standard—Square or Flat Head—

Each	¼"	⅜"	½"	¾"	1"	1½"	2"
.....	.50	.55	.60	.70	1.15	1.85	2.50 4.50

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, \$17.00 each; No. 30, \$28.25; 35, \$19.75; 50, \$30.00; 55, \$32.00; 60, \$35.00; 70, \$48.50.

Legs—Set, \$3.50.

Soapstone Discs—Each, \$1.75.

COOLERS, WATER—Galvanized Lined—02, \$4.75 each; 03, \$5.50; 04, \$6.75; 06, \$7.75; 08, \$9.75; 010, \$12.00.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.	6 pints	2.00	
8½ inch	Tea Pots.		
9½ inch	2 pints	1.85	
10½ inch	3 pints	1.50	
Coffee Pots.	4 pints	1.65	
3 pints	Wash Boilers.		
4 pints	848	7.25	
5 pints	849	7.75	

COPPERS, SOLDERING—Family—

1, per set	1.65
2, per set	1.50

Tinners—

½ pound, per pair	.25
1 pound, per pair	.30
1½ pound, per pair	.35
2 pound, per pair	.45
3 to 14 pounds	.45

CORD—Sash, Common—Per hank: No. 6, \$1.00; 7, \$1.25; 8, \$1.50; 10, \$2.50; 12, \$3.00.

Silver Lake—Per hank: No. 6, \$1.65; 7, \$2.20; 8, \$2.65; 10, \$4.25; 12, \$5.25.

CORD, TINNED PICTURE—

No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—

Norcross, 1GC-5, each, \$2.00; 5N, \$1.50; 3N, \$1.25; Midget, 60c.

Pull Easy, PEC, each, \$2.00; PE5, \$1.65; PEW2, \$5.00.

CUTTERS—Pipe—Barnes, No. 1, \$3.25 each; 2, \$4.25; 3, \$7.00; 4, \$14.00; 5, \$20.00.

Saunders—No. 1, \$2.75 each; 2, \$4.00; 3, \$9.50.

Trimmo—No. 1, \$3.50; No. 2, \$4.75; No. 3, \$8.00.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 80c; 9, \$1.15; 10, \$1.50.

DIVIDERS—Wing, No. 35 and 50—6-inch, 75c; 7-inch, 85c; 8-inch, \$1.00; 10-inch, \$1.25; 12-inch, \$1.50; 14-inch, \$3.65.

Wing Ext. No. 1—6-inch, \$1.25; 7-inch, \$1.50; 8-inch, \$1.75.

Excelsior—6-inch, 90c; 8-inch, \$1.25; 10-inch, \$1.65.

DOORS—Ash Pit—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS, SCREEN—

No.	2-6x6-6	2-8x6-8	2-10x6-10	3x7
241, Common, ¾-in. thick	2.20	2.30	2.45	2.55
296, Painted black, 1½	2.45	2.55	2.70	2.85
311, Varnished, 1½	3.40	3.55	3.70	3.85
381, Varnished, 1½	3.60	3.75	3.90	4.00
315G, Var., 1½, Gal. Cl.	4.15	4.30	4.50	4.75

DRILLS—

Goodell-Pratt Bench Drills—

No.	Each.	No.	Each
8	7.50	87	12.00
8½	9.50	97	12.75
9½	14.00	99	6.75
10½	24.00	112	8.75
490½	20.00	212	4.50
1003	16.50	Yankee—Millers Falls, Hand—	
1005	26.50	1	8.50
11	22.00	2	5.25
Goodell-Pratt Breast Drills—		3	3.50
6	5.85	4	1.10
07	5.80	5	3.75
245	5.00	98	5.75
279	18.25	105	3.75
12	6.75	306	5.50
12	6.25	343	4.00
18	7.75	1980	5.75

Drill Presses—Millers Falls

20	11.00	22	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—Millers Falls

1	3.50	105	3.75
2	5.00	303	3.00
3	3.50	306	5.50
5	3.75	343	4.00
98	5.75	980	5.75
		1980	5.75

Chain Drills—Goodell-Pratt

307	4.50	318	7.00
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	2.50	44	3.25
42	2.00	40	3.00

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.15	805	.55
301	1.15		

Yankee Drill Points

Set of 3, \$7.10; each, 15c; 2 for 25c.

DRILLS, TWIST—

Bit	Rd. Shk.	Sqr. Tpr.	Str.	Tpr.
Stock	Prentiss	Oces	Shk.	Shk.
1-16	.20	.40	.10	.15
1-8	.20	.45	.15	.20
3-16	.30	.45	.15	.20
¼	.35	.55	.20	.25
5-16	.45	.55	.20	.25
¾	.55	.60	.25	.30
7-16	.70	.75	.35	.40
1	.85	.90	.55	.60
9-16	1.00	1.05	.75	.80
¾	1.20	1.20	1.00	1.05
11-16	1.35	1.35	1.20	1.25
¾	1.55	1.50	1.35	1.40
¾	1.95	1.95	1.60	1.65
1	2.35	2.65	1.90	2.00
1½			3.10	3.20
1½			3.75	3.85
1½			4.40	4.50
1½			5.05	5.15
1½			5.75	5.85

Sebec Four Point Star, Brick and Concrete—

12-inch	14	16	18	20	22	24	26	28	30
.40	.40	.45	.65	.85	1.10	1.55	2.50	5.00	5.25
.50	.50	.60	.80	1.10	1.20	1.75	2.80	5.25	5.25
.65	.65	.70	1.00	1.20	1.75	2.80	5.25	5.25	5.25

ELECTRICAL APPLIANCES—

Universal Goods—

Dishes, Chafing—	E9646	17.50
E940	E9649	19.50
E9850	E9676	10.00
Grills—	Ranges, Table—	
E982	E9841	22.00
E984	Stoves—	
Heaters, Immersion—	E998	9.00
E970	E997	9.00
Irons, Curling—	E9960	8.00
E9901	Toasters—	
E99011	E945	7.50
Irons, Pressing—	E946	6.75
E901	Urns, Coffee—	
E902	E916	17.00
E905	E919	18.50
E9023	E9136	15.00
E9035	E9146	19.50
E9051	E9149	21.50
Pads, Heating—	E9166	22.50
E9940	E9169	25.00
Percolators—	E9178	16.00
E9485	E9179	17.50
E9487	E9168044	42.25
E9489	E9169044	44.75
E9635	Vacuum Cleaners—	
E9637	E701	39.50
E9039	Attachments	10.50

RETAIL SELLING PRICES—Continued.

Hot Point Goods—

Chafing Dishes—No. 20501, \$10.00 each; 20502, \$19.00; 20503, \$22.50.

Grills—116G1, \$11.50 each; 186G1, \$12.50; 20101, \$10.50.

Heaters, Air—No. 30403, \$11.00 each; 30404, \$18.00; 30603, \$32.50; 30604, \$44.00; 116A4 (Hedlite), \$11.00.

Heaters, Immersion—No. 118W16 (50201), \$5.25 each; 115W16 (50202), \$6.25; 115W17 (50203), \$7.25.

Irons, Curling—No. 112L5, \$7.25 each; 112L6, \$6.50.

Irons, Pressing—No. 1118F12 (11103), \$7.95 each; 118F22 (11203), 8 lb., \$6.25; 115F5 (11205), 5 lb., \$6.95; 115F17 (11206), 6 lb., \$6.95; 11807, \$8.75; 11808, \$9.25; 11810, \$11.00; 11812, \$15.50; 11815, \$17.00.

Pads, Heating—No. 114Q3 (50142), \$9.00; 114Q4 (50151) \$10.25.

Ovens—No. 40701, \$6.50; 40201, \$25.00.

Percolators—No. 20611, \$10.00; 20620, \$12.00; 20621, \$18.00; 20622, \$17.50; 20650, \$18.00; 114P18 (20651), \$23.00; 114P17 (2652), \$25.00.

Stoves—No. 116D1, \$10.00; 186D1, \$11.50; 20801, \$7.00; 20802, \$7.25; 40101, \$7.50; 40102, \$9.25; 40108, \$13.00; 40104, \$15.00; 40105, \$17.50.

Toasters—114T5, \$6.75; 115T1, \$8.50.

Vacuum Cleaners—122V2, \$45.00. Attachments, \$11.00.

ELECTRICAL SUNDRIES—

Amylites 1.85

Ammeters 1.25

Ever Ready 1.00

Readrite 1.15

Volt 1.15

Bells, Door—

2 1/2-inch85

3-inch 1.00

Buzzers85

Chain, Fixture25

Cleats, Porcelain05

Cord—

Heater No. 16 12 1/2

No. 18 10

Lamp No. 18, G. & Y.04

No. 18, Par Silk07 1/2

No. 20, Par Silk06

No. 18, Tw. Silk07

No. 20 Tw. Silk05

1-64 Single Fixture03

No. 18 Reinforced 10

Fans—

Memomines, 500-9-in. 12.00

Robbins-Meyers—

8-inch non-osc. 12.50

9-in. non-osc., 3 sp. 19.50

9-in. osc., 3-speed 24.50

12-in. non-osc., 3 sp. 29.00

12-in. osc., 3-speed 27.00

Fuses—

Plug, 6 to 80 amp 12 1/2

Knobs—

Porcelain, 5 1/2 Solid03 1/2

Nailit, 5 1/2 Split05

Lamps—

Nilco-Masda type List

Masda Auto List

Hylö Tungsten 1.00

Hylö Carbon75

Lamp Guards—

No. 1425 Loxon45

No. 107 Neverbreak85

No. 44 Portable 3.25

No. 48, Portable 2.75

Loom—

"Duraduct" 7-82 in.06

1/4-inch08

Plates, Switch—

Single gang25

Two gang50

Receptacle60

Plugs—

Benjamin 3-way 1.35

Benjamin 2-way 1.75

Twinklite 3-way 1.20

Attachment—

903 Benjamin30

2500 Chelton40

4 Mueller20

Fitzall w-o spring65

Fitzall spring75

EMERY—Per lb., 25c.

Stones—See Stones.

Cloth—See Cloth.

Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 20c each; Bash, common brass plated, 10c.

FAUCETS—Cork Lined—

7-inch, each25

8-inch80

9-inch85

FENCE, POULTRY—Blue Ribbon—10-Rod Rolls—24-inch, \$5.00 roll; 36-inch, \$6.25 roll; 48-inch, \$7.50 roll; 60-inch, \$8.75 roll; 72-inch, \$9.75 roll.

Union Lock—10-Rod Rolls—24-inch, \$4.00 roll; 36-inch, \$4.50; 48-inch, \$5.75; 60-inch, \$6.75; 72-inch, \$7.25.

FIBRE WARE—Keelers—No. 2, \$2.65 each; No. 3, \$2.10.

Measures—1 qt., \$1.75; 2 qt., \$2.10.

Star Pail—12-qt., 90c.

Spittoons—No. 2, \$1.50; No. 3, \$1.25.

Tubs—No. 1, \$6.00; No. 2, \$5.25; No. 3, \$5.00.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
1/4 inch.....	1.25	.25	1/4 inch.....	3.50	.20
3-16 inch.....	1.50	.80	3-16 inch.....	4.50	.25
1/2 inch.....	2.00	.35	1/2 inch.....	5.75	.30
5-16 inch.....	2.25	.40	5-16 inch.....	6.75	.30
3/8 inch.....	2.75	.50			
7/8 inch.....	4.50	.75			

FILES—

Length, inches—	3-3 1/2	4	4 1/2	5	5 1/2	6	8	10
Band Saw, Slim.....	.15	...	.20	...	.25	.30	.40	.40
Knife, Bastard.....	.80	...	.35	...	.40	.45	.55	.55
Regular Taper.....	.15	.15	.15	.20	.20	.20	.30	.45
Slim Taper.....	.15	.15	.15	.15	.20	.20	.25	.40
Warding, Bastard.....	.25	...	.25	...	.30	.35	...	...
Length, inches—	3-4	5	6	8	10	12	14	16
Flat Bastard.....	.20	.25	.25	.30	.35	.50	.75	.95
Half Rd. Bastard.....	.25	.30	.35	.40	.50	.65	.85	1.10
Mill Bastard.....	.20	.20	.20	.25	.30	.40	.60	.80
Round Bastard.....	.20	.20	.20	.25	.30	.40	.60	.80
Square Bastard.....	.20	.25	.25	.30	.40	.55	.75	1.00

FIXTURES—Grindstone—Auto—01, \$2.00; 02, \$2.50; 15, \$1.25; 17, \$1.35; 19, \$1.50; 21, \$1.75; Am. Heavy—17, \$1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS—Eveready Dayles—Complete—No. 6961, \$1.00 each; 6962, \$1.25; 1991, \$1.50; 2604, \$1.70; 2631, \$1.85; 2632, \$2.25; 1619, \$2.35; 2616, \$2.00.

Eveready Batteries—No. 705, 50c each; 790, 85c; 791, 80c; 700, 80c; 750, 80c; 751, 40c.

Kwiklites

Tubular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	\$1.35	\$1.70	\$2.00	\$2.00	\$2.25	\$1.55	\$1.70
Case & Bbl, ea.	1.15	1.35	1.50	1.65	1.75	1.35	1.40
Tubular Nos.	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.	\$1.85	\$2.00	\$2.35	\$2.55	\$2.25	\$2.45	\$2.75
Case & Bbl, ea.	1.50	1.65	2.00	2.30	1.75	1.95	2.25
Pocket Nos.	2472	2578	3475	3475B	3577	3577B	3579
Complete, ea.	\$1.00	\$1.25	\$1.35	\$1.55	\$1.65	\$1.65	\$1.90
Case & Bbl, ea.	.70	.85	.95	1.05	1.10	1.25	1.50
Watch Ch. Nos.	6289	6289B	Watch Chain Bat'y	No. 1204			
Complete, each.	\$1.00	\$1.10	Battery only, each....	\$.35			
Case & Bbl, ea.	.75	.85					
Battery only—							
Nos.	1202	1203	1206	1207	1271	1301	1308
Each	\$.030	\$.035	\$.030	\$.030	\$.030	\$.050	\$.040

FLATTERS—Blacksmith—2-in., \$1.85; 2 1/2-in., \$1.85; 3-in., \$2.25; 3 1/2-in., \$3.00.

FORGES—No. 150 Chicago, \$16.85; No. 151 Chicago, \$17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, \$33.00; No. 723, \$33.00; No. 742H, \$40.00.

FORKS—Hay—Nellis, 94 single harpoon, \$7.50; 95 double harpoon, \$4.65; 96 double harpoon, \$9.50; 87 double harpoon, \$5.50; 98 double harpoon, \$9.50. Grapple, No. 99 (4 times), \$17.50; No. 100 (6 times), \$30.00. Jackson Patterns, 4 ft., \$22.50; 4 1/2 ft., \$24.00; 5 ft., \$28.00.

FREEZERS—Arctic—

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
White Mountain	3.20	3.75	4.50	5.50	7.00	8.60	2.75	15	20	25	30	35	40	45	50	55	60	65	70	75
Acme	3.90	4.50	5.50	6.50	8.00	9.60	11.20	12.80	14.40	16.00	17.60	19.20	20.80	22.40	24.00	25.60	27.20	28.80	30.40	32.00

FROES—Special—Each, 12-in., \$2.00; 14-in., \$2.25; 16-in., \$2.50. Common—Each, 12-in., \$1.85; 14-in., \$2.00; 16-in., \$2.15.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil—

Stebbins—3/4-inch, 50c each; 1-inch, 60c; 1 1/4-inch, 70c; 1 1/2-inch, 75c; 2-inch, 85c. Perfection—3/4-inch, 75c each; 1-inch, 85c; 1 1/4-inch, \$1.00; 1 1/2-inch, \$1.10; 2-inch, \$1.35; 2 1/2-inch, \$1.65. Enterprise, Self Measuring—No. 61, Faucet, \$9.75.

RETAIL SELLING PRICES—Continued.

GAUGES, MARKING—

Steel—		Wood—	
90	.70	0	.15
92	2.50	61	.30
93	1.75	62	.30
95	1.75	65	.85
97	1.25	71	.90
98	1.75	72	.50
		73	1.10

Altitude Gauges, \$5.35.

Steam Gauges, 4 1/4-in. face I. C., \$5.35.

Thermometer, Straight, \$1.50.

Thermometer, Angle, \$1.75.

GLASS—Window—SB Grade—Single Strength, 80 per cent;

Double Strength, 80 per cent.

Extras for Putting in Glass—

Per Light

First 3 Brackets..... .50

Second 3 Brackets..... .75

Third 3 Brackets..... 1.00

Larger Lights..... \$1.00 per hour, per man

GLASSES—

Ground Level—

Proved Level—

1%	.50	1%	.15
2	.60	2	.15
2 1/2	.65	2 1/2	.15
3	.70	3	.20
3 1/2	.75	3 1/2	.20

GLASSES, GAUGE—

Standard

Extra Heavy

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RETAIL SELLING PRICES—Continued.

Riveting—		Plumb's Brick—	
Plumb's, Stanley No. 147—	461	2.00
250, 4 oz.	1.00	462	1.75
251, 7 oz.	1.00	3154	1.15
252, 9 oz.	1.10	3155	1.85
253, 12 oz.	1.15	Plumb's Prospector's Pick	
254, 15 oz.	1.20	470	2.75
255, 18 oz.	1.45	471	2.85
256	1.55		
HANDLES— Adse, extra select, 90c; second growth, 90c.			
Axe— Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 85c; second growth, \$1.00.			
Chisel— Hickory, 10c; Leather Tip, 15c.			
Hammer Handles— All sizes—1st Quality, 25c; 2nd Quality, and Machine, 30c.			
Hatchet Handles— 13 and 14, 25c; 15 and 16, 30c.			
Peavy Handles— Select Maple Rock Maple Select Hickory			
2 1/4 x 4	.....	2.30	
2 1/4 x 4 1/2	.....	2.40	
2 1/4 x 4 3/4	.....	1.25	1.60
2 1/2 x 5	.....	1.40	1.75
2 1/2 x 5 1/2	.....	1.65	2.00
2 3/4 x 5 1/2	.....	.....	4.45
3 x 5 1/2	.....	2.45	5.25
Pick— 36-inch Drift, Select, 75c; Extra Select, \$1.00; Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, \$1.15.			
Sledge— 36-inch, Select, 60c; Second Growth, 75c.			
Saw, Hand— Disston, No. 7, 50c; No. D8, 85c; No. 12, \$1.25.			
Crosscut, Disston, No. 112, \$1.00; No. 113, \$1.25; No. 114, \$1.50.			
Simonds Reversible Guard, per pair, \$1.60; Simonds No. 6, \$1.60; Atkins No. 24, \$1.60. One Man Cross Cut, No. 218, 45c; Supplementary, 80c.			
Auger M. F. No. 1, \$1.00; No. 2, \$1.25; No. 3, \$1.75; No. 4, \$4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratt's Ratchet, \$4.75.			
HANGERS, BARN DOOR—			
Flat Track—			
No., Brand.	Each.	43, Richards	1.25
5, Myers	2.50	248, Richards	1.85
25 Myers Garage Set.	3.25	Round Track—	
11, Lanes	2.15	5, World's Best	2.00
11 1/2, Lanes	2.65	384, Cannon Ball	2.00
18, Lanes	4.75	440, Cannon Ball	2.50
25, Lanes	1.50	715, Cannon Ball	1.75
30, Lanes	1.50	800, Cannon Ball	10.75
40, Lanes	1.75	Trolley Track—	
98, Lanes	1.50	120, Coburn's	4.25
28, 20th Century	2.00	122 1/2, Coburn's	5.75
37-1, Richards	1.65	195A, Coburn's	4.75
38-1, Richards	1.75	195B, Coburn's	6.7
42-3, Richards	1.75	24-2, Richards	8.25
42-5, Richards	2.75	120, Richards	7.00
42-6, Richards	4.00	150, Richards	8.00
HANGERS, HOUSE DOOR—			
No., Brand.	Each.	1, Johns	6.00
101, Lanes	11.25	011, Richards	8.50
101 1/2, Lanes	5.50	11, Richards	7.00
105, Lanes	8.75	012, Richards	4.00
105 1/2, Lanes	4.35	12, Richards	8.00
58, Prouty	4.85	015, Frisco	3.00
5D, Prouty	8.75	15, Frisco	6.00
01, Johns	8.00	140-1, Richards	4.00
Trolley— No. 016, 3-in., \$5.75 set; 3 1/2-in., \$6.00; 4-in., \$6.50; 4 1/2-in., \$6.75; 5-in., \$7.25; 6-in., \$8.50; No. 16, 5-in., \$11.00; 5 1/2-in., \$11.25; 6-in., \$11.50; 6 1/2-in., \$11.75; 7-in., \$12.00; 8-in., \$12.50; 10-in., \$14.25; No. 019, 8-in., \$4.75; 3 1/2-in., \$5.25; 4-in., \$5.75; 4 1/2-in., \$6.00; 5-in., \$6.25; 6-in., \$7.50; No. 19, 5-in., \$9.50; 5 1/2-in., \$9.75; 6-in., \$10.00; 6 1/2-in., \$10.25; 7-in., \$10.50; 8-in., \$11.00; 10-in., \$12.50; No. 0182, 8-in., \$6.25; 3 1/2-in., \$6.75; 4-in., \$7.25; 4 1/2-in., \$7.75; 5-in., \$8.25; 6-in., \$9.50; No. 132, 5-in., \$12.50; 5 1/2-in., \$12.75; 6-in., \$13.00; 6 1/2-in., \$13.25; 7-in., \$13.75; 8-in., \$15.00; 10-in., \$17.00.			
135, 1	.....	9, Midget	.60
135, 2	.....	90T, Midget Track	15
HARPS—Common—			
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each, 15c; 10-in., 20c. Size 36, 6-in., each, 20c; 8-in., 25c.			
Hinge— 012, 3-in., each, 15c; 4 1/2-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 70c.			
S. C. 912— 3-in., each, 15c; 4 1/2-in., 15c; 6-in., 20c; 8-in., 30c; 10-in., 50c.			
1308 1/2— 3-in., each, 35c; 4 1/2-in., 45c; 6-in., 60c.			
Lock— 20, Prouty, 75c each, 22, Prouty, 95c.			
Safety— 915, 8-in., dos., 20c; 4 1/2-in., 25c each; 6-in., 35c. SC915, 8-in., 20c each; 4 1/2-in., 25c; 6-in., 35c; SC915, 8-in., 30c each; 4 1/2-in., 40c; 6-in., 60c; 9413, 60c.			
HATCHETS— Box—San Diego Pat., Underhill, \$3.25 each; Seattle Pat., Underhill, \$3.50; 90, Hunt's, \$2.50; 401, Sayre's, \$2.25; 8010, Plumb's, \$2.50; 8011, Plumb's, \$2.50.			
Broad— 1, Hunt's, \$1.75; 2, Hunt's, \$2.00; 3, Hunt's, \$2.25; 4, Hunt's, \$2.50; 5, Hunt's, \$2.75; 2, Kelly's, \$1.50; 3, Kelly's, \$1.75; 4, Kelly's, \$2.00; 1, Plumb's, \$1.75; 2, Plumb's, \$2.00; 3, Plumb's, \$2.25; 4, Plumb's, \$2.50; 5, Plumb's, \$2.75.			
Claw— 1, Hunt's, \$1.65; 2, Hunt's, \$1.75; 3, Hunt's, \$1.85; 1, Keen Ridge, \$1.50; 2, Keen Ridge, \$1.65; 1, Kelly's, \$1.25; 2, Kelly's, \$1.25; 98, All Steel, \$1.10; 1, Plumb's, \$1.65; 2, Plumb's, \$1.75.			

Derrick— Blood's, \$2.50.	
Flooring— 1, Hunt's, \$1.85; 2, Hunt's, \$2.10; 3, Hunt's, \$2.35; 5, Plumb's, \$2.75; 6, Plumb's, \$3.00.	
Half— 1, Hunt's, \$1.50; 2, Hunt's, \$1.75.	
Lathing— Hunt's, No. 1, \$1.50; Underhill's, No. 40, \$2.50; Regular, \$3.25; Chicago, \$3.25; St. Louis, \$3.75; St. Paul, \$3.50; California, \$3.50.	
Shingling— Hunt's, 1, \$1.50; Hunt's, 2, \$1.65; Keen Ridge, 1, \$1.25; Keen Ridge, 2, \$1.50; Kelly's, 1, \$1.00; Kelly's, 2, \$1.10; Plumb's, 2951, \$1.50; Plumb's, 2952, \$1.60.	
HEADS, MOP— Cotton—No. 9, 25c each; No. 12, 35c. Linen, No. 012, 50c; No. 015, 65c; No. 018, 75c; No. 020, 80c.	
HINGES— Back Flaps—No. 814, 1-inch, 10c each; 1 1/4-inch, 10c; 1 1/2-inch, 15c; 1 3/4-inch, 20c; 2-inch, 25c. No. 816, 1-inch, 10c; 1 1/4-inch, 10c; 1 1/2-inch, 10c; 1 3/4-inch, 15c; 2-inch, 20c.	
FLOOR—	
Bommer, D 15	1.85
R. EA, 815	2.00
SHA, E, 265	2.25
2	2.75
4	4.25
302, 602	4.25
304, 604	6.25
852	5.00
854	7.50
Corbin—D, 512	1.85
R. EA, 512	1.85
SHA, E, 512	2.00
Katz—R. EA, 2	1.85
KF. SHA, E, 2	2.15
R. EA, 3	4.75
KF. SHA, E, 3	5.25
R. EA, 3 1/2	5.75
KF. SHA, E, 3 1/2	6.00
Rixon—7	15.00
8	16.50
10	18.75
15	22.50
20	36.00
25	45.00
30	53.00
40	85.00
Standard— R. EA 450, 7.00	
SHA, E, 450	8.50
R. EA, 452	12.00
Ornamental Surface	
"Butterfly"—	
1420, D2 & F	.....
1 1/2 x 1 1/4	.25
2 1/2 x 2 1/4	.30
3 x 3	.35
FLOOR—CHICAGO SPRING—	
Ajax, Dull Brass, No. 3281, \$2.25. Relax, Dull Brass, No. 6281, 1 1/2-in. to 1 3/4-in., \$5.15; 1 1/2-in. to 2-in., \$8.40; 1 3/4-in. to 2 1/2-in., \$11.00.	
Triplex, Double Acting— Japanned, 3-in., \$2.40; 4-in., \$3.45; 5-in., \$4.10; 6-in., \$5.25. Dull Brass, 3-in., \$3.80; 4-in., \$4.60; 5-in., \$5.55; 6-in., \$7.10; 7-in., \$9.25.	
Screen Door— Japanned, No. 3005, 85c; 505, 80c. Dull Brass, No. 3285, \$1.20.	
Screen Door Sets— No. 1505, Black, 45c.	
Japanned	1.60
Ant. Cop. Dull Br.	2.00
Ant. Br. Sd. Nic.	2.85
4.00	.....
Double Acting—	
Japanned	2.65
Ant. Cop. Dull Br.	3.50
Ant. Br. Sd. Nic.	4.75
5.65	.....
New List Price of Chicago Triplex and Bommer Spring Hinges—	
Single Acting— 3" 4" 5" 6" 7" 8" 10"	
Japanned	3.10
Ant. Cop. Dull Br.	4.10
Ant. Br. Sd. Nic.	5.50
6.60	.....
Double Acting—	
Japanned	5.20
Ant. Cop. Dull Br.	6.90
Ant. Br. Sd. Nic.	9.20
11.00	.....
Spring, Chicago—	
No. 1 1/2, Double Acting—	
1/2 to 1	3.85
1 1/2 to 1 1/4	8.90
1 1/4 to 1 1/2	4.65
1 1/2 to 2	6.75
2 1/2 to 3	13.50
Wrought Brass, With Brass Screws—	
% 1 1/4 1 1/2 1 3/4 2 2 1/2 2 3/4	
Narrow	.10
Middle	.10
Broad	.10
Desk	.15
.15	.....
STRAP AND TEE HINGES—	
Strap— 3" 4" 5" 6" 8" 10" 12"	
900, Light, Plain	12 1/2
90080, with Screws	15
902, Heavy, Plain	20
90280, with Screws	25
925, Corgd., Plain	20
.25	.....

RETAIL SELLING PRICES—Continued.

STRAP HINGES—Cont'd—3"		4"	5"	6"	8"	10"	12"
93580, with Screws.....	.25	.30	.40	.60	.90	1.80	
SC1800 1/4, Light Galv.....	.25	.30	.40	.55	.70		
SC1802 1/4, Heavy Galv.....	.35	.50	.80	1.25	1.85	2.60	
SC1805 1/4, Corgd. Galv.....	.40	.55	.85	1.50	2.10		
Tee—3"	4"	5"	6"	8"	10"	12"	
904, Light, Plain.....	.12 1/2	.15	.20	.25	.30	.45	.60
SC904, with Screws.....	.15	.20	.25	.30	.35		
906, Heavy, Plain.....	.20	.25	.30	.35	.40	.50	.70
SC906, with Screws.....	.25	.30	.35	.45	.65		
908, Extra Heavy.....	.25	.30	.40	.65	.90	1.25	
937, Extra Corgd.....	.30	.35	.40	.70	.90		
SC937, with Screws.....	.35	.40	.45	.75	1.00	1.45	
SC1804 1/4, Heavy Galv.....	.40	.55	.65	.85	1.40		
SC1806 1/4, Corgd. Galv.....	.55	.85	1.15	1.85	2.50		
BUTTS—Cabinet Door—							
189 F—2x2.....	.65	3-inch				.85	
2 1/2 x 2.....	.70	284 S F 2—2-inch.....				.25	
2 1/2 x 2 1/2.....	.95	2 1/2-inch.....				.30	
189 N—2x2.....	.75	3-inch.....				.85	
2 1/2 x 2.....	.85	284 N—2-inch.....				.30	
2 1/2 x 2 1/2.....	1.10	2 1/2-inch.....				.35	
289 D2, F, & B—2x2.....	.25	3-inch.....				.40	
2 1/2 x 2.....	.30	286 D 2 & F—2-inch.....				.25	
2 1/2 x 2 1/2.....	.30	2 1/2-inch.....				.30	
289 S F 2, S D 2, S A 4		3-inch.....				.35	
and H—2x2.....	.30	286 N—2-inch.....				.25	
2 1/2 x 2.....	.35	2 1/2-inch.....				.35	
2 1/2 x 2 1/2.....	.35	3-inch.....				.40	
289 N—2x2.....	.35	291 D 2 and F—2x2.....				.30	
2 1/2 x 2.....	.35	2 1/2 x 2 1/2.....				.30	
2 1/2 x 2 1/2.....	.35	3x3.....				.35	
295 D 2 and F—2.....	.25	291 S D 2, S F 2, S A 4					
2 1/2.....	.25	and B—2 1/2 x 2 1/2.....				.35	
295 N—2.....	.30	3x3.....				.40	
2 1/2.....	.35	291 N—2 1/2 x 2 1/2.....				.40	
284 D 2 and F—2-inch.....	.20	3x3.....				.45	
2 1/2-inch.....	.25						
Bright Steel—No. 804—2x2, 15c; 2 1/2 x 2 1/2, 20c; 3x2 1/2, 25c; 3x3, 25c; 3 1/2 x 3 1/2, 30c; 4x4, 40c. 808—2x2, 15c; 2 1/2 x 2 1/2, 15c; 3x3, 20c; 3 1/2 x 3 1/2, 30c; 4x4, 40c. 823—2 1/2 x 2 1/2, 25c; 3x3, 30c; 3 1/2 x 3 1/2, 30c; 4x4, 35c. 838—1, 10c; 1 1/4, 10c; 1 1/2, 10c; 2, 10c; 2 1/2, 15c; 3, 15c; 3 1/2, 25c; 4, 35c. 840—1, 10c; 1 1/4, 10c; 1 1/2, 10c; 2, 15c; 2 1/2, 15c; 3, 20c.							
Galvanized—Brass Pins—1819—2x2, 40c; 2 1/2 x 2 1/2, 45c; 3x3, 55c; 3 1/2 x 3 1/2, 75c. 1834—2x2, 40c. 2 1/2 x 2 1/2, 50c; 3x3, 65c; 3 1/2 x 3 1/2, 75c; 4x4, 95c.							
BUTTS—Continued—							
Finished—		5.....				.80	
241 D2, F, F 2 and B—		828—3 1/2.....				.35	
2x2.....	.35	4.....				.40	
2 1/2 x 2 1/2.....	.40	4 1/2.....				.45	
3x3.....	.40	5.....				.50	
3 1/2 x 3 1/2.....	.40	6.....				.55	
4x4.....	.55	Japanned—					
4 1/2 x 4 1/2.....	.80	731—2x2.....				.25	
5x5.....	1.40	1 1/2 x 2 1/2.....				.30	
6x6.....	2.35	3x3.....				.80	
241 S D 2, S F & S A 4—		3 1/2 x 3 1/2.....				.80	
2x2.....	.45	4x4.....				.40	
2 1/2 x 2 1/2.....	.45	4 1/2 x 4 1/2.....				.55	
3x3.....	.50	5x5.....				.75	
3 1/2 x 3 1/2.....	.50	731 1/2—2 1/2 x 2 1/2.....				.35	
4x4.....	.65	3x3.....				.40	
4 1/2 x 4 1/2.....	.90	3 1/2 x 3 1/2.....				.40	
5x5.....	1.55	4x4.....				.45	
6x6.....	2.65	733—2x2.....				.35	
241 H—2x2.....	.45	2 1/2 x 2 1/2.....				.40	
2 1/2 x 2 1/2.....	.50	3x3.....				.40	
3x3.....	.50	3 1/2 x 3 1/2.....				.40	
3 1/2 x 3 1/2.....	.50	4x4.....				.50	
4x4.....	.70	4 1/2 x 4 1/2.....				.75	
4 1/2 x 4 1/2.....	.95	5x5.....				1.80	
5x5.....	1.60	6x6.....				2.25	
6x6.....	2.75	740 J 1—2.....				.25	
241 N—2x2.....	.50	2 1/2.....				.30	
2 1/2 x 2 1/2.....	.70	3.....				.35	
3x3.....	.50	747—2 1/2 x 2 1/2.....				.30	
3 1/2 x 3 1/2.....	.55	3x3.....				.35	
4x4.....	.70	747 J 1—2 1/2 x 2 1/2.....				.35	
4 1/2 x 4 1/2.....	1.00	3x3.....				.40	
5x5.....	1.65	749 J 1—2x2.....				.35	
Parliament—		2 1/2 x 2.....				.35	
260 D 2 and F—3-inch.....	.45	2 1/2 x 2 1/2.....				.35	
3 1/2-inch.....	.55	Half Surface—					
4-inch.....	.60	160 D 2, F—2-inch.....				.40	
4 1/2-inch.....	.70	2 1/2-inch.....				.45	
5-inch.....	.75	3-inch.....				.50	
260 S D 2, S F 2—		3 1/2-inch.....				.55	
3-inch.....	.50	4-inch.....				.75	
3 1/2-inch.....	.60	4 1/2-inch.....				1.05	
4-inch.....	.65	160 S F 2—2-inch.....				.45	
4 1/2-inch.....	.70	2 1/2-inch.....				.50	
5-inch.....	.75	3-inch.....				.55	
260 H & SA 4—3.....	.50	3 1/2-inch.....				.65	
3 1/2.....	.60	4-inch.....				.80	
4.....	.65	4 1/2-inch.....				1.10	
4 1/2.....	.70	160 H—2-inch.....				.50	
5.....	.80	2 1/2-inch.....				.55	
260 N3.....	.50	3-inch.....				.60	
3 1/2.....	.60	3 1/2-inch.....				.70	
4.....	.65	4-inch.....				.85	
4 1/2.....	.70	160 N—2-inch.....				.50	
		2 1/2-inch.....				.55	
3-inch.....	.60						
3 1/2-inch.....	.65						
4-inch.....	.70						
4 1/2-inch.....	.75						
5-inch.....	.80						
5 1/2-inch.....	.85						
6-inch.....	.90						
6 1/2-inch.....	.95						
7-inch.....	1.00						
7 1/2-inch.....	1.05						
8-inch.....	1.10						
8 1/2-inch.....	1.15						
9-inch.....	1.20						
9 1/2-inch.....	1.25						
10-inch.....	1.30						
10 1/2-inch.....	1.35						
11-inch.....	1.40						
11 1/2-inch.....	1.45						
12-inch.....	1.50						
12 1/2-inch.....	1.55						
13-inch.....	1.60						
13 1/2-inch.....	1.65						
14-inch.....	1.70						
14 1/2-inch.....	1.75						
15-inch.....	1.80						
15 1/2-inch.....	1.85						
16-inch.....	1.90						
16 1/2-inch.....	1.95						
17-inch.....	2.00						
17 1/2-inch.....	2.05						
18-inch.....	2.10						
18 1/2-inch.....	2.15						
19-inch.....	2.20						
19 1/2-inch.....	2.25						
20-inch.....	2.30						
20 1/2-inch.....	2.35						
21-inch.....	2.40						
21 1/2-inch.....	2.45						
22-inch.....	2.50						
22 1/2-inch.....	2.55						
23-inch.....	2.60						
23 1/2-inch.....	2.65						
24-inch.....	2.70						
24 1/2-inch.....	2.75						
25-inch.....	2.80						
25 1/2-inch.....	2.85						
26-inch.....	2.90						
26 1/2-inch.....	2.95						
27-inch.....	3.00						
27 1/2-inch.....	3.05						
28-inch.....	3.10						
28 1/2-inch.....	3.15						
29-inch.....	3.20						
29 1/2-inch.....	3.25						
30-inch.....	3.30						
30 1/2-inch.....	3.35						
31-inch.....	3.40						
31 1/2-inch.....	3.45						
32-inch.....	3.50						
32 1/2-inch.....	3.55						
33-inch.....	3.60						
33 1/2-inch.....	3.65						
34-inch.....	3.70						
34 1/2-inch.....	3.75						
35-inch.....	3.80						
35 1/2-inch.....	3.85						
36-inch.....	3.90						
36 1/2-inch.....	3.95						
37-inch.....	4.00						
37 1/2-inch.....	4.05						
38-inch.....	4.10						
38 1/2-inch.....	4.15						
39-inch.....	4.20						
39 1/2-inch.....	4.25						
40-inch.....	4.30						
40 1/2-inch.....	4.35						
41-inch.....	4.40						
41 1/2-inch.....	4.45						
42-inch.....	4.50						
42 1/2-inch.....	4.55						
43-inch.....	4.60						
43 1/2-inch.....	4.65						
44-inch.....	4.70						
44 1/2-inch.....	4.75						
45-inch.....	4.80						
45 1/2-inch.....	4.85						
46-inch.....	4.90						
46 1/2-inch.....	4.95						
47-inch.....	5.00						
47 1/2-inch.....	5.05						
48-inch.....	5.10						
48 1/2-inch.....	5.15						
49-inch.....	5.20						
49 1/2-inch.....	5.25						
50-inch.....	5.30						
50 1/2-inch.....	5.35						
51-inch.....	5.40						
51 1/2-inch.....	5.45						
52-inch.....	5.50						
52 1/2-inch.....	5.55						
53-inch.....	5.60						
53 1/2-inch.....	5.65						
54-inch.....	5.70						
54 1/2-inch.....	5.75						
55-inch.....	5.80						
55 1/2-inch.....	5.85						
56-inch.....	5.90						
56 1/2-inch.....	5.95						
57-inch.....	6.00						
57 1/2-inch.....	6.05						
58-inch.....	6.10						
58 1/2-inch.....	6.15						
59-inch.....	6.20						
59 1/2-inch.....	6.25						
60-inch.....	6.30						

RETAIL SELLING PRICES—Continued.

IRONING BOARDS—(See Boards, Ironing).

IRON SHEETS—Galvanized—		Out Sheets	Full Sheets
14 to 16	.....	.11	.10
18 to 22	.....	.12	.11
Black Sheets—			
10 to 16	.....	.11	.09 1/2
18 to 24	.....	.11	.09 1/2
30	.....	.12	.10
Corrugated Sheets, Galvanized—			
26 Ga.	.....		8.75
28 Ga.	.....		8.00
Rockface Siding	.....		8.75
Brickface Siding 28 Ga.	.....		8.25

IRONS—			
Plane, Stanley or Bailey—		2 1/2-inch, Single.....	1.05
1 1/2-inch, Block .....	.75	1 1/2-inch, Double	1.10
1 1/2-inch, Single .....	.75	2-inch Double	1.20
2-inch, Single .....	.80	2 1/2-inch, Double	1.35
2 1/2-inch, Single .....	.85	2 3/4-inch, Double	1.55
2 3/4-inch, Single	1.00	2 3/4-inch, Double	1.65

IRON S—Sad—Common, 15c lb.
 Mrs. Potts—No. 50, \$2.50 per set.
 70, \$4.00; G. Pressing, 20c lb.; T Tailors' Goose, 20c lb.; N Gasoline, \$5.25 each. Handles, 35c; Asbestos No. 60, \$8.00 set.

KNIVES—Hay—
 Lightning, \$2.25; Iwan Sickie, \$3.25; Iwan Seriated, \$3.25; Heaths Upright, \$2.75.

KNOBS—Maple base, each, 5c; doz., 35c.

LADDERS—Extension, No. 1, \$1.00 foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—CQ329, Eastern and Central States, \$9.00; Rocky Mt. and Pac. Coast States, \$9.50.

LAMPS, ELECTRIC—Hygrade, Save, B First, Whitelite, Marvel, Brite-Lite and other makes.

Type B Lamps—		Clear	Frosted
10 to 50 watts.....		.40	.45
60 watts.....		.45	.50
100 watts.....		1.00	1.10
Type O Lamps—		Clear	Frosted
50 watts.....		.65	.70
75 watts.....		.70	.75
100 watts.....		1.00	1.10
150 watts.....		1.40	1.50
200 watts.....		1.90	2.00

LANTERNS—Coleman Quick-Lite, Gasoline, LQ327—East and Central States, \$7.50; Rocky Mt. and Pac. Coast States, 8.00.

Note—General rise in lantern prices will be itemized next month. Ask your jobber.

LANTERNS—Diets Tubular—

HOT BLAST	Underwriter's Mill Lan-	
Little Star Tin Lanterns	.....	2.75
Hi-Lo Tin Lanterns	.....	2.00
Victor Tin Lanterns	.....	1.35
Monarch Tin Lanterns	.....	1.35
O. K. Tin Lanterns	.....	1.50
No. 2 Royal Tin Lants	.....	1.75

COLD BLAST	King Fire Dept. Tin,	
Junior Tin Lanterns	.....	5.10
Junior Brass Lanterns	.....	5.65
Junior Brass Nickel-plated Lanterns	.....	6.50
No. 2 Crescent Tin Lan-	.....	2.10
terns	.....	1.85
No. 2 Blizard Tin Lan-	.....	2.00
terns	.....	1.45
No. 2 Large Fount Bliz-	.....	1.65
sard Lanterns	.....	2.10
Little Wizard Tin Lan-	.....	1.45
terns	.....	1.65
D-Lite Tin Lanterns	.....	2.10
No. 2 Large Fount Wiz-	.....	2.35
ard Lanterns	.....	2.35

DASH AND WAGON
 Buckeye Dash Lant'n's 2.00
 Junior Wagon Lant'n's 2.35
 Roadster Wagon Lan-terns 2.35

DRIVING
 Eureka Driving, plain lens 2.50
 Same with optical lens 2.65
 Octo Driving, pl'n lens 4.50
 Same, optical lens 5.10
 Union Driving, plain lens 5.10
 Same with optical lens 5.50

MILL
 Watchman's Mill Lan-terns, enamel fin. 2.50

LEAD—Bar, 18c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 16c lb.; Sheet (full), 26c lb.; Wool, 85c lb.

LEVELS—No. 36, 12-inch, \$3.35; 18-inch, \$4.00; 24-inch, \$4.75. No. 37, 12-inch, \$4.60; 18-inch, \$5.35; 24-inch, 6.25.

Marx Aluminum—12-inch, \$3.75; 18-inch, \$4.50; 24-inch, \$5.50; 28, \$6.25.
 No. 95, 24-inch, \$8.00; 26-inch, \$8.25; 28-inch, \$8.50; 30-inch, \$9.00. No. 96, 24-inch, \$10.00; 28-inch, \$10.50; 30-inch, \$11.00.

Special Nos.—No. 0, \$2.00; 15, 24 and 26-inch, \$4.75; 15, 28 and 30-inch, \$5.00; 25, \$5.50. 34, \$1.85; 4524, \$6.00; 4424, \$6.50; 45 1/2, \$5.25; 90, \$3.75; 98, \$5.00; 108, \$1.00.

LINES, CLOTHES—Cotton, Braided—40-foot, 25c each; 60-foot, 30c; 50-foot, 30c; 50-foot, 40c.

Wire, Twisted—50-foot, 20 gauge, 40c each; 75-foot, 20 gauge, 50c; 100-foot, 20 gauge, 60c; 50-foot, 18 gauge, 55c; 75-foot, 18 gauge, 75c; 100-foot, 18 gauge, 90c.

Wire, Solid—100-foot, 10 gauge, 85c each.

LOOKS—Rim—Steel, 75c set; Cast, 60c set.

LUBRICANTS—Galena Superior Greases—							
	1-lb.	2-lb.	3-lb.	5-lb.	7-lb.	10-lb.	25-lb.
Axle Grease	.....	.12 1/2	.....	.35	.50	.70	1.10
Superior Cup	.....	.20	.40	.55	.85	.....	1.60
No. 2 Transmis'n	.....	.....	.....	1.10	.....	.....	1.95
No. 42 Transmis'n	.....	.....	.....	1.15	.....	.....	2.10
Black Transmission	.....	.....	.....	.90	.....	.....	1.55
Black Fibre Trans.	.....	.....	.....	1.10	.....	.....	2.00
Flow Grease	.....	.10	.....	.30	.45	.....	.....

Galena Superior Oils—							
	1/2-gal.	1-gal.	5-gal.	15-gal.	30-gal.	55-gal.	
	can	can	can	gal.	gal.	gal.	
Light Motor Oil	.....	.70	1.20	4.65	.92	.81	.77
Medium Motor Oil	.....	.70	1.20	4.80	.95	.84	.80
Heavy Motor Oil	.....	.70	1.20	4.90	.96	.85	.81
Tractor No. 1	.....	.....	1.30	5.15	1.02	.91	.87
Tractor No. 2	.....	.....	1.30	5.30	1.08	.98	.89
600 Transmission	.....	.....	.95	3.50	.69	.58	.54
600 Steam Cyl.	.....	.....	1.15	4.50	.89	.78	.74
Castor Machine	.....	.60	1.00	3.85	.76	.65	.61
Farm Mach. No. 2	.....	.55	.90	3.35	.66	.55	.51
Separator	.....	.55	.90	3.80	.64	.54	.50

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, \$3.75; No. 40, 46-inch, with end, \$4.25; No. 5, 66-inch, open, \$4.65; No. 50, 65-inch, with end, \$5.00.

MATS, DOOR—Cocoa Fibre, Fina, 14x24, \$1.25; 16x27, \$1.75; 18x30, \$2.25; 20x33, \$3.50; 22x36, \$3.50.

Cocoa Fibre, Medium—16x27, \$2.50; 18x30, \$2.75; 20x33, \$3.50.

Steel—15 1/2 x 23 1/2, \$2.25 each; 17 1/2 x 30, \$3.00; 21 1/2 x 36, \$4.25.

Steel Matting in Rolls—Per sq. ft., \$1.00.

MATTOCKS—
 Short Cutter, Standard, 5 1/2 lbs. 1.40
 Long Cutter, Standard, 6 lbs. 1.60
 Pick, Standard, 6 lbs. 2.00

MAULS—Post—10-lb., \$1.25 each; 13-lb., \$1.60; 16-lb., \$2.00; 18-lb., \$2.25; 20-lb., \$2.50.

Ship or Top, 25c lb.

Wood Choppers—Adze or Round Eye, 20c lb.

MILLS—Oiler—

Junior	.....	48.00	Senior	.....	72.00
Medium	.....	52.00	Force Feed	.....	32.50

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.
 O-Cedar, Handled—No. 4, small triangle, \$1.00 each; No. 3, large triangle, \$1.50; No. 10B, polish \$1.50.

Self-Wringing—No. 10, \$1.00 each.
 Round—No. 1, \$1.75; No. 2, \$1.25.

MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 13, 35c each; No. 70, \$1.10; Janitor's, 75c each.

NAILS—Standard—All sizes, base, \$4.90. 6d and larger, 7c lb.; 6d and smaller, 8c; 2d Fine Blue (Lath), 10c. 25 lb. lots, add to selling base \$1.25 per keg. 50 lb. lots, 75c.

Cement Coated—All sizes, base, \$4.10. 6d and larger, 10c lb.; 5d and smaller, 12c.

Felt Roofing—1/4 inch Plain, 15c lb.; 1/2 inch Galvanized, 18c.

Brads and Nails in Packages—All sizes, 40 per cent.

Advances on Standard Wire Nails, in Kegs—

	Common	Box	Casing	Finish.	O.C.Box
2d	1.45	1.65	1.70	2.00
3d	1.15	1.30	1.35	1.55
4d80	1.05	1.10	1.25
5d75	1.00	1.05	1.20
6d60	.70	.75	1.00
7d55	.65	.70	.75
8d30	.45	.50	.60
9d30	.45	.50	.60
10d20	.30	.35	.45
12d15	.25	.30	.40
16d10	.15	.20	.25
20 to 60d Base05	.10	.15	.....

Barbed Nails advance 25c over Smooth Nails.

*Orange Box, \$1.60.

2d Fine—Plain, \$1.95; Extra, \$1.95.

3d Fine—Plain, \$1.95; Extra, \$1.55.

Blued Lath Nails advance 25c over Fine Nails.

NAILS, SHOE—Corrugated—Brass Plated—No. 1/4-lb., 10c each; 1/2-lb., 15c.

Wrought Brass—2-oz., 15c each; 4-oz., 25c.

Hob—3/4, 30c lb.; larger, 30c.

Hungarian—Round or Cone Head—1/4-lb., 5c each; 1/2-lb., 10c.

RETAIL SELLING PRICES—Continued.

NETTING, POULTRY—Hexagon, Galvanised after weaving—

2-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	2.14	3.08	3.92	4.68
Sell Full Roll	1.95	2.80	3.55	4.25
Sell Out (lineal foot) ..	.01½	.02½	.03	.03½
Width, inches—	36	48	60	72
List Roll	5.85	7.13	8.91	10.69
Sell Full Roll	4.75	6.40	8.00	9.65
Sell Out (lineal foot) ..	.04	.05½	.06½	.08
1½-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	8.15	4.53	5.78	6.90
Sell Full Roll	2.85	4.10	5.25	6.25
Sell Out (lineal foot) ..	.02½	.03½	.04½	.05½
Width, inches—	36	48	60	72
List Roll	7.88	10.50	13.13	15.75
Sell Full Roll	7.10	9.45	11.75	14.10
Sell Out (lineal foot) ..	.06	.07½	.10½	.12
1-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	4.95	7.12	9.08	10.83
Sell Full Roll	4.45	6.40	8.20	9.85
Sell Out (lineal foot) ..	.04	.05½	.07½	.08
Width, inches—	36	48	60	72
List Roll	12.38	16.50	20.68	24.75
Sell Full Roll	11.15	15.00	18.80	22.35
Sell Out (lineal foot) ..	.09½	.12½	.15½	.18½
¾-inch, 20-gauge—				
Width, inches—	12	18	24	30
List Roll	8.55	12.30	15.68	18.71
Sell Full Roll	7.75	11.10	14.10	16.85
Sell Out (lineal foot) ..	.07½	.09½	.12½	.14½
Width, inches—	36	48	60	72
List Roll	21.38	28.50	35.68	42.75
Sell Full Roll	19.25	25.65	32.00	38.50
Sell Out (lineal foot) ..	.15½	.22½	.27	.32

NIPPERS, CUTTING—

Bernard's—	14-inch ...	8.75
5-inch	Utica—	
6-inch	5-inch	1.00
7-inch	6-inch	1.10
Nettleton's—	7-inch	1.25
6-inch	4-inch	1.15
8-inch	4½-inch	1.25
10-inch	5-inch	1.35
12-inch		

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 3 for 5c; ¾, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ¾, each 5c; ¾, 2 for 15c; ¾, each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, 5c; 5-16, 3 for 5c; ¾, 3 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ¾, each 5c; ¾, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S.—8-16, 20c doz.; ¾, 25c; 5-16, 80c; ¾, 40c; 7-16, 50c; ¾, 75c; ¾, \$1.50.

OAKUM—Plumbers', 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 35c.
 Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c. oz. can, 35c.

Winchester Utility—1-oz. bottle, 15c; 3½-oz. can, 25c.
 Many-use—8-oz. can, 25c.

OVENS PORTABLE—Boss—

No.	Each.	No.	Each.
Androck, complete....	1.10	2	3.75
Kerogas—		11	2.75
557	6.50	13	3.50
557	7.25	111	3.50
Perfection—		113	3.75
121 G	5.50	120	6.25
122 G	6.10	218	3.50
Pinney & Boyle—		220	7.00
1	3.25	313	4.25

PACKING—Sheet Rubber—Standard I. C., 40c lb.; Indian Red, 60c.

Italian Hemp—A, 1-inch, 45c lb.

Square Flax, braided, 60c.

Piston Spiral—Steam, high pressure, \$1.50; steam or water, low pressure, \$1.

Asbestos Cement—7½c lb.

Wicking, Asbestos—4-oz. ball, 80c.

Cotton Candle—2-oz. ball, 10c.

PADLOCKS—Corbin—No. 958, 35c each; 2802½, 80c; 2822½, 40c; 2869, 75c; 2879, \$2.00; 2880, \$2.25; 2881, \$2.50; 2883, \$3.75.

Miller—No. 1, \$1.25 each; 16, 20c; 16B, 35c; 16G, 25c; 18, 25c; 19, 30c; 19G, 30c; 21, 35c; 21G, 35c; 34, \$1.50; 35B, 20c; 37, 20c; 41, 60c; 76, 75c; 88, 35c; 99, \$1.25; 100B, 20c; 121, 40c; 125, \$1.15; 180, 35c; 190, 40c; 210, 50c; 214, 55c; 221, 65c; 232, 65c; 700B, 40c; 1398, 60c; 5438, \$1.00; 5438XC, \$1.15; 5441, 80c; 5441XC, 95c each.

Yale—No. 223, 85c each; 225, \$1.00; 453J, 30c; 453X, 80c; 563, \$1.75; 565, \$2.10; 585, \$1.50; 635, \$1.50; 645J, 65c; 803, \$2.25; 805, \$2.25; 805½, \$2.50; 818, \$2.25; 815, \$2.35; 823, \$2.40; 833, \$3.90; 843, \$3.25; 853, \$3.50; 8454, \$2.75.

Slaymaker—No. 160, \$1.75 each; 178, 45c; 179, 55c; 189, 75c; 1092, 90c; 1098, \$1.10; 1098, \$1.10; 1902, 55c; 1903, 60c; 1904, 75c; 8901, 75c; 8902, 60c; 8903, 45c; 4026, 20c; 4073, 75c; 6180, 25c; 9902, 70c; 9903 N. O., 65c; 41090, 70c.

PAINT SUNDRIES—

Alcohol—(Denatured)—	Painters' Petroleum—
1 gallon	1-gal. Gal. .40
5 gallons	Paints, Ready Mixed—1st
	grade, white—
Alum—	Gals. Gal. 4.40
Pwd., less than 100	½-gals. ½-Gal. 2.30
lbs., lb.	Quarts Qt. 1.25
.17	Pints Pt. .70
Benzine—	½-pints ½-Pt. .40
New cans, casd., gal. .60	1st Grade, Colors—
Old cans, uncasd., gal. .40	Gals. Gal. 4.25
Coal Tar—	½-gals. ½-Gal. 2.25
5-gal. Gal. .40	Quarts Qt. 1.20
1-gal. Gal. .55	Pints Pt. .65
Cresote—	½-pints ½-Pt. .35
Gal. .... .85	2d Grade, White or
Distillate—	Colors—
Light, gal. .... .40	Gals. Gal. 2.90
Glue—	½-gals. ½-Gal. 1.60
No. 2 Gelatine.... .50	Quarts Qt. .95
Chicago White ... .50	Inside Floor—
Kalsomine, White—	Gals. Gal. 2.90
Bbls., 280 lbs.... .08	½-gals. ½-Gal. 1.60
Kegs, 100 lbs.... .08½	Quarts Qt. .95
4 25-lb. pkgs., bulk .09	Porch—
25 lbs., bulk.... .09	Gals. Gal. 4.25
Less 25 lbs.... .09½	½-gals. ½-Gal. 2.25
100 lbs., 5-lb. pkgs. .09	Quarts Qt. 1.20
Less 100 lbs., pkgs. .09½	Plaster Paris—
Lamp Black—Bear Brand—	Less sack, lb. .... .10
1-S. lb. pkg.... .45	Putty, Bladder—
½-S. .... .30	Less than 100 lbs. 07½
¼-S. .... .20	Putty, Bulk—
Linseed Oil, Boiled—	1-lb. cans .... .15
5's Gal. 1.14	2-lb. cans 12½
1's Gal. 1.45	3-lb. Cans 09½
¾'s ½-Gal. .85	5-lb. cans .... .09
¼'s Qt. .50	10-lb. cans 08½
½'s Pt. .30	25-lb. cans .... .08
	85 lb. cans 06½
Raw Linseed Oil, 2c less	Rosin—
than price of boiled. Paint-	Lb. .... .14
ing contractors' price on	Tints, Kalsomine—
Linseed Oil, 5c above cost,	Barrels, 280 lbs.... .09
according to quantity.	Kegs, 100 lbs.... .09½
	100-lb. bulk.... .10
Oil—	25-lb. bulk.... .10
Floor Gal. .75	Less 25 lbs.... 10½
Gloss 1.50	100 lbs., 5-lb. pkgs. 09½
Lard, No. 1.... 1.80	Less 100 lbs., 5-lb.
Lin-O-Oil .... .90	pkgs. .... .10
Neatsfoot No. 1... 2.40	Turpentine—
Neutral .... .60	5's Gal. 1.27
Paraffine .... .85	1's Gal. 1.45
Paint, Dry Colors—	¾'s ½-Gal. .85
Umber .... .12	¼'s Qt. .50
Chrome Green, Med.	½'s Pt. .30
Graphite .... .07	Painting contractors' price
Metallic .... .08	on turpentine: 5 gals. or
Sienna .... .11	more, 2c above cost; less 5
Venetian Red .... .08	gals., 5c above cost.
Yellow Ochre .... .07	

PANS—Acme Frying—

No. 00, each....	.20	No. 4, each....	.55
No. 0, each....	.35	No. 5, each....	.60
No. 1, each....	.40	No. 6, each....	.80
No. 2, each....	.45	No. 7, each....	.90
No. 3, each....	.50		

PAPER, BUILDING—

Roofing—	Light.	Medium.	Heavy.
Plymouth, Smooth	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Asbestos	4.25	4.75	5.25
H & H		2.50	
Pioneer, Flaxine	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Pioneer, Slate		3.75	
Certain-teed	2.50	3.25	3.75
Major	2.25	2.75	3.25
Guard	1.75	2.25	2.75
Pioneer Sheathing, Gray—Per roll, 20-lb., \$1.00; 25-lb., \$1.25; 30-lb., \$1.50.			
Shingles, Slate, Red or Green—Individual (424 per square), \$10.00 square. Strip or Slab (104 per square), \$9.00.			

Tin Caps—1¼-inch, 80c per lb.
 Felt—Asphalt Saturated, \$2.75 per roll. Deadening, 6½c per lb. Insulating, Saturated, \$1.75 per roll; Saturated and Coated, \$2.75.

RETAIL SELLING PRICES—Continued.

SAND AND EMERY—Per quire of sheets—

	0	1	1 1/2	2	2 1/2	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75
B. & A.	.45	.50	.55	.60	.75	.85
Astec	.40	.45	.50	.60	.70	.75
Aloxite	.80	.85	.90	1.00	1.10	1.20

PEAVIES—

	Socket.			Socket.	
	Maple, Hickory.			Maple, Hickory.	
2 1/2 x 4	4.15	5.00	2 1/2 x 4 1/2	5.25	7.00
2 1/2 x 4 1/2	4.30	5.50	5	5.50	7.25
2 1/2 x 4 3/4	4.50	6.25	3 x 5	6.25	8.25
2 1/2 x 5	4.75	6.50			

PERCOLATORS, COFFEE—Universal—

46	4.00	74	5.50
48	4.50	76	6.00
52	3.75	79	6.75
54	4.00	714	7.50
56	4.50	464	5.75
58	5.00	466	6.25
64	5.00	469	7.00
66	5.50	474	6.25
69	6.25	476	6.75
614	7.00	479	7.50

Percolator Tops, 10c each.

PICKS—Railroad, 5-lb., 95c each; 6-lb., \$1.00; 7-lb., \$1.15;

8-lb., \$1.25; 9-lb., \$1.35.

Drifting—No. 1, 90c each; 2, 95c; 3, \$1.00; 4, \$1.15;

PINS—Clothes—C—Common, 10c doz.; US—Spring, 20c; H—

Hoyt's Spring, 15c.

PINCERS—Carpenters'—6-in., 70c; 8-in., 85c; 10-in., \$1.10.

PIPE—(See Plumbing Prices, Page 169).

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch,

25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.

4-inch, Japan, 40c; 8-inch, Galvanized, 85c; 4-inch, Gal-

vanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.

Half Joints—5-inch, 20c joint; 6-inch, 20c.

Taper Joints—6-inch to 5-inch, 85c joint; 7-inch to 6-inch,

40c.

PIPE FITTINGS (STOVE)—Caps, No. C 15, 60c each; C-16,

60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c;

7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c; 5, 40c; 6, 45c. 3-

inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c.

No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Flue Stops, Nos. 1 and 36, 20c each; 3, 20c each; 30, 20c.

3, 3 1/2 (in kegs), 85c lb.; 4, 5, 35c; 6, 7, 8, 85c; 10, 85c.

Roof Joints—5-inch, 20c joint; 6-inch, 20c.

60 (Ridge), 75c each.

PISTOLS, AUTOMATIC—Colt's—A 252 (CA25), \$16.50 each;

A823 1/2 (CA32), \$19.50; A8803 1/2 (CA380), \$19.50; 384 1/2

(CA384 1/2), \$36.75; 455 (CA455), \$34.00.

Remington—51, \$19.50.

Savage—1907, 32 Cal., \$25.00; 380 Cal., \$26.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., \$1.25; 25-lb.,

\$2.50; 50-lb., \$4.50; 1/2-bbl., \$9.00; bbl., \$13.50.

PLANES—Stanley—No. 1, \$2.95 each; 2, \$3.85; 3, \$4.10; 3C,

\$4.25; 4, \$4.35; 40, \$4.60; 4 1/2, \$5.00; 4 1/2 C, \$5.35; 5,

\$5.00; 5C, \$5.25; 5 1/2, \$5.35; 5 1/2 C, \$6.00; 6, \$6.60; 6C,

\$6.90; 7, \$7.50; 7C, \$7.65; 8, \$8.35; 8C, \$9.25; 9, \$9.15;

9 1/2, \$2.25; 9 1/2 C, \$2.75; 10, \$6.65; 10 1/2, \$5.40; 12, \$5.00;

12 1/2, \$6.60; 15, \$2.10; 15 1/2, \$2.85; 16, \$2.50; 17, \$2.85;

18, \$2.85; 19, \$2.85; 20, \$2.25; 24, \$3.10; 25, \$2.85; 26,

\$3.20; 27 1/2, \$3.75; 28, \$4.15; 29, \$4.65; 31, \$4.50; 32,

\$5.00; 35, \$3.75; 36, \$4.50; 37, \$5.00; 40, \$2.20; 40 1/2,

3.00; 45, \$14.00; 46, \$9.80; 47, 7.65; 48, \$5.25; 49, \$5.25;

50, \$7.00; 55, \$25.50; 60, \$2.60; 60 1/2, \$2.35; 61, \$2.35;

62, \$5.65; 65, \$3.15; 65 1/2, \$2.60; 71, \$3.95; 71 1/2, \$3.20;

72, \$4.35; 74, \$10.25; 75, 75c; 78, \$3.25; 85, \$4.60; 90,

\$3.95; 92, \$4.00; 93, \$4.85; 94, \$5.65; 95, \$2.00; 97,

\$3.95; 98, \$2.00; 99, \$2.00; 100, 60c; 101, 50c; 102, 95c;

103, \$1.25; 110, \$1.30; 112, \$4.50; 113, \$7.45; 120, \$1.75;

130, \$1.80; 131, \$2.75; 140, \$3.00; 146, \$4.00; 147, \$4.25;

148, \$4.65; 171, \$5.95; 190, \$2.90; 191, \$2.90; 192, \$2.65;

203, \$1.50; 212, \$3.10; 220, \$1.70; 278, \$3.25; 289, \$4.00;

444, \$11.00; 602, \$4.30; 603, \$4.90; 604, \$5.30; 604C,

\$5.55; 604 1/2, \$6.15; 605, \$6.15; 605C, \$6.45; 605 1/2,

\$6.75; 606, \$7.85; 606C, \$3.25; 607, \$9.90; 607C, \$9.45;

608, \$10.70; 608C, \$11.20.

No. 39—1/4, \$2.90; 1/2, \$3.20; 3/4, \$3.40; 1, \$3.55; 1 1/2,

\$3.70; 1 1/2, \$3.85; 1 3/4, \$3.85; 2, \$3.95.

Stanley Block Plane Irons—100 and 101, 15c; 102 and

103, 20c; 110 and 130, 80c; 120 and 220, 40c; 140, 50c;

9 1/2 and 9 1/2 C, 40c; 15, 16, 17, 18, 19, 40c; 60 and 65, 40c.

3 1/2-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, \$2.00.

inch, 15c; 3 1/2-inch, 20c. No. 361, 40c. No. 362, 65c. No.

371, \$1.00.

PLATES, GAS, HOT—No. 501, \$3.50 each; 503, \$5.75; 503,

\$8.50; 702, \$7.75; 703, \$11.50; 723, \$8.50; 723, \$12.50;

1001, \$2.50; 1002, \$4.25.

PLIERS—Klein's No. 201—6-inch, \$2.25 each; 7-inch, \$3.50;

8-inch, \$4.00; 9-inch, \$4.75. Bernard's No. 102—4 1/2-inch,

\$1.50; 5 1/2-inch, \$1.85; 6 1/2-inch, \$2.25; 8-inch, \$3.25.

PLUGS—Spark—\$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch,

\$2.00; 9-inch, \$2.25; 12-inch, \$2.75; 18-inch, \$3.50; 24-

inch, \$4.00. No. 37, 12-inch, \$3.75; 18-inch, \$4.50; 24-inch,

\$5.25. No. 37G, 12-inch, \$3.75; 18-inch, \$4.50. No. 34G,

4-inch, \$1.65; 6-inch, \$2.00; 8-inch, \$2.75; 10-inch, \$3.25.

Wood, Stanley or Disston—No. 00, \$1.50; 0, \$1.65; 2,

\$2.25; 3, \$2.75; 8, \$3.50. No. 13, 26-inch, \$3.25; 28-inch,

\$3.35; 30-inch, \$3.85. No. 15, 26-inch, \$3.85; 28-inch,

\$4.00; 30-inch, \$4.00. 30, \$3.85; 35, \$3.00; 45 1/4, \$4.75.

No. 93, 26-inch, \$4.65; 28-inch, \$4.85; 30-inch, \$5.00. 95,

\$7.75; 96, \$9.25; 102, 75c; 104, \$1.00.

Pocket, Stanley—No. 31, 2 1/2-inch, 55c each; 3-inch, 65c;

3 1/2-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, \$2.25.

Extra Level Glasses—No. 1, 1 1/4 to 2-inch, 15c each; 2 1/2-

inch, 15c; 3 1/2-inch, 20c. No. 361, 40c. No. 362, 65c. No.

371, \$1.00.

POKERS, STOVE—No. 100, Straight, 20-inch, 20c; 105, Bent,

20-inch, 20c.

POLISH (AUTO)—Duroloc, 1 pt., 60c; 1 qt., \$1.00.

POLISH (FURNITURE)—Duroloc, 1 pt., 60c; 1 qt., \$1.00.

Calol, 1/2 pt., 80c each; 1 pint, 45c; 1 quart, 65c; 1/2 gallon,

\$1.15; 1 gallon, \$2.00; 5 gallons, \$7.50.

Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart,

\$1.00.

O-Cedar—4 ounce, 25c each; 12 ounce, 50c; quart, \$1.00;

1/2 gallon, \$2.00; gallon, \$3.00.

Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c;

2 pounds, \$1.70; 5 pounds, \$3.00.

METAL—NonOle, 1/2 pint, 50c each; 1 pint, 75c; 1 quart,

\$1.25.

SMOE—Shuwhite, 15c each; Midnight Oil, 25c; Royal, 15c;

Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 O S Shoe Satin, 15c;

1 O Satinola, 10c; 2 O Satinola, 15c; 5 P S Shoe Satin, 10c;

10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P Satinola,

15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk,

25c; 2, Black Eagle, 25c; 10 E. Enameline, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c;

20, Black Silk, \$1.75; 01, Black Eagle, 45c; 95 Black Eagle,

\$2.00; 4 E, Enameline, 15c; 6 E, Enameline, 15c; 75 Black

Jack, 25c; 1, Rising Sun, 10c.

PULLERS—Nail—Rex, \$1.50 each; Rex, Jr., \$1.25; Red Devil,

\$2.50; Morrill's, \$3.75; Little Giant, \$2.25.

PULLEYS—Brass Screw, No. 850, 1/4-inch, 15c each; 1/2, 20c;

3/4, 25c; 1, 30c; 1 1/4, 35c; 1 1/2, 40c. No. 370, 1/4-inch, 85c

each; 1, 40c.

PULLEYS—Brass Screw, No. 85, 1/4-inch, 15c each; 1/2, 20c;

3/4, 25c; 1, 30c; 1 1/4, 35c; 1 1/2, 40c. No. 37, 1/4-inch, 35c

Clothes Line—No. 80, 3 1/4-inch, 45c; No. 60, 6-inch, 70c;

No. 64, 20c; No. 65, 2 1/4-inch, 30c; No. 67, 25c; No. 160,

2-inch, 25c; No. 6500, 5 1/4-inch, 55c; No. 6500G, 5 1/4-inch,

65c.

Hay Fork—No. 566, for rope, 75c; No. 1651, for wire

rope, \$1.75.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5,

\$1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, \$3.85; 2, \$4.25; 3, \$5.00; 4, \$6.00.

PUTTY—Per lb., 15c.

RAKES, GARDEN—Malleable, 12 tooth, 70c each; 14-tooth,

80c. Steel Straight, 12-tooth, \$1.10; 14-tooth, \$1.25. Steel

Row, 11 and 12-tooth, \$1.35; 13 and 14-tooth, \$1.45; 15

and 16-tooth, \$1.60. Lawn, 85c.

RASPS—Plain Horse Raps—14-in., each \$1.00; 16-in., \$1.25;

18-in., \$1.60.

Flanged Horse Raps—14-in., each \$1.25; 16-in., \$1.50;

18-in., \$2.00.

Half Round Cabinet—10-in., each \$1.25; 12-in., \$1.50;

14-in., \$2.00; 16-in., \$2.50; 18-in., \$3.00.

Half Round Wood—10-in., each \$1.00; 12-in., \$1.25;

14-in., \$1.65; 16-in., \$2.25; 18-in., \$2.90.

Flat Wood—10-in., each 95c; 12-in., \$1.25; 14-in., \$1.50;

16-in., \$2.00; 18-in., \$2.60.

RAZORS (SAFETY)—Eveready—

No. 700, each 1.00 No. 706 B, 6 Blades, Pkg.. .40

2, each 8.00 No. 706 B, 12 Blades, Pkg.. .65

800, each 1.00 Gem 803 B, 7 Blades, Pkg.. .50

900, each 1.00 Enders 900 B, 5 Blades, Pkg.. .35

1, each 1.00 Durham Domino 3 Blades, Pkg.35

2, each 2.00 5 Blades, Pkg.50

RETAIL SELLING PRICES—Continued.

RAZORS, SAFETY—Continued—

Gillette		New Type —	
Old Type—		New Standard, Bostonian,	
Brownie	1.00	Richwood, Big Fellow—	
Pioneer	2.50	Each	
Pocket	3.00	Gold Plated	
Blades		Traveler	
6 Blades, 1/4 pkg. ....	.50	AutoStop	
12 Blades, Pkg.	1.00	254S, set	
1, 7, 8, set		600 B, Blades, pkg.	
15, set		600 1/2 B Blades, pkg.	
25, set			
351, set			

REELS—Hose—No. 1 Wire, \$1.65 each; No. 1, Wood, \$3.25.

REVOLVERS—

Colts, Model	Each	1899 SF	89.00
Pocket Positive	23.00	1904 TD, Single shot.	8.50
Police Positive Spec.	25.00	1914 TD, Hammerless.	21.00
Police Positive Tgt.	27.00	Stevens—	
Army Special	26.00	Little Scout	4.50
New Service	31.00	Crack Shot	6.85
Single Action	29.00	Marksmen	8.65
Harrington & Richardson		Favorite	9.85
308, 228	11.50	70 TD, 22	15.00
308 B, 228 B	12.00	Winchester—	
304, 224	12.00	86 TD, 38, Rd. Brl.	61.50
304 B, 224 B	12.50	90 TD, 22, Oct. Brl.	24.75
268, 278	12.50	Cal. 25-20, 32, 38, 44—	
268 B, 278 B	12.75	92 SF, Rd. Bbl.	31.75
264, 274	12.75	92 SF, Oct. Bbl.	33.75
264 B, 274 B	13.00	92 SF Carbine, Rd.	28.75
Iver Johnson—		92 TD, Rd. Bbl.	44.25
800, 303, 323	11.75	92 TD, Oct. Bbl.	46.25
800 B, 303 B	11.75	Cal. 32-40, 38-55—	
304	12.00	94 SF, Rd. Bbl.	35.50

RIFLES—No. and Model—

Daisy Air—		Each	
25	5.25	32 Win. Special—	
40	5.25	94 SF, Rd. Bbl.	
8	3.15	94 SF, Oct. Bbl.	
80	2.75	94 SF, Carbine, Rd.	
11	2.25	94 TD, Rd. Bbl.	
12	1.75	94 TD, Oct. Bbl.	
King Air—		30 Army, 308 British, 30	
4	2.50	Govt. '06, 85, 405—	
5	2.75	95 SF, Rd. Bbl.	
21	1.50	95 SF, Carbine, Rd.	
22	1.75	95 SF, Musket, Rd.	
304 B	17.25	95 TD, Rd. Bbl.	
328 B	17.00	92 SS, 22, Rd. Bbl.	
324	17.00	93 22, Rd. Bbl.	
324 B	17.25	94 SS, 22, Rd. Bbl.	
348, 358	17.75	95 35, Rd. Bbl.	
348 B, 358 B	18.00	96 22, Rd. Bbl.	
344, 354	18.00	96 Expert, 22, Rd.	
344 B, 354 B	18.50	97 351, Rd. Bbl.	
364 B	19.25	10, 401, Rd. Bbl.	
365 B	19.50	52, Bolt Act., 22, Rd.	
Smith & Wesson—		87, SS, Makt., 22, Rd.	
1905 Military Police.	31.00	97 SF	
Regulation Police.	29.00	97 TD	
1903 Hand Ejector.	27.50	11 TD	
88 S. & W. Perfected.	27.50	12 Hammerless, TD	
1908 Military	35.00	12 Tournament	
1911 Target	31.50	12 Trap	
New Departure 88	27.50	12 Pigeon	
Marlin—		12 Hammerless TD,	
20 TD—Octagon Brl.	18.50	Tourn. with	
27 TD—Round Brl.	21.80	Ventilated Rib	
TD—Octagon Barrel.	24.55	Trap	
29 TD—Round Brl.	15.60	Pigeon Eng.	
1897 TD—Round Brl.	22.75	Add \$10.75 to Tourna-	
TD—Octagon Barrel.	24.80	ment grade shotgun for	
Remington—		extension action slide handle,	
4 TD—Octagon Brl.	15.54	model 12, and \$17.25 to	
6 TD—Round Brl.	10.46	Trap or Pigeon grade for	
8 A TD—Round Brl.	78.27	extension action slide han-	
12 TD—Round Brl.	28.48	dle, model 12.	
TD—Octagon Brl.	31.95	Prices are those suggested	
14 A TD—Standard.	58.86	by the manufacturer and in-	
TD—Carbine	57.35	clude Government Excise	
16 A TD—Standard.	44.61	Tax paid by the manufac-	
Savage—		turer.	
1899 250-8000	51.00		
1899 TD, Feath'wt.	46.00		

RIVETS—Slotted Clinch, Coppered Steel—No. 50's, 15c box; 100's, 10c box.

Copper—With Burrs—		Size.		1/4 Lbs.	
Size.		1/2 Lbs.		Lbs.	
7—St'r Lgths.	.30	.50	7—Asst. ....	.30	.50
8 .....	.30	.50	8 .....	.30	.50
9 .....	.30	.50	9 .....	.30	.50
10 .....	.30	.50	10 .....	.30	.50
12 .....	.30	.50	12 .....	.30	.50
Copper Iron, with Burrs—		Asst., 15c, 1/4-lb. box; 010, 20c.			

RIVETS—Tinner's—

Tinned (in bulk), 25c.	
Tinned (in papers) 8-oz., 25c; 12-oz., 30c; 14-oz., 35c;	
1-lb., 40c; 1 1/2-lb., 45c; 2-lb., 60c; 2 1/2-lb., 70c; 3 1/2-lb.,	
\$1.00; 4-lb., \$1.10; 5-lb., \$1.20; 6-lb., \$1.40; 7-lb.,	

\$1.65; 8-lb., \$1.90; 10-lb., \$2.65; 12-lb., 3.25; 14-lb., \$3.75.

Tubular Harness—50S, per box, 20c; 100S, 85c.

ROOFING—(See Paper).

ROPE—Cotton—8-16		1/4	3/8	1/2	5/8	3/4	7/8	1
Ft. per lb.		66	45	20	12	8	6	4 1/2
Cents per ft.		1	1 1/4	3	5	8	10	17
Manilla—		8-16	1/4	3/8	1/2	5/8	3/4	7/8
Ft. per lb.		70	40	24	14	8	6.8	4.9
Cents per ft.		1	1 1/4	2	3	4	5	7
Sisal—								
Ft. per lb.		70	40	24	14	8	6.8	4.9
Cents per ft.		1	1 1/4	2	3	4	5	6 1/2
Galv. Wire—								
Cents per ft.		1 1/4	2 1/4	4 1/4	7 1/4	15	20	25
Thimbles		5	7 1/2	10	15	20	25	30
Clips, Galv.		7 1/2	10	15	20	25	30	35
Clips, Jap'd		6	7 1/2	10	15	20	25	30

ROPE—(Portland Cordage Co. list)—Basis Prices—Per lb. 1/4-in. diameter or larger—Manila, Cloverleaf, 18c; Manila, Seaport, 16 1/2c; Life Line Lariat, 8 or 4 strand, 88c; Bronco Lariat, Red Thread, 3 or 4 strand, 80c; Black Hawk Lariat, 4 strand, 7-16-in., 20c; White Sisal Lariat, Red Thread, 3 or 4 strand, 20c; White Sisal, 16c; Sisal, 15c.

Differentials—8-16-in. dia. (6 thread fine), 2 1/2c; 1/4-in. 5-16-in. (6 and 9 thread), 2c; 3/8-in. (12 thread), 1 1/4c; 7-16, 1/2, 9-16-in. (1 1/4, 1 1/2, 1 3/4 cir.), 1c; 1/2-in. (2-in. cir.), 1 1/4c.

RULES—Boxwood—Lufkin, Stanley—No. 171 (86), 60c each; 372 (36 1/2), 85c; 386 (32), 90c; 388 (32 1/2), \$1.35; 465 (69), 20c; 651 (68), 25c; 702 (16), 45c; 751 (61), 85c; 761 (68), 45c; 762 B (7), \$1.25; 771 (84), 75c; 780 (62 1/2), 95c; 781 (62), 95c; 861A (58 1/2), 95c; 8620 (88 1/2), \$1.50; 871 (52), 85c; 881 (54), \$1.00; 8851 (66 1/2), 70; 8861 (66 1/2), 80c; 8881 66 1/2, \$1.77; 4688 (94), \$3.00.

Rules, Steel—No. 17, Blacksmiths', 90c each; 041, Pocket, 25c; 1181, 1141, Zig-sag, 65c; 1182, 1142, Zig-sag, \$1.25; 1143, Zig-sag, \$1.85.

Rules, ZIG-ZAG—Lufkin, Stanley—No. 204, 75c each; 206, 95c; 804F, 85c; 806F, 55c; 8518 (08), 80c; 8514 (04), 85c; 8515 (05), 45c; 8516 (06), 60c; 8518 (08), 75c; 8523 (408F), 25c; 8524 (404F), 40c; 8525 (405F), 45c; 8526 (406F), 55c; 8518 (108), 30c; 8514 (104), 40c; 8515 (105), 50c; 8516 (106), 60c; 8524 (854F), 40c; 8526 (856F), 60c.

SAWS—One Man—Cross-cut—

Disston		Chinook		Royal	
3 1/2 ft.		5 ft.		8 1/2 ft.	
4 ft.		5 1/2 ft.		8 1/2 ft.	
4 1/2 ft.		6 ft.		9 1/2 ft.	
5 ft.		6 1/2 ft.		10 1/2 ft.	
5 1/2 ft.		7 ft.		11 1/2 ft.	
		7 1/2 ft.		12 1/2 ft.	

Atkins Crosscut Nos. 51, 52, 545, and Simonds Falling, same price as Royal Chinook.

SAWS—Hand—

4, 5, Simonds		No. 10 Simonds or 7 Disston	
12 Disston or 69 Atkins		18 inch	
18 inch		20 inch	
20 inch		22 inch	
22 inch		24 inch	
24 inch		26 inch	
26 inch		28 inch	
28 inch		No. 120 Disston or 4 Simonds	
No. 7, 7 1/2, 8, 9 Simonds, D8		26 inch	
Disston or 51 Atkins		28 inch	
18 inch		No. 112 Disston	
20 inch		26 inch	
22 inch		28 inch	
24 inch		No. D 100 or No. D 20	
26 inch		Disston	
28 inch		26 inch	
		28 inch	

SAWS—Back, No. 4

Panel—No. 7

BUCK—No. 40, \$2.50; No. 302, \$1.50; No. 617, \$1.65; No. 618, \$1.65; No. 623, \$1.75; No. 677, \$2.25.

Blades—No. 4, 4B, 66, 75c; No. 77, \$1.25. Rods, 20c. Coping—No. 100, 80c; No. 110, 45c. Keyhole—No. 5, 45c; No. 95, 75c. Pruning—Disston No. 4, 16-in., \$1.75; 18-in., \$1.85; No. 50, 12-in., \$1.15; 14-in., \$1.25; No. 111, \$2.35.

SAW CLAMPS—No. 3, \$2.50; 0, \$1.85. Perfection, No. 1W, \$2.50; No. 3W, \$3.25; No. 2W, \$3.50; No. 11, with Guide, \$8.25; Bishop's No. 750, 85c; Stearns' No. 105, \$2.75; No. 200, \$1.75; N38, \$2.25; No. 8, Disston, \$4.50.

RETAIL SELLING PRICES—Continued.

SAW SETS—

201 G & P.....	1.50
Spec. Morrill.....	2.00
105 Morrill.....	.60
1 Morrill.....	2.00
10.....	1.20
77.....	1.00

X CUT—

Morrill No. 8.....	1.80
Baker No. 8.....	2.85
Colonial.....	1.40
7 Taintor.....	2.00
28 Triumph.....	1.65
Hammer.....	.85
Lever.....	.25

SAW TOOLS—

Clippers Outfit.....	.75
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Morrill's Raker Gauge—

No. 1.....	1.50
No. 6.....	2.25
No. 9.....	2.50

Atkins Raker Swage...

5-M Tooth Gauge.....	.25
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Jointers Pikes Perf.....

Jointers No. 7 Sterns.....	.70
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Morin No. 2.....

Morin No. 2 1/2.....	6.00
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Morin No. 8.....

Setting Tool Disston—	
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No. 100.....

No. 4 Setting Blocks—

No. 4 Blocks, Morin.....	1.85
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Swages No. 0 Disst.....

Swages, Whittings.....	1.00
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Atkins, Rex.....

Atkins, Excelsior.....	.85
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SCALES—Family, testing without scoop, \$3.00; with scoop, \$3.75; Peddlers' glass sash, \$5.25; glass sash with chains, \$5.75; brass dial, \$6.75; brass dial with chains, \$7.00. Spring Balance, No. 50, 20c each; 51, 40c; 84, \$1.25; 86, \$3.75; 87, \$7.00.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7 1/2 inch, 60c; 8 1/2 inch, 65c; 240, 4 inch, 25c; 4 1/2 inch, 30c; 255, 4 inch, 30c; 4 1/2 inch, 35c; 5 inch, 35c; 5 1/2 inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.

Wiss—No. 4BH, \$1.25 each; 54 1/2, 85c; 155, 90c; 55 1/2, 95c; 56, \$1.00; 56 1/2, \$1.05; 57, \$1.10; 154 1/2, \$1.00; 155, \$1.05; 155 1/2, \$1.10; 156, \$1.15; 156 1/2, \$1.25; 157, \$1.30; 364, \$1.10; 364 1/2, \$1.15; 365, \$1.20; 366, \$1.25; 463, 95c; 463 1/2, \$1.00; 464, \$1.10; 573, \$1.15; 573 1/2, \$1.25; 574 1/2, \$1.40; 663, \$1.15; 663 1/2, \$1.25; 664, \$1.40; 763, 95c; 763 1/2, \$1.00; 764, \$1.05; 764 1/2, \$1.10; 765, \$1.15; 765 1/2, \$1.20; 766, \$1.25; 773, \$1.05; 773 1/2, \$1.10; 774, \$1.15; 814, \$1.15; 814 1/2, \$1.20; 815, \$1.25; 815 1/2, \$1.30; 816, \$1.35.

SCOOPS—Common Hollow Back—Black—No. 2, \$2.00 each; 3, \$2.00; 4, \$2.10; 5, \$2.15; 6, \$2.25; 7, \$2.35; 8, \$2.50; 9, \$2.50; 10, \$2.75.

SCREEN DOORS—(See Doors).

SCREENS, WINDOW—Adjustable Continental Wood Frame—No. 1533, 55c each; 1833, 60c; 2433, 75c; 2437, 85c; 2837, 95c; 3033, 95c; 3037, \$1.05.

Sherwood Steel Frame—No. 1833, 75c each; 2433, 90c; 2437, 95c; 3037, \$1.20.

SCREWS—

Machine—Brass, Flat or Round Head—

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size	1/2-in.	3/4-in.	1-in.	1 1/4-in.	1 1/2-in.	2-in.
2.....	.20	.20	.25	.25	.25	.25
3.....	.20	.20	.25	.25	.25	.25
4.....	.20	.20	.25	.30	.35	.35
6.....	.25	.30	.30	.35	.40	.40
8.....	.40	.40	.45	.50	.60	.60
10.....	.50	.55	.65	.75	.90	.90
12.....	.65	.75	.85	.90	1.15	1.15
1/4.....	1.30	1.00	1.60	1.70	2.00	2.00
5-16.....	2.25	2.25	2.50	2.70	3.15	3.15
3/8.....	2.60	2.95	3.00	3.85	3.85	3.85

Size	1 1/4-in.	1 1/2-in.	1 3/4-in.	2-in.
4.....	.40	.50	.50	.50
6.....	.55	.75	.85	1.05
8.....	.75	.85	1.05	1.25
10.....	1.05	1.20	1.35	1.55
12.....	1.30	1.45	1.70	1.90
1/4.....	2.20	2.50	2.80	3.15
5-16.....	3.60	4.00	4.50	5.00
3/8.....	4.50	5.40	5.80	6.15

Iron—Flat or Round Head—

Size	1/2-in.	3/4-in.	1-in.	1 1/4-in.	1 1/2-in.	2-in.
2.....	.15	.15	.15	.20	.20	.20
3.....	.15	.15	.15	.20	.20	.20
4.....	.15	.15	.15	.20	.20	.20
6.....	.15	.15	.20	.20	.25	.25
8.....	.20	.20	.20	.25	.30	.30
10.....	.30	.30	.30	.35	.40	.40
12.....	.30	.35	.35	.40	.40	.40
1/4.....	.45	.50	.50	.55	.60	.60
5-16.....	.80	.85	.90	1.00	1.00	1.00
3/8.....	1.00	1.00	1.05	1.15	1.15	1.15

Size	1 1/4-in.	1 1/2-in.	1 3/4-in.	2-in.
4.....	.25	.30	.30	.30
6.....	.30	.35	.40	.50
8.....	.30	.35	.45	.50
10.....	.45	.55	.60	.70
12.....	.50	.60	.65	.75
1/4.....	.75	.85	1.00	1.20
5-16.....	1.15	1.30	1.45	1.60
3/8.....	1.30	1.45	1.70	1.85

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

CAP—U. S. S. Thread—Iron—

Length (inches)	1/2"	5-16"	3/8"	7-16"	1/2"
1.....	.20	.20	.25	.30	.40
2.....	.20	.20	.25	.35	.40

1 1/4.....	.20	.25	.25	.40	.45
1 1/2.....	.25	.25	.30	.40	.50
1 3/4.....	.25	.25	.30	.45	.55
2.....	.25	.30	.35	.45	.55
2 1/4.....	.30	.35	.35	.50	.60
2 1/2.....	.35	.40	.40	.50	.65
3.....	.40	.45	.50	.55	.70
3 1/2.....	.....	.....	.....	.60	.75
4.....	.....	.....	.....	.65	.85

Length (inches)	1/2"	5-16"	3/8"	7-16"	1/2"
1.....	\$0.60	\$0.75	\$1.15	.....	.....
1 1/4.....	.60	.75	1.15	.....	.....
1 1/2.....	.65	.80	1.15	.....	.....
1 3/4.....	.70	.85	1.25	\$1.35	.....
2.....	.75	.95	1.30	1.55	.....
2 1/4.....	.80	1.05	1.40	1.65	.....
2 1/2.....	.85	1.10	1.45	1.80	.....
3.....	.95	1.25	1.65	2.10	.....
3 1/2.....	1.10	1.45	1.85	2.35	.....
4.....	1.25	1.70	2.05	2.65	.....

CAP—S. A. E. Thread—Steel—

Length (inches)	1/2"	5-16"	3/8"	7-16"	1/2"
1.....	\$0.20	\$0.25	\$0.30	.....	.....
1 1/4.....	.25	.25	.30	\$0.45	\$0.50
1 1/2.....	.25	.30	.35	.45	.50
1 3/4.....	.25	.30	.35	.50	.55
2.....	.30	.35	.40	.60	.65
2 1/4.....	.35	.40	.45	.65	.70
2 1/2.....	.40	.45	.50	.70	.75
2 3/4.....	.45	.50	.55	.75	.80
3.....	.50	.55	.60	.85	.90
3 1/2.....	.60	.65	.65	.90	.95
4.....	.65	.70	.75	.95	1.10

Length (inches)	1/2"	5-16"	3/8"	7-16"	1/2"
1.....	.....	.....	.....	.....	.....
1 1/4.....	.80	.85	1.05	1.15	1.15
1 1/2.....	.85	.90	1.10	1.20	1.20
1 3/4.....	.90	1.00	1.15	1.30	1.30
2.....	1.00	1.10	1.20	1.35	1.35
2 1/4.....	1.10	1.20	1.30	1.50	1.50
2 1/2.....	1.15	1.20	1.35	1.60	1.60
2 3/4.....	1.20	1.35	1.60	1.85	1.85
3.....	1.25	1.35	1.60	2.10	2.10
3 1/2.....	1.35	1.55	1.80	2.15	2.15
4.....	1.55	1.80	2.10	2.15	2.15

SQUARE HEAD—V. or U. S. S. Thread—

Prices shown are for Dozen Lots. For the price of One Only, use one-tenth of the dozen price shown.

Length (inches)	1/2"	5-16"	3/8"	7-16"	1/2"
1.....	\$0.15	\$0.15	\$0.20	\$0.20	\$0.20
1 1/4.....	.15	.15	.20	.20	.20
1 1/2.....	.15	.20	.20	.20	.25
1 3/4.....	.15	.20	.20	.20	.25
2.....	.15	.20	.20	.25	.30
2 1/4.....	.15	.20	.25	.35	.40
2 1/2.....	.20	.25	.30	.40	.45
2 3/4.....	.25	.30	.35	.45	.50
3.....	.30	.35	.40	.50	.55
3 1/2.....	.....	.....	.....	.55	.70
4.....	.....	.....	.....	.60	.80

Length (inches)	1/2"	5-16"	3/8"	7-16"	1/2"
1.....	\$0.30	.....	.....	.....	.....
1 1/4.....	.35	.40	\$0.60	.....	.....
1 1/2.....	.40	.45	.70	\$1.00	.....
1 3/4.....	.45	.50	.75	1.05	\$1.35
2.....	.50	.55	.80	1.10	1.50
2 1/4.....	.60	.65	.85	1.20	1.60
2 1/2.....	.65	.70	.90	1.25	1.70
2 3/4.....	.70	.75	.95	1.35	1.85
3.....	.80	.85	1.10	1.55	2.10
3 1/2.....	.85	.90	1.20	1.70	2.35
4.....	1.00	1.35	2.00	2.65	.....

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

WOOD—Steel, Flat or Round Head—

Size	1/2-in.	3/4-in.	1-in.	1 1/4-in.	1 1/2-in.	2-in.
0 to 2.....	.25	.25	.25	.25	.30	.30
3.....	.25	.25	.25	.30	.30	.30
4.....	.25	.25	.30	.30	.30	.30
5.....	.30	.30	.30	.35	.35	.35
6.....	.30	.30	.30	.35	.35	.35
7.....	.30	.35	.35	.35	.40	.40
8.....	.35	.35	.35	.35	.40	.40
9.....	.40	.40	.40	.40	.45	.45
10.....	.40	.40	.40	.40	.45	.45
11.....	.45	.45	.45	.45	.50	.50
12.....	.45	.45	.45	.45	.50	.50
13.....	.45	.45	.45	.45	.55	.55
14.....	.45	.45	.45	.45	.55	.55
15.....	.45	.45	.45	.45	.60	.60
16.....	.45	.45	.45	.45	.60	.60
17.....	.45	.45	.45	.45	.65	.65
18.....	.45	.45	.45	.45	.65	.65
19.....	.45	.45	.45	.45	.65	.65
20.....	.45	.45	.45	.45	.65	.65

Size 1 1/4-in. 1 1/2-in. 1 3/4-in. 2-in. 2 1/4-in. 2 1/2-in. 3-in.

RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

5.....	.35	.40	.45	.50	.55	.70	...
6.....	.40	.40	.50	.55	.60	.70	1.05
7.....	.40	.45	.50	.55	.60	.75	1.05
8.....	.40	.45	.55	.60	.65	.80	1.10
9.....	.45	.50	.55	.60	.65	.80	1.15
10.....	.50	.50	.60	.65	.70	.85	1.15
11.....	.50	.55	.60	.65	.75	.90	1.15
12.....	.55	.60	.65	.70	.80	.95	1.15
13.....	.60	.65	.70	.80	.85	.95	1.20
14.....	.65	.70	.80	.85	.95	1.00	1.25
15.....	.75	.80	.95	.95	1.10	1.15	1.35
16.....	.90	1.00	1.05	1.10	1.25	1.80	1.50
17.....	.90	1.15	1.25	1.20	1.35	1.50	1.70
18.....	1.15	1.35	1.40	1.50	1.60	1.65	1.95
20.....	1.40	1.50	1.60	1.70	1.85	2.05	2.25

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head Bright.

SAFETY SET—(Bristle)—

1/4-inch, 10c each; 5-16, 10c; 3/8, 10c; 7-16, 10c; 1/2, 12 1/2c; 5/8, 15c; 3/4, 20c; 1 1/4, 25c; 1-inch, 35c.

SCREWS—Lag—Gimlet Point, Square Head—80% below.

	1/4, 5-16-in.	3/8-in.	1/2-in.	3/4-in.	1-in.	1 1/4-in.	1 1/2-in.
1	10	100	10	100	10	100	10
1 1/4	20	1.50	...	...	...	...	...
1 1/2	20	1.50	...	...	...	...	...
1 3/4	20	1.65	.25	1.95	...	...	...
2	20	1.65	.25	2.00	.35	2.75	...
2 1/4	20	1.75	.25	2.20	.85	3.00	.50
3	25	1.90	.30	2.35	.40	3.25	.55
3 1/4	25	2.05	.30	2.55	.40	3.50	.60
4	25	2.20	.35	2.70	.45	3.75	.65
4 1/4	30	2.35	.35	2.85	.50	4.00	.70
5	30	2.45	.35	3.05	.50	4.25	.70
5 1/4	30	2.60	.35	3.25	.50	4.45	.75
6	35	2.75	.40	3.40	.55	4.75	.80
6 1/4	45	3.60	.60	4.95	.85	7.10	1.15
7	45	3.75	.60	5.20	.85	7.45	1.20
7 1/4	50	4.00	.65	5.45	.90	7.80	1.25
8	50	4.10	.65	5.70	.95	8.10	1.30
9	70	6.15	1.00	8.80	1.40	12.35	...
10	80	6.70	1.10	9.45	1.50	13.30	...
12	90	7.80	1.25	10.80	1.75	15.20	...

SCREW DRIVERS—Machinists', No. 51, 50c each; 51 1/2, 85c; 52, 85c; 52 1/2, \$1.35; 53, \$1.15; 53 1/2, \$1.65; 54, \$2.65; range, 15c; 10c full sheet.

Yankee Ratchet—No. 11, 2-inch, 65c each; 3, 80c; 4, 85c; 5, 95c; 6, \$1.00; 8, \$1.15; 10, \$1.50; 12, 95c. No. 15, 2-inch, 70c; 3, 75c; 4, 80c; 5, 85c. No. 30, \$3.00; 31, \$4.00; 35, \$2.25; 60, \$1.00; 180, \$3.50.

SCREW DRIVERS—G. & P. — 1 1/4, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

No.	Each.	No.	Each.
400	2.50	200	2.50
450	2.35	250	2.35
300	2.50	100	2.50
350	2.35	150	2.35

SHEARS—Bench—P. S. & W.—No. 4, \$15.00; No. 5, \$13.00; No. 6, \$11.00.

SHEETS, IRON—Galvanized—10 to 16, 11 1/2c; 18 to 24, 12c; 26 to 27, 12 1/2c; 28, 13c; 30, 14c. Bla k, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., \$8.35; Galv., 26, \$12.00; 28, \$10.50. Rockface Siding, \$11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 11c; 9c full sheet. Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 12c; 10c full sheet.

SHIELDS—Lag Screw — Expansion— SEBOO —Per hundred list.

3-16 inch	13.00	1/2	38.00
1/2	15.00	3/4	45.00
5-16	18.00	1	65.00
3/4	25.00	1 1/4	95.00
7-16	32.00	1 1/2	110.08

SHINGLES—Tin, 5x7, \$3.00; 7x10, \$6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 8 to 9, 20c. SHOTGUNS—Note: E signifies Automatic Ejector; NE, signifies Non-Ejector; SF signifies Solid Frame; TD signifies Take-Down.

American Double Barrel—Hammer, \$20.00; Hammerless, \$24.00.

Fox Double Barrel—Grade A—NE, \$62.00; E, \$74.50. Grade C—E, \$115.00. Sterlingworth—NE, \$48.00; E, \$60.50. Trap—E, \$160.00.

Ithaca Double Barrel—Grade 1—NE, \$47.50; E, \$62.50. Field—NE, \$37.50; E, \$52.50.

Iver Johnson, Single Barrel—Champion—NE, \$13.00; E, \$13.50. E. Rib, \$16.00.

L. C. Smith, Double Barrel—Field—NE, \$46.25; E, \$58.50. Fulton—NE, \$35.00. Ideal—NE, \$55.50; E, \$69.25.

Stevens, Single Barrel—105, \$18.00; 107, \$13.50; 181, \$22.50.

Stevens, Double Barrel—215, \$20.00; 235,; 315, \$23.00; 335, \$32.40; 345, \$36.00; 520, \$43.50.

Remington, Repeating—10A, \$60.92; 10AR, \$72.35; 10C, \$83.25; 10CR, \$94.58; 11A, \$75.50; 11AR, \$86.83; 11C, \$92.03; 11CR, \$103.36; 17A, \$60.90.

Winchester—

97 SF, 12 Ga., Stand. 42.75 11 TD, 12, Trap....114.50
97 TD, 12 Ga., Std., 46.00 11 TD, 12, Pigeon...249.50
97 TD, 12, Tourn... 75.50 12 TD, 12, 16, 20 St. 54.25
97 TD, 12, Trap... 95.25 12 TD, 12, 16, 20 Tn. 82.25
97 TD, 12, Pigeon...185.50 12 TD, 12, 16, 20 Tp.101.00
11 TD, 12, Stand... 61.50 12 TD, 12, 16, 20, Fg.197.00

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, \$1.75 each; Carter's, \$2.00; Ames, \$2.25.

Plain Black Polished — 4th Grade, \$1.85 each; Carter's, \$2.25; Ames, \$2.50.

Riveted Strap Back Black—Ames, \$2.25 each.

Riveted Strap Black Polished — 4th Grade, \$1.75 each; Ames, \$2.25.

Solid Socket—Maynard—Black, \$2.50 each; Polished, \$2.65.

Fire, Sheet Steel—Jumbo, 35c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.

Special—Northwest—Pacific, \$2.00 each; Occident, \$2.35; Maynard Patr., \$2.60; Genuine Mayn, \$2.75; Chester, \$2.00.

SLEDS—Hand and Coaster— Racer 6.75
Flexible Flyer—

No.	4.25	Fire Fly—	No.	2.75
No. 1	5.00	No. 9	3.25	
No. 2	6.50	No. 10	4.00	
No. 3	7.00	No. 11	4.50	
No. 4	9.50	No. 12	4.50	
No. 5	5.50	Racer	4.75	

SMOOTH-ON—75c lb.

SOLDER—1/2 and 3/4, 40c lb.; No. 1, 90-100, 85c; Wiping.

SPARKERS—Red Seal—No. A141, \$8.00; A152, \$3.65; A162, \$4.35.

SPORTING AND ATHLETIC GOODS

(Prices supplied by courtesy Wright & Ditson Victor Co.)

BASEBALL GOODS—

Major League Baseballs, \$2.00; Junior League Baseballs, \$1.50; Special League Baseballs, \$1.75; Lowest Quality, 15c.

Major League Catchers' Mitts, highest quality, \$16.50; lowest quality, \$1.00.

Major League Basemen's Mitts, highest quality, \$10.00; lowest quality, \$1.00.

Major League Fielders' Gloves, highest quality, \$10.00; lowest quality, 75c.

Player's Model Bats, \$2.50; lowest quality, 75c. Chest Protectors, \$10.00.

Jack Straps, 50c.

TENNIS GOODS—

Tennis Racket, highest quality, \$15.00; lowest quality, \$3.00.

Championship Tennis Balls, 60c; Practice Tennis Balls, 25c.

Tennis Net, highest quality, \$25.00; lowest quality, \$4.00. Tennis Reels, \$1.50.

Racket Cases, Canvas, \$1.50; Felt, \$1.00. Racket Press, \$1.25.

Racket Restringing, English Gut, \$5.00; American Gut, \$4.00; Japanese Gut, \$2.25.

GOLF GOODS—

Golf Balls, highest quality, High Power, \$1.00; Medium Power, 75c; lowest quality, 65c.

Golf Clubs, Standard Woods, \$6.00; Standard Irons, \$5.00.

TRACK AND FOOTBALL—

Javelina, Official, \$9.00. Discus, Official, \$14.00.

Vaulting Poles, 16-foot, \$15.00; 14-foot, 15.00; 12-foot, \$12.00.

American Football, Official, \$10.00; lowest quality, \$3.00.

Soccer Football, Official, \$12.00; lowest quality, \$3.50.

Athletic Jerseys, \$4.00.

Running Suits, 50c.

Running Pants, 75c.

GYMNASIUM AND PLAYGROUND—

Basket Balls, Official Indoor, \$15.00; lowest quality, \$4.50. Official Outdoor, \$18.50.

Play Ground Balls, 12-inch Outseam, \$2.00; 14-inch Outseam, \$2.25; 12-inch Regular Seam, \$1.75; 14-inch Regular Seam, \$2.00; Children's, 25c.

Play Ground Ball Bats, \$1.00.

Hand Balls, 1 1/4-inch, 40c; 2 1/4-inch, 50c.

Volley Balls, Official, \$7.50; lowest quality, \$4.00.

Boxing Gloves, 10-oz. best, \$17.00; 8-oz. best, \$14.00; 6-oz. best, \$10.00.

Striking Bags, best, \$10.00; lowest quality, \$3.50.

SPRAYERS—Myers' Bucket Pump, 8 lbs., \$8.75 each; 6 lbs., \$5.75. Hand—Faultless, 60c each; Misty, 70c; Knap-sack—Kant Klog, \$7.50; Perfection, \$9.00; Utility, \$7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, \$8.00; Barnes, 276, \$12.30; Little Giant, \$27 1/2, \$7.25; Acme Pressure 345, \$9.00; Defiance No. 324, \$10.00.

VISES—Continued—
 \$8.75; 3, \$21.00. Combination—No. 181, \$19.25; 182, \$26.25; 182 1/2, \$39.00; 183, \$54.50.
Woodworkers'—Prentiss—No. 59, \$18.00 each. Richards-Wilcox—No. 430-1, \$10.50; 430S-1, \$11.25; 2, \$14.00.
WASHBOARDS—Crown Glass, 90c each; Crown Brass, 80c; Pacific Zinc, 75c; Silver Queen, 65c.
WASHERS—Cast Iron—Size 1/2 to 2, 10c lb.; Angle, 10c. Malleable—Standard, 20c lb.; Nail Hole, 20c lb.; Angle, 80c. Out—Sizes 8-16, 29c lb.; 1/4, 25c; 5-16, 22c; 3/4, 20c; 7-16, 19c; 1/2, 18c; 1/2 to 1, 17c.
WASTE—Cotton—No. 6X White, 25c lb.; 1 White, 80c; 2 White, 25c; 01 Colored, 21c; 02 Colored, 20c; 10 Wool, 32c.
WATCHES—Westclox—Pocket Ben, \$2.00 ea.; Glo-Ben, \$3.25. \$7.00 each; No. 1, 3 1/4 cu. ft., \$7.75; No. 2, 4 1/4 cu. ft., \$8.50.
WAX—Floor—Johnson's or Old English, lb., 75c; 2 lb., \$1.50; 4 lb., \$2.60.
WEDGES—Truckee-Alki, lb., 15c; Oregon-Atha, 28c; Cedar Atha, 20c; Cedar-Alki, 20c; Falling, 27c; Saw, 27c.

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Blades hardened in Coke, tempered on copper plate, and ground by hand.

Built and inspected by those skilled in the trade, eliminating danger of a product contrary to the standard set.

HONK FALLS KNIFE CO., Inc.
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 Write for prices and particulars.*

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 "B 32" Bicycles
 "C 32" Motorcycles



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Deep or Shallow, Plain or Elaborate Patterns
Anything You Want in

"Invisible Joint"
TRADE MARK

METAL CEILINGS AND SIDE WALLS
Milwaukee Corrugating Co.
MILWAUKEE



Branch Office and Factory at Kansas City, Missouri
Minneapolis Sales Office, Lumber Exchange

CATALOG XX
Sent on Application

CLEAN CUT NAIL HOLES  SAVE MECHANIC'S FINGERS

Ask Us About Self-Furring
Ceiling Patterns 1200-1201



This WINDOW CARD Is Your SILENT SALESMAN

(Printed in Colors—Length 30 Inches)

Safe Noise for the Boys

Obey the Law Celebrate Without Powder

"BIG-BANG" is a Safe and Sane Substitute for the dangerous "powder-noise-maker." Noisy as a Real Gun but safe as a Pop-Gun.

"Desire" usually means a sale. Every **"BIG-BANG"** cannon sold from your store creates a desire in the heart of every boy that sees it.

Noisy as the Biggest Cracker but as Harmless as a Pop-Gun

"BIG-BANG" has all the Glamor, the Flash and the Boom that appeal so strongly to the heart of the boy with the absolute safety demanded by the most exacting parent.

"Do your Bit." Make noise Safe for the Boys by selling this Safe and Sane "noise-maker"—thus protecting the Child from accident and relieving the Parents from worry.

"BANGSITE" puts the BANG in "BIG-BANG" but cuts the danger out

It Can't Explode. An overcharge means only a smaller report. Even a lighted match will not ignite the Bangsite in the ammunition case. The cannon will neither set fire to tissue paper nor burn the skin.

Cost of Operation—very little. The cannon may be fired 100 times for a few cents. Open the breech—fill the charging measure from the ammunition case—slam the breech shut, touch the igniter, it's off with a "Bang."

WRITE US FOR FURTHER DETAILS

Retail Prices, \$1.25 to \$5.00. Five Models

TOY CANNON WORKS, Bethlehem, Pa., U.S.A.



Announcing

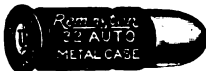
The New Remington Oil Proof Pistol Cartridges

REMINGTON again offers a brand new and exclusive process in connection with ammunition manufacture.

All Remington automatic pistol cartridges are now *sealed at the mouth of the shell and at the primer*—preventing the seepage of oil into the powder chamber of the cartridge. Oil impairs and more often destroys the ignition properties of the powder and primer.

Careful study and research have proven that oil or grease used in lubricating the pistol comes in contact with the powder because the short bearing surface of the metal cased bullet does not completely and thoroughly seal the shell. The new Remington oil and moisture proof process *does seal it*.

Here Is Your Market



The Home Owner: Most all men who own pistols and keep them for protection purposes usually load the arm, put it away in a bureau drawer and forget it—until an emergency arises. And as you know, new pistols, as they come from the manufacturer, are well supplied with grease, and even after the superfluous grease is removed, the cartridges loaded in the arm are still subject to damage. If the owner oils his pistol occasionally, he usually employs twice as much oil as is necessary. With cartridges *not* oil-proofed, there is always the chance they will be rendered inoperative because of oil seepage.

At a critical moment the pistol user wants to **KNOW** that his ammunition will function properly. He does not want to **HOPE** it will. Remington oil-proof cartridges are **SURE FIRE** at any time and under any condition.

Peace Officers: Police, sheriffs, constables, railway police, private guards, and all those authorized to guard life and property need sure fire cartridges. These men find it necessary to change the cartridges in their pistols frequently, because of oil

seepage. When they don't change their ammunition they run grave danger from miss-fires, and when they do change it, the practice is expensive. No need to change with Remington.

Transportation Guards: Express and postal messengers, guards on trains and on vehicles of every description require absolutely dependable ammunition. In Remington pistol cartridges the usual Remington standard of dependability has been made to include the oil and moisture proof process.

Sportsmen: Hunters frequently carry pistols, and especially those who follow the big game trails. These men at times have to depend upon the pocket arm for safety. The Remington oil-proof process is a warranty of dependability. Remington oil and moisture proof pistol cartridges are sold at the same price as the metallics formerly not oil proofed.

Remington firearms, ammunition and cutlery are sold through the jobbing trade.

REMINGTON ARMS COMPANY, Inc.
Cunard Building 25 Broadway New York City

Hardware - PLUMBING AND HEATING - World

MAKE
1922
the
Greatest

MAY 1922

It's Time To Sell Premium Stock Knives

REMINGTON
UMC



Premium Stock Knives—RM25 Assortment

THE coming of spring, and of the calves, pigs, lambs and colts, brings the demand for Premium Stock Knives—timely items in your cutlery stock which should be *pushed now*. The farmer, stockman, sheepman and veterinary are your prime market for Speying, Docking and Marking knives.

In the extensive Remington line of pocket cutlery you have a wide variety in patterns, bladings, handles and finishes in Premium Stock Knives. There's a Remington knife for every purpose.

Display Them To Sell Them

Remington Premium Stock Knives are offered in four *special* assortments, packed in attractive, plush lined, hinged cover **DISPLAY** boxes—labeled, sealed and wrapped in glassene paper.

These assortments include the most popular numbers and are in *addition* to many other patterns, styles and handle materials, which you may select and which are not included in the assortments.

RM25 Assortment, illustrated above, contains one dozen knives, three each in four different handle materials—stag, Py-rem'-ite abalone, Py-rem'-ite pearl ivory, and Py-rem'-ite

teakwood. Each knife has milled brass lining, nickel silver bolsters, master blade crocus polished and etched, other blades blue glazed. Length, closed, 3 7/8 in., weight per dozen, 2 1/2 lbs.

The other three assortments include: RM35, half with punch blades, and handle materials same as RM25; RM45, all with punch blades, and handle materials of stag, Py-rem'-ite Japanese pearl, Py-rem'-ite gold pearl, and Py-rem'-ite abalone; RM65, one-third with punch blades, and handle materials of stag and Py-rem'-ite brown agate.

The Remington "Ball Mark of Quality" appears on the tang of the big blade of every Remington pocket knife.

Remington cutlery, firearms and ammunition are sold through the jobbing trade

Remington

Remington Arms Company, Inc.

General Offices:
New York City

Cutlery Works:
Bridgeport, Conn.

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This WINDOW CARD Is Your SILENT SALESMAN

(Printed in Colors—Length 30 Inches)

Safe Noise for the Boys

Obey the Law Celebrate Without Powder

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Cost of Operation—very little. The cannon may be fired 100 times for a few cents. Open the breech—fill the charging measure from the ammunition case—slam the breech shut, touch the igniter, it's off with a "Bang."

WRITE US FOR FURTHER DETAILS

Retail Prices, \$1.25 to \$5.00. Five Models

TOY CANNON WORKS, Bethlehem, Pa., U.S.A.

Fishermen Rely on Whitlock Rope

THE test to which rope is put by these food-producers of the sea is indeed severe. Their choice of Whitlock Manila, because of its great endurance, is worth a thousand words concerning superiority.

WHITLOCK CORDAGE
THE UTMOST IN ROPE VALUE

The dealer whose trade appreciates quality—and what trade does not—should join the ranks of those who are building profitable business with Whitlock Manila and Sisal Products.

Write today for the new Whitlock Catalog which tells the complete story of the rope that lasts longer and costs less per foot.

WHITLOCK CORDAGE COMPANY
46 South Street, New York

Factory and Warehouses
Jersey City, N. J.



Branches
Boston, Kansas City, Chicago
and Houston



Your Customers are Thinking About Tools—What are YOU Doing

SPRING is the time for building and repairs — this means that your customers will soon be thinking of tools. Are you taking advantage of this by showing people by means of your window that your store is the place to buy the tools they need?

To increase the sale of Disston tools we have prepared several displays for your window and for your store. These displays will attract customers to your store. Dealers who have used them tell us they are successful business getters.

Many tool buyers know that the “saw most carpenters use” is Disston made — but do they also know that you sell other Disston products? Dealers who are concentrating on and displaying the complete Disston line find that the quality and reputation of Disston products mean extra sales for them.

The displays pictured on the opposite page as well as booklets or envelope enclosures telling about any of our products are yours for the asking. Send for them, display them, and let them work for you—they will bring in more business.

*Now is the time to display tools!
Send in the coupon on the opposite page today*

HENRY DISSTON & SONS, Inc.

PHILADELPHIA, U. S. A.





ENVELOPE ENCLOSURES

The above slips, if enclosed with your own letters, invoices, etc., will give your customers the selling points that will convince them of their need for Disston tools, and with your name imprinted on the enclosures they will be reminded that these tools are for sale at your store.



No. 1

The sign is of heavy cardboard, lithographed in 6 colors. It measures 30 x 30 inches. It is made to hold a saw — the point in the upper hand and the handle in the lower hand. This bends the blade slightly and shows the saw to best advantage. This makes a large and striking display for your window or for some vacant space in your store.



No. 2

This saw easel is lithographed in five colors and measures 16 x 24 inches. It makes an effective centerpiece for a window display, and an attractive counter sign as well. The two side edges are slit to hold a saw, giving a very good display.



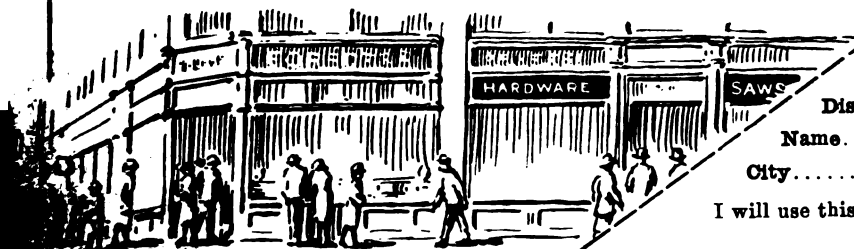
No. 3

These cards are representative of our assortment of hanging signs. They are printed in three colors and measure 12 1/4 x 17 1/2 inches. These cards can be used in windows, shelves, counters, or hung on the wall.



No. 4

These signs are of polished brass, size 1 1/2 x 10 inches. They are particularly desirable for use on cases, doors and drawers.



Henry
Disston & Sons,
Inc., Philadelphia, Pa.
Please send me free of
charge Envelope Enclosures

illustrating

Quantity

Displays No. 1..... 2..... 3..... 4.....

Name..... Co.

City..... State.....

I will use this material in my window or in my store.



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Volume XVII

MAY :: 1922

Number 5

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T. M. Shearman,
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*Raymond L. Shearman, Associate Editor.

Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor St.
Portland, Ore.

421 First Nat. Bank Bldg.
Chicago

Boatmen's Bank Building
Broadway and Olive, St. Louis, Mo.

Phelan Bldg.
San Francisco

424 Higgins Bldg.
Los Angeles

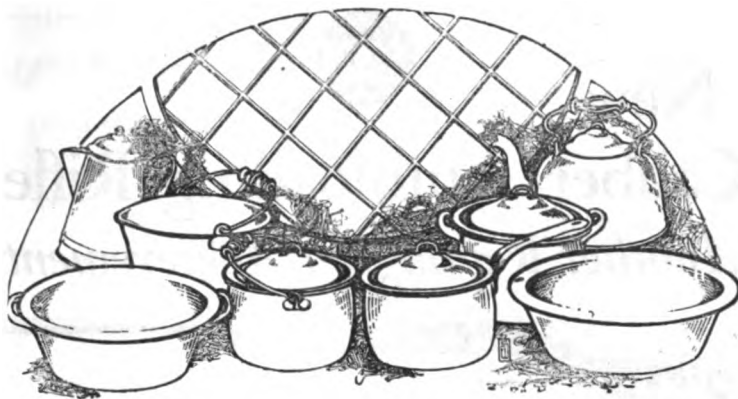
70 Fifth Ave.
New York

105 S. Houston St.
Dallas, Texas

505 Pioneer Bldg.
Seattle, Wash.

304 Scott Bldg.
Salt Lake, Utah

320 Pacific Bldg.
Vancouver, B. C., Can.



Old English Gray Ware—Republic White Ware

The consistent demand for lower prices has had a decided effect on manufacturing policies. The natural tendency has been to lower the cost of manufacture by cheapening the product and accepting inferior workmanship. This results in a lower price, but at the sacrifice of quality and means no saving and often a loss to the purchaser.

Believing definitely that quality counts for more today than ever before, we are using heavier and better materials, insisting on better workmanship and closer inspection, and are packing our wares with the greatest of care.

BUT — we have eliminated all excess overhead: cut down on every operation we could without affecting quality: resulting in a very decided decrease in price, which represents a decided saving to you and your customers because the quality is not only maintained but improved.

Republic White Ware and Old English Gray Ware offer you a splendid combination of high quality and value.

Get in touch with your jobber, or our Offices on the Coast.

THE REPUBLIC STAMPING & ENAMELING CO. - Canton, Ohio

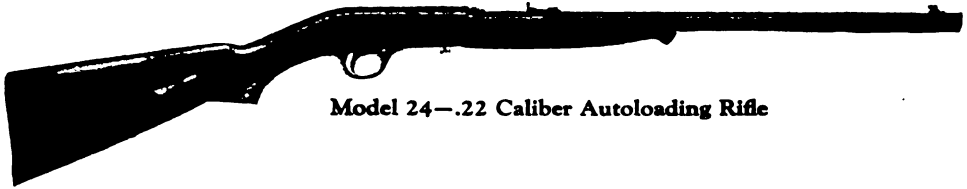
SEATTLE — 3101 L. C. Smith Bldg. — Mr. T. D. McLean.

SAN FRANCISCO — 109 New Montgomery St.

LOS ANGELES — 201 Douglas Bldg. — Mr. L. J. Vesper.


 REMINGTON
U. M. C.

The New .22 Caliber Autoloading Rifle— *Another Remington Achievement*



Model 24—.22 Caliber Autoloading Rifle

THIS new Remington was designed by John M. Browning, the world-famous inventor. It embodies new and *exclusive* features in small bore autoloading arms, which broaden your market for a rifle of this type.

In addition to adults and boys who find recreation in target and small game shooting, this rifle meets the need of the camper, canoeist, trapper and summer vacationist.

Important Features

The first autoloading rifle made to handle successfully the standard .22 caliber short Lesmok and smokeless greased cartridges.

Bottom ejection: Not only are the empty shells ejected through an opening in the bottom of the receiver, but the opening allows powder grains and grease from the bullets to drop out, thus keeping the action from clogging.

Like other Remington autoloading and repeating arms, Model 24 has the hammerless, solid breech, take-down construction—the interrupted-thread system is operated in a second's time and allows cleaning the barrel from the breech in the proper manner. The action can be easily dismounted without the use of tools.

An autoloading rifle taking the regular .22 short cartridge has a wider field than a rifle of this type chambered for some special cartridge. Shooters like to carry an arm, the ammunition for which is easily available no matter where they may be.

Specifications: Magazine in stock holds 15 .22 short cartridges and an extra cartridge in the chamber; length over all 37", length of barrel 19", length taken down 19"; weight about 4¾ lbs.; screw adjustable straight bar rear sight and white metal bead front sight; symmetrical design, sturdy construction and usual Remington craftsmanship.

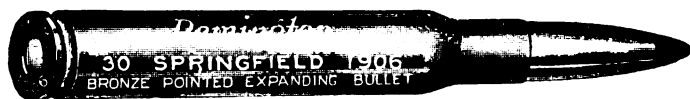
We will supply dealers and jobbers with Model 24 Folders. How many can you use?

*Remington firearms, ammunition and cutlery
are sold through the jobbing trade*

Remington



Remington *Speeds them up!*



A SALES talk to a customer goes much better if you have something new to talk about—'specially if the cartridges you are selling really are a big improvement over the regular line.

You can make a hit with your sportsmen customers who own

rifles caliber .25 Remington, .25-35, 30-30, or the .30 Springfield '06, by talking and selling the new Remington Hi-Speed loads. They will give him what he has always wanted—higher velocity, better killing power and greater range without changing the sight.

**Cut out this table of ballistics and keep it handy
so you can answer questions:**

	Weight of Bullet	Velocity	Energy	Height of 200 yard trajectory
.25 Remington	87 grs.	2800 ft. per sec.	1510 ft. lbs.	2.8 inches
.25-35 W. C. F. . . .	87 grs.	2650 ft. per sec.	1360 ft. lbs.	3.1 inches
.30-30 W. C. F. . . .	110 grs.	2600 ft. per sec.	1650 ft. lbs.	3.3 inches
.30 Springfield (Bronze Point Expanding)	150 grs.	2900 ft. per sec.	2800 ft. lbs.	2.5 inches

Accuracy as good or better than the regular loads.

Price the same. In ordering, specify Hi-Speed loads.



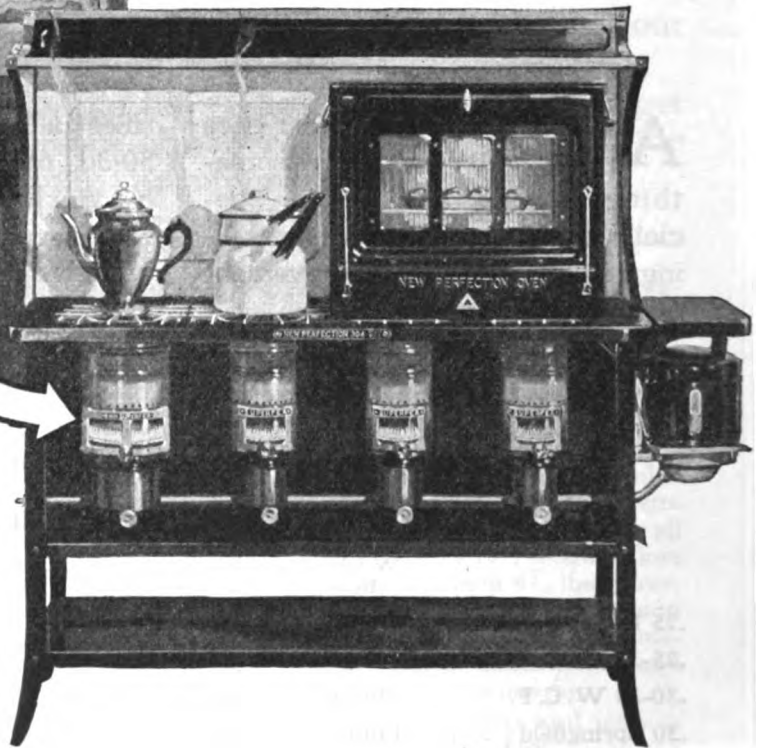
It's here

*A Revolutionizing
invention—the
SUPERFEX Burner
that cooks as fast as
gas and is absolutely
reliable.*



Pictured above is the new double-walled, double-draft, quick-cooking Giant SUPERFEX Burner found only on the latest model New Perfection Oil Cook Stove.

This stove is model 304 (four burners)—one Giant SUPERFEX and three standard size SUPERFEX—identical in construction to the Giant but smaller—and equipped with New Perfection Oven. Other models now ready are: the 3-burner, No. 303; and the 2-burner, No. 302.



NEW PERFECTION

with



at Last!

*They said
it couldn't be done, but*

—the oil stove that equals the cooking speed of gas and is absolutely reliable, is here at last! A marvelous new invention—the SUPERFEX Burner—has made this super-New Perfection stove possible.

The new "300 line" of New Perfection Oil Cook Stoves with SUPERFEX Burners matches the cooking speed, and convenience of gas, summer and winter, on farm or in town. And the wonderful efficiency of SUPERFEX Burners, due to perfectly balanced air drafts and a new and positively automatic wick stop, makes this super-stove absolutely reliable.

This new "300 line" of super-New Perfection Ranges is a notable business-building addition to the popular "30 line" of New Perfection stoves with Blue Chimney Burners which already has a following of over four million users. You now have a complete line of oil cook stoves and ranges fitted to every purpose and every purse.

For the first time in the oil stove industry, advertising will appear throughout practically the whole year—January to November. Advertising on the "30 line" started in January and runs until May 15th. In May and June a tremendous list of magazines and farm papers carry double spreads announcing the new and greater New Perfection. Then on through the year, magazines, farm papers and hundreds of newspapers will continue to hammer home the merits of the entire New Perfection line.

Write or wire at once for full details of the greater New Perfection selling plan.

THE CLEVELAND METAL PRODUCTS CO.
7423 Platt Avenue
Cleveland, Ohio



The double-wall, double-draft SUPERFEX Chimney. Portion of chimney cut away to show construction.



The tilting chimney makes lighting, cleaning and re-wicking easier.



To remove flame-spreader take hold of the disc at top.



Note metal wick-grippers at the top of the metal carrier—(on both sides of the wick) which pull wick down into brass burner.

Super-Sales Features of the New Range

1. Cooking speed of the giant gas burner—in the Giant SUPERFEX burner.

Cooking speed of the standard gas burner—in the standard size SUPERFEX burner.

2. Abundant heat that is absolutely clean and odorless.

3. Greater economy and reliability of cooking with all grades of kerosene oil.

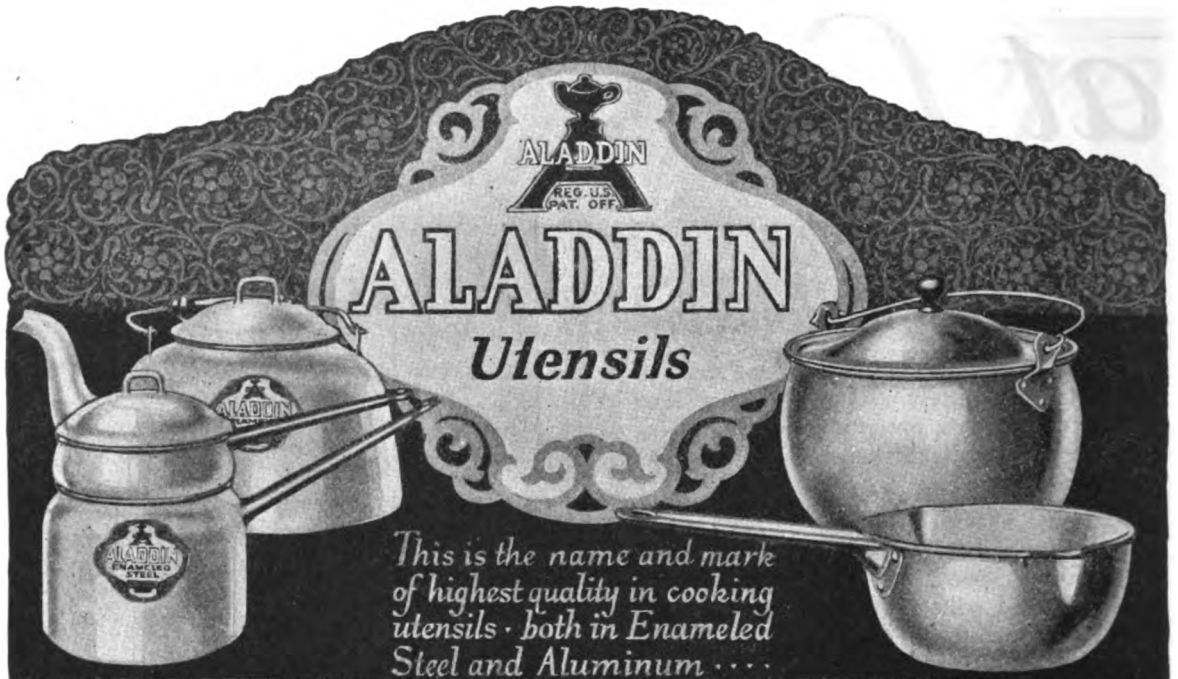
4. Operating convenience, cleanliness and new time-saving features.

5. Handsome, sturdy, long-lived stove with higher and bigger Aladdin Quality Porcelain Enameled Cooking Top, and new base shelf for utensils.

6. One Giant and 3 Standard SUPERFEX burners.

7. A new (more beautiful) Gray Enamel finish on all chimneys.

Oil Cook Stoves & Ranges SUPERFEX Burners



ALADDIN quality utensils—full, complete lines in both aluminum and enameled steel—offer dealers big sales and profit possibilities in 1922.

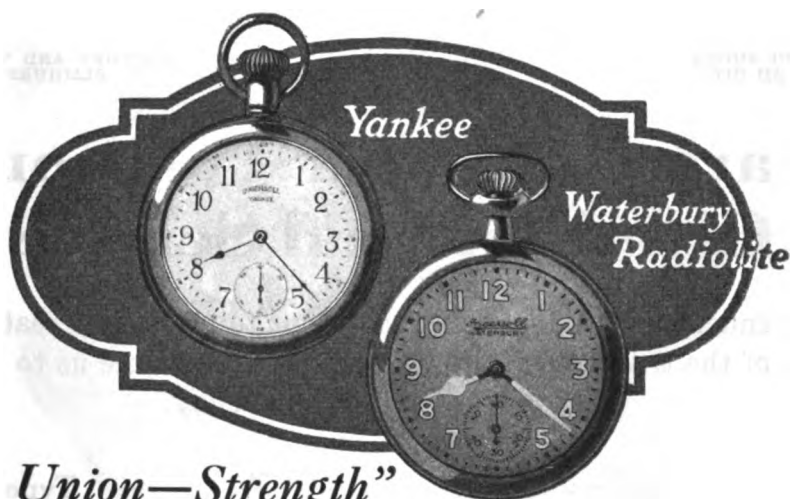
The recognized high quality of Aladdin and the substantial price reductions make these utensils truly remarkable values. Millions of Aladdin advertisements—appearing throughout the entire year in the Saturday Evening Post, the Ladies' Home Journal, and Good Housekeeping—tell women to "Look for the big red Aladdin label on enameled steel and the Aladdin quality mark on aluminum utensils." Prompt deliveries of orders are guaranteed by well-stocked warehouses at New York, Cleveland, Chicago and Kansas City. Our Distributors on the Pacific coast, the Nathan Dohrman Co., San Francisco, or Parmelee-Dohrman Co., Los Angeles, also carry complete stocks. And the bigger-and-better assortment of display cards and other material, which we furnish free, will make selling easier.

The new Aladdin complete-line catalog is just off the press. A request will bring you a copy by return mail.

THE CLEVELAND METAL PRODUCTS COMPANY
7422 Platt Avenue Cleveland, Ohio

Also Makers of New Perfection Oil Stoves, Ovens and Water Heaters

ALADDIN *Utensils*



"In Union—Strength"

THE assets of Robt. H. Ingersoll & Bro. have been purchased by the Waterbury Clock Company.

Firm ties have bound these two great interests together for many years. Ties of friendship, of natural pride in accomplishment. They have worked hand in hand to give the public better and better timekeepers, selling for little money.

Millions of these watches have been manufactured by Waterbury. Millions have been sold by Ingersoll. Waterbury always has been proud of making Ingersoll Watches.

Now, in this union, there is tremendous strength. Back of the selling value of Ingersoll, back of the world-wide fame of the Ingersoll name, is all the huge manufacturing and financial power of Waterbury.

The largest advertising campaign ever put behind a watch will exploit the Ingersoll line—consistently. With this, you who sell watches may be sure of help, courtesy and fair dealing, year in and year out.

We have two good names to be proud of, to cherish in a business way, henceforth.

WATERBURY CLOCK COMPANY

Factories: Waterbury, Conn.

Sales Offices:

NEW YORK
137 Centre St.

CHICAGO
215 W. Randolph St.

SAN FRANCISCO
360 Fremont St.

Ingersoll

Watches

ASSEMBLING SHOPS
LONG ISLAND CITY

FACTORY AND WAREHOUSES
ELMHURST, L. I.

We are Now in a Position to Give You Real Service

We have endeavored to increase our output to meet the great demand of the trade. Our facilities at present enable us to fill your orders without delay.

The Surestep Ladder is **SAFE, RELIABLE, ECONOMICAL, STEADY.** Made from the finest selected spruce, free of knots. Conforms to the requirements of the Department of Labor. Two additional side props swinging outward support the ladder securely in place. **NO TIPPING, NO FALLING.**



**Type C
Household
Ladder**

Sizes 3 ft. to 12 ft. Front rail $\frac{3}{4} \times 3$ in. Steps $\frac{7}{8} \times 3\frac{1}{2}$ in. Back and side legs $\frac{7}{8} \times 1\frac{1}{2}$ in. Swings on dowel $\frac{5}{8}$ -in. diameter. Interlocking hinges hot rolled steel 12 gauge by $\frac{7}{8}$. Secured by rivets 3-16 diameter. Iron rods under each step.

Type B—Mechanics' Ladder



Sizes 4 to 12 ft. Front rail $\frac{3}{4} \times 3$ in. Steps $\frac{7}{8}$ by $3\frac{1}{2}$. Side legs $\frac{7}{8} \times 1\frac{1}{2}$. Back legs $1\frac{1}{8}$ by 2. Rungs of Ash, Hickory, Oak; $1\frac{1}{8}$ -in. diameter. Top hinges are malleable iron. Interlocking hinges, $\frac{7}{8}$ 12-gauge hot rolled steel. Secured by rivets 3-16 diameter. Iron rods under each step.

RETAIL PRICES

Type C—3 ft. to 8 ft. . . \$.85 per ft.
9 ft. to 12 ft. . . \$1.00 per ft.

Type B—4 ft. to 8 ft. . . \$1.00 per ft.
9 ft. to 12 ft. . . \$1.25 per ft.

*Liberal discount to jobbers
and dealers*

SURESTEP LADDER CORP.

EXECUTIVE OFFICES

401 Winthrop Avenue
LONG ISLAND CITY, NEW YORK



Stimulating a Buying Interest for this Well Known Ware

Attractive—The beautiful, mottled blue-grey enameled surface harmonizes in any kitchen. **Durable**—Made of heavy pressed steel, armored with its glass-like coating of granite enamel. **Sanitary**—Easy to keep spotlessly clean with only soap and water, without the need of a special cleanser. **Efficient**—The heavy steel base quickly transmits heat and insures thoroughly cooked food. **Preferred**—By housewives who have found that it makes possible better-cooked, better-tasting dishes.

Those five points and others are being merchandised in an appealing advertising campaign directed at housewives. The Saturday Evening Post, Good Housekeeping, and other national publications and farm papers are reaching one out of every three housewives in the country. Your territory is being covered.

Direct inquiries and repeat orders from dealers prove that this campaign has created a buying interest for Nesco Royal Granite Enameled Ware. You can sell this ware if you have a complete stock on hand and if you tell your trade that you sell it. Nesco dealers are urged to prepare for this increasing demand. Other dealers will do well to get in touch with their jobbers so that they can get the early benefit from this extensive campaign, which is influencing housewives to buy this well-known ware.

NATIONAL ENAMELING & STAMPING COMPANY, Inc.

St. Louis
Baltimore

Granite City, Ill.
Chicago

New York
New Orleans

Milwaukee
Philadelphia

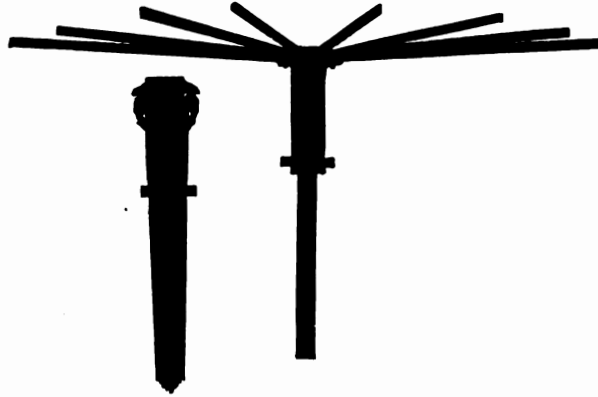


The famous diamond-shaped
Nesco Boy Trade Mark identifies
all Nesco Products

NESCO ROYAL **GRANITE ENAMELED WARE**

The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a

MOST COMPLETE LINE OF

Wall Clothes Driers

And

Wood and Wire Garment Hangers

OF EXCELLENT QUALITY



REPRESENTATIVES

THAYER & BOWER,
845 Monadnock Bldg.,
San Francisco, California

H. M. GREENER SALES CO.,
56 East Randolph St.,
Chicago, Illinois.

R. A. MORRISON,
309 Board of Trade Bldg., Portland, Oregon.



Package Protection

The easiest, cleanest, safest method of making a package secure is to tie it with twine. Then if you are carrying the package, a handle or grip is provided and if you are sending it, even though the paper is torn, the Twine will keep the average package intact.

COLUMBIAN TWINES

are the solution to the package moving problem. These durable Twines are uniform, and possess great strength for their yardage. There is that same feeling of satisfaction, when you tie your package with Columbian, that you would experience if you were securing it with lock and key.

Don't worry about your Twine Problems. Just write our Service Department and they will solve them for you, as they are equipped with the experienced working knowledge that there is individuality to Columbian Twines. In other words, there is a Columbian Twine for every purpose.

Columbian Rope Company
332-80 Genesee Street
Auburn "The Cordage City" New York

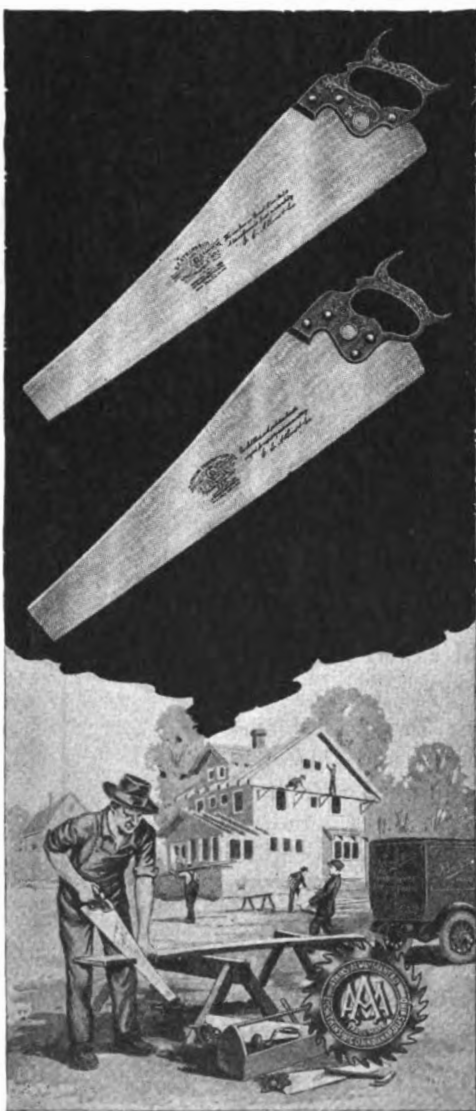
Branches: New York, Chicago, Boston, Baltimore, Houston

BY INVITATION
MEMBER OF

NEW YORK, U.S.A.

ATKINS

SILVER STEEL SAWS



Millions of Dollars Have Been Added to the Value of Farm Crops

In the past ninety days agricultural products have turned the corner and are now well on the way back to normal and permanent prosperity.

The farmer finds that he has more spending money than he had six months ago and he is going to purchase needful articles for the farm.

ATKINS SILVER STEEL SAWS

are going to be in demand because we are advertising them in farm papers reaching a circulation of nearly five million each month.

If you are not using Atkins selling helps to crystalize the buying impulse, write us today and say

**Send Me Your 1922
Sales Plans**

E.C. ATKINS & CO.

ESTABLISHED 1867 THE SILVER STEEL SAW PEOPLE
Home Office and Factory, INDIANAPOLIS, INDIANA
Canadian Factory, Hamilton, Ontario
Machine Knife Factory, Lancaster N.Y.

Branches Carrying Complete Stocks in the Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Paris, France
Chicago	Portland, Ore.	Sydney, N. S. W.
Minneapolis	San Francisco	Vancouver, B.C.

SARGENT

REG. U. S. PAT. OFF.

The Hardware Trade Wants the Decimal System

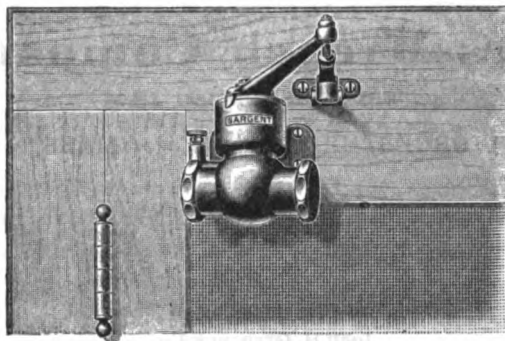
and has made known its desires, because this method of pricing and packing saves time, reduces labor and lessens the liability of error in sales and accounting work, by simplifying the mechanical operations necessary to arrive at a price.

Sargent & Company Have Adopted It

In conformity with this definite need of the trade and because of its many advantages we have adopted the decimal system in our new catalogue, just issued, our product is priced by the unit or hundred, depending on the goods, and all goods are now packed in boxes of suitable quantities of which 100 is a common multiple, careful attention having been given to the nature of the goods and the requirements of the trade.

Reduces Complexities, Simplifies Work

This great step forward will be the means of simplifying the work of thousands of merchants and their clerks and reducing to a considerable extent the complexities of the hardware business. Tables of comparative quantities and equivalent ones in the old and the new systems will be sent on request.



**Screen Doors
Need Not
Slam**

There are profits for hardware merchants in silencing the slamming of screen doors. No. 520, the successful Sargent Screen Door Closer, is a necessity in summer and winter, spring and autumn. It is suitable for screen doors and all other light doors in the house and out doors; it closes the door quickly and silently. If you will put it on the screen door of your store or the telephone booth door or in some other place where its operation can be seen by your customers, you will have a demonstration that will help to sell it.

SARGENT & COMPANY

Hardware Manufacturers

New York

NEW HAVEN, CONN.

Chicago

Make Your Store The Hardware Headquarters

You've often heard these expressions:

"I go to 'So-and-So's' for good saws."

"Oh, I get dandy files at Mack's."

"Well, you can't beat that place for skates."

The point is, get started as the WRENCH HEAD-QUARTERS with the COES LINE and incidentally begin building up trade for other dependable hardware through the new customers that are always on the look-out for other good tools besides COES WRENCHES.

COES is not only good quality for your customers — but a tangible force that is always working for the dealer.

Your jobber has all you can use — see him!

Coes Wrench Company

ESTABLISHED 1841 IN

WORCESTER, MASS.

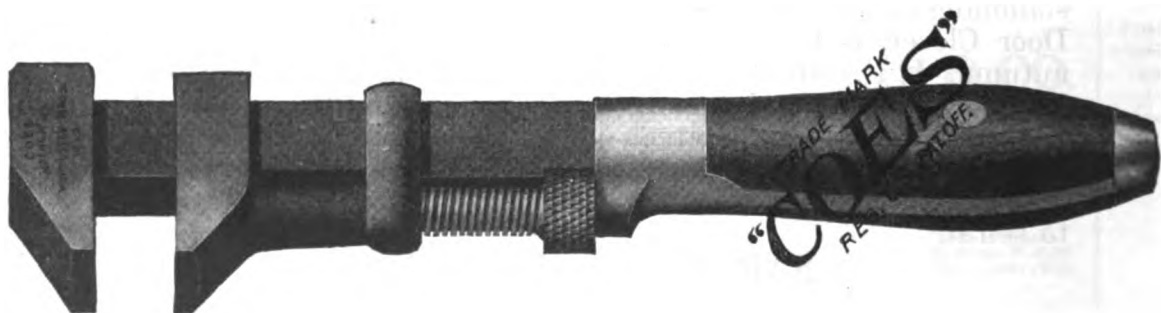


AGENTS

J. O. McCarty & Co.
29 Murray St., New York

Pacific Coast Agents
John H. Graham & Co.
268 Market St., San Francisco

John H. Graham & Co.
113 Chambers St., New York





No shoveling of snow is necessary if garage doors open in. Call this to your customer's attention.

Don't forget this point about McKinney Garage Sets

THAT the hardware in each box is quality hardware—McKinney made. Pry open a box and have a look at it.

Sometimes people are a little afraid of "sets" of things. They have a sort of sneaking idea that anything that comes in a set is—well, just a little inferior in quality.

But there's nothing like that in the McKinney Garage Sets. No customer in buying one of these complete sets need have the slightest fear that he isn't getting the best garage hardware he could possibly buy.

And you need not have the slightest hesitation in telling your customers that they will be more than pleased with everything in the box.

If you are not handling these garage sets you are missing something mighty good. The idea is, briefly, a complete set of McKinney Garage Door Hardware packed in a box, everything from track to screws. You let your customer pick out the kind of door he wants and hand him the box that goes with that kind of door. Saves time and trouble for you and for the customer. And pleases everybody.

The customer selects the kind of door he wants from your McKinney Garage Hardware Set Book. If you haven't a copy, send for one. It contains pictures and plans for all kinds of garage doors as well as reproductions of the hardware itself. Write today. No charge.

McKINNEY *Hinges and Butts and Hardware*

Also door hangers and track, door bolts and latches, shelf brackets, window and screen hardware, cabinet hardware, steel door-mats and wrought specialties.

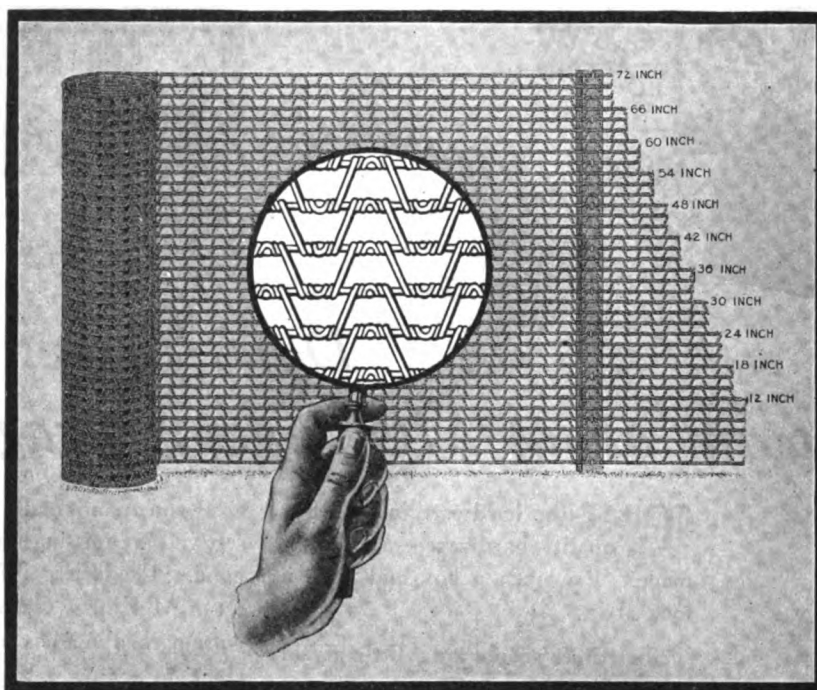
McKINNEY MANUFACTURING COMPANY, Pittsburgh
Western Office, Wrigley Bldg., Chicago Export Representation

PACIFIC COAST REPRESENTATIVE: John T. Rowntree, Inc.,
Los Angeles, San Francisco, Seattle, Salt Lake City, Denver.

McKINNEY

Complete Garage Door Sets

U. S. Poultry Netting



Capitalize Our Manufacturing Success Into Your Dealer's Profit

U. S. Poultry Netting fills that long felt want and need in wire netting. Fence-like in construction principle, it cannot bag or sag; requires neither base-board nor top rail; requires fewer posts and will not narrow when tightly stretched.

U. S. Poultry Netting is not a **WOVEN** but an **INTERWOVEN FENCE**. Note carefully the type of twist (a double reinforced joint at each point of intersection, which makes it very stiff and rigid.) Through this style of manufacture there is no possibility of long or short wires, irregular size or shape meshes.

Highly practical for tennis court enclosures, tree guards, trellises, flower bed guards, screen work in motion picture industry, partition screens in factory stock rooms. Especially valuable as protection against rabbits and extensively used in stucco reinforcing.

If you are not fully acquainted with this excellent netting, don't fail to investigate its merits and superiority.

U. S. Netting is handled by representative Jobbers throughout the country, and is carried in stock at Portland, Spokane, Seattle, San Francisco, Los Angeles and San Diego.

MANUFACTURED EXCLUSIVELY BY

Indiana Steel & Wire Co., Muncie, Ind.

COLDWELL LAWN MOWERS

"MAKE BEAUTIFUL LAWNS"

Nothing Sells Lawn Mowers Like a Practical Demonstration

This month and next are the two months that every dealer should push the sale of Coldwell Lawn Mowers.

Do it right. Display the Coldwell in your window and store and feature Coldwell Lawn Mowers in your local newspaper advertising. We'll furnish electrotypes.

Sell the Coldwell whole heartedly—come right out boldly and offer to demonstrate any Coldwell on any lawn at any time.

Remember, nothing sells Coldwell Lawn Mowers like a practical demonstration, because the easy running action coupled with the keen cutting blades of the Coldwell mows down stiff, wiry grass like a sharp razor removes a stubby, heavy beard.

And there isn't a Coldwell in the entire line, Hand, Horse or Motor, that won't "make good" on any home lawn, estate, golf course, park or cemetery. We guarantee them all. Keep stocked with Coldwell Lawn Mowers.



COLDWELL
LAWN MOWER CO.
NEWBURGH, N.Y.
U.S.A.



*Ask any woman which type
Canner she prefers* ~

— and she will invariably reply,
“one built round”

THERE is a reason, a round canner is easier to handle, it is more compact, better balanced, and you get the greatest capacity for the space occupied. An Iron Horse Cold Pack Canner, with a capacity of 7 quart or pint jars, occupies a space only 13½ inches in diameter. And, besides, it just fits on a stove opening or gas burner.



Capacity, 7 quart or pint fruit jars

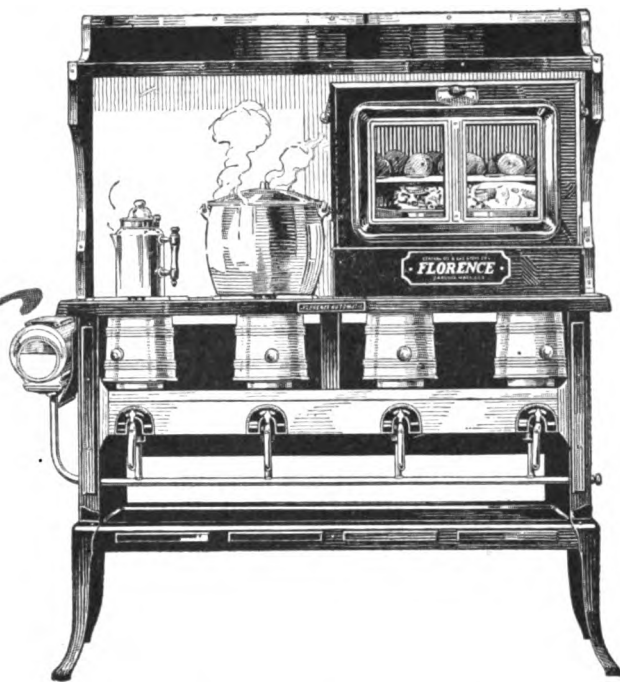
IRON HORSE COLD PACK CANNERS



Write for our illustrated booklet on these canners, and let us quote you prices. Simply displaying them sells them.

Write us today.

ROCHESTER CAN COMPANY
ROCHESTER, NEW YORK



Results of Florence Demonstration Week

Thousands of dealers participated in the well-advertised demonstration week for Florence Oil Cook Stoves.

Almost without exception the women who attended these demonstrations were surprised and delighted.

Many sales were made by every one of these dealers, and many women will buy later.

The big result was that dealers know the value of always having a Florence Oil Cook Stove filled with oil ready to light.

They have found that it is easier to sell a stove by handing the prospect a match than by all the talk in the world.

We cooperate closely with our dealers and help them move the goods.

The Florence Portable Oven, on account of its exclusive features, is used by owners of gas and oil stoves.

It distributes the heat in such a way that the baking is browned perfectly on the top and never burns on the bottom.

*More Heat
Less Care*



Note how the heat reaches up and is directed close up under the cooking by the powerful 12-inch burner.

Write for prices and particulars.

CENTRAL OIL & GAS STOVE CO.
458 School St., Gardner, Mass.

FLORENCE OIL COOK STOVES



Concentrate Your Purchases

Does not this presentation of eleven of our most popular lines suggest the desirability of concentrating your purchases on PEXTO products? Each line is very complete.

Knowledge and experience of 100 years of tool making is built into each and every PEXTO product. They are distinctive. Their possession spells satisfaction to the owners.

Quality of material and workmanship is of paramount importance to us and the PEXTO Oval on the tools you buy is significant. Insist upon having PEXTO TOOLS; accept no substitute.



WORTH WHILE TOOLS

THE PECK, STOW & WILCOX Co.
Southington, Connecticut, U.S.A.

STANLEY

SPRING HINGES



No. 150
Tight Pin, Open
Spring.



No. 151
Loose Pin, Ball Tip
and Open Spring.



No. 158
Tight Pin, Enclosed
Spring.



No. 159
Loose Pin, Ball Tip
and Enclosed Spring.

These hinges are all 3 inches long on the joint and have the new pyramid design of spring. With the loose pin hinges, the door may be removed by pulling out pin, without removing hinge from door or jamb. Now's the time to display Stanley Spring Hinges.

Write for 11" x 14" Window Cards
and book on Screen Hardware (J-1)



THE STANLEY WORKS
NEW BRITAIN, CONN.

New York

Chicago

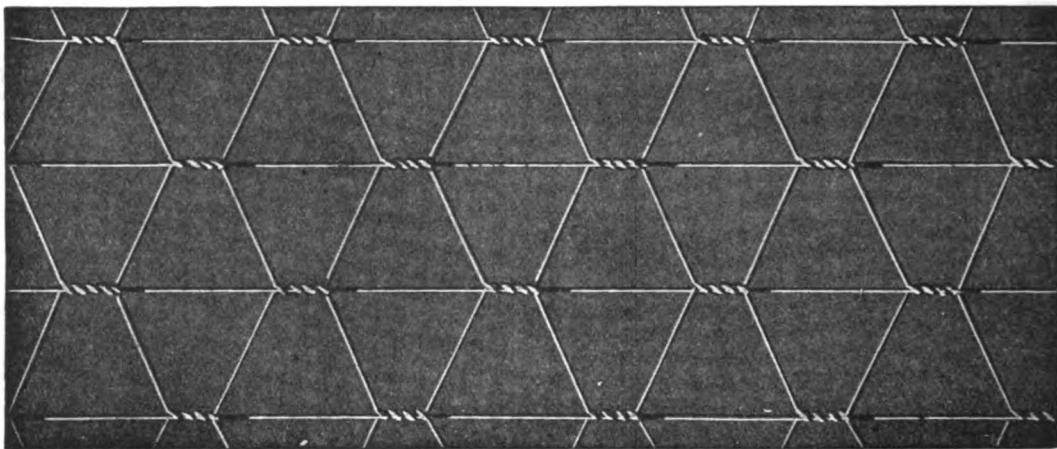
San Francisco

Los Angeles

Seattle

Manufacturers of Wrought Hardware and Carpenters' Tools

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a heavy selvage both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition

Our Faith in the American Farmer

The man who is not loafing on the job—who will not shut down his plant —

the man who is too deeply rooted, too fundamental clear through to strike —

the man who, in the very face of the most adverse circumstances, tightens up his belt another notch, puts his back to the wall and fights —

the man who controls the biggest business on earth and who holds, in the hollow of his hand, the lives of all of us

* * * * *

in him we have put our faith as being the one man who can and will bring us even more prosperous times.

And he is doing it.

His nineteen twenty-one bumper crop will sell for \$15,000,000,000. His War Finance Corporation adds another billion to this. His 1922 prospects look exceedingly bright. And he is spending his money—not foolishly, but wisely.

So great is our faith in the American Farmer that right now we are investing more money than ever before in our history in telling him, through farm magazines and by mail, for the benefit of the dealer, the story of Square Deal Fence.

We are talking, through printed words, to over 4,000,000 farm families each week.

That is how much confidence we have that our faith in the American Farmer is not misplaced.

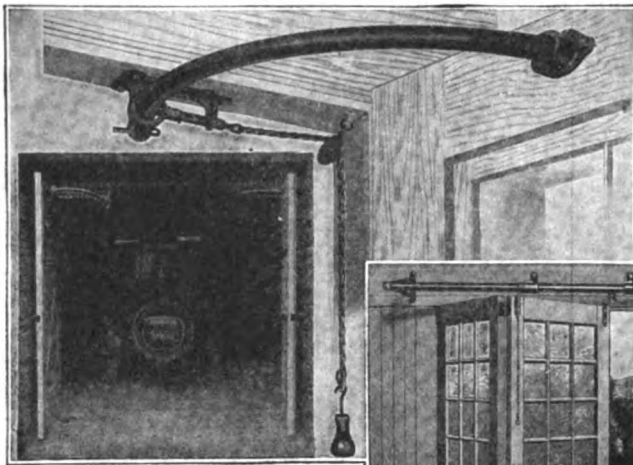
Keystone Steel & Wire Co., Peoria, Ill.

Pacific Coast Representative:

E. E. BROWN, 686 Mariposa Ave., Oakland, California

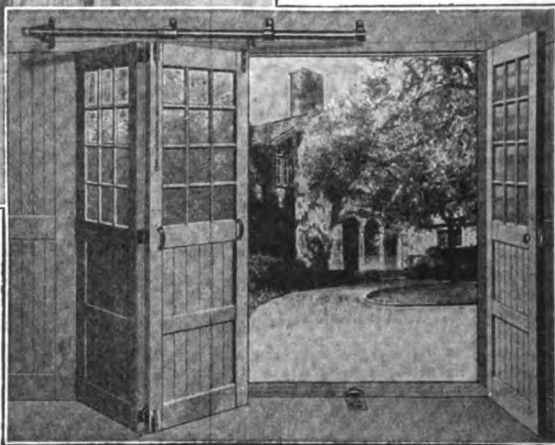
The "Square Deal" Knot that
Absolutely Never Slips





Cannon Ball "Comepacked" Garage Door Set

For three or four folding sliding doors in openings six to twelve feet wide. The spring supporting bracket, self-adjusting to thickness of doors, prevents folding doors from blowing shut.



STAR Swinging Door Holder
Not merely prevents door from being blown shut, eliminating possible damage to car, but holds door open wide enough so car may enter garage from an angle.

Two STAR Items That Will Bring You Cash and Friends

Mr. Dealer, your prospect for these two STAR items is every man who has a garage

Because—these door fixtures take care of a long felt want in the use of the garage door; and because they are so well built that they will last indefinitely.

Complete hardware for two folding doors, including hinges, lock and a

STAR Door Holder for each door, packed in a box complete.

Complete set for either three or four door opening, including track, hanger, hinges and other necessary hardware, comes packed in a box complete.



Complete Set Comes Packed in a Box

Send for catalog giving complete details of above and other types of garage door fittings.

HUNT, HELM, FERRIS & CO.

Harvard, Ill.

Everything for the Modern Barn

Albany, N. Y.

Los Angeles, Cal.—1811 E. Seventh St.

San Francisco, Cal.—283 Minna St.

Portland, Oregon—360 E. Morrison St.

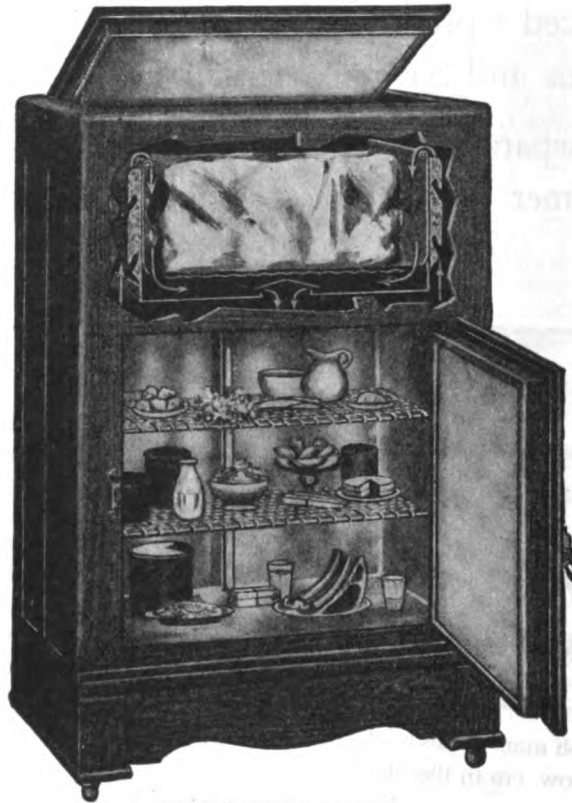
STAR

Equipment



THE MONARCH

(Trade Mark Reg. U. S. Pat. Office)



CONSTRUCTION

Monarch Refrigerators are durably built of the best materials obtainable, and put together in such a manner as to break joints, and render them air tight. The walls, with the exception of the "600" line, are composed of eight insulating surfaces and dead air space in the following order: Inner lining of metal, wall of odorless wood, one thickness of heavy sheathing paper, dead air space, a layer of heavy Cabot's quilt, another thickness of heavy sheathing paper and the outside case. The "600" line has the same construction except the "quilt" is omitted. Long experience has proved this method to be the most effective, and that a dead air space is less conductive than a packed or solid body, while it dispenses with fillings of a noxious, damp-absorbing or crumbling nature.

Union Hardware & Metal Co.

LOS ANGELES, CALIFORNIA

THE MONARCH REFRIGERATOR WORKS

BURLINGTON, VERMONT



EXTRA!

MILLERS FALLS HACK SAWS



LAST LONGER - ASK FOR THEM

He sells Hack Saws — put him to work

HERE'S a new Millers Falls Hack Saw display card. Printed in three colors—black, red and blue. It has an easel back and you can stand it on your show case or in your window. You get this business getter free. All you have to do is ask for it.

Millers Falls Hack Saws are the best that can be made. Dealers appreciate the advantage of purchasing hack saws from the same source that they purchase other Millers Falls tools. Combined shipments and service count a whole lot. Standardization is the order of the day. Specify "Millers Falls" on your next hack saw order.

MILLERS FALLS COMPANY MILLERS FALLS
MASSACHUSETTS
Manufacturers of Carpenters' Tools, Hack Saws and Automobile Jacks

A New Catalogue

We have just issued a new catalogue covering our complete lines. If you haven't received your copy, let us know.

MILLERS FALLS TOOLS

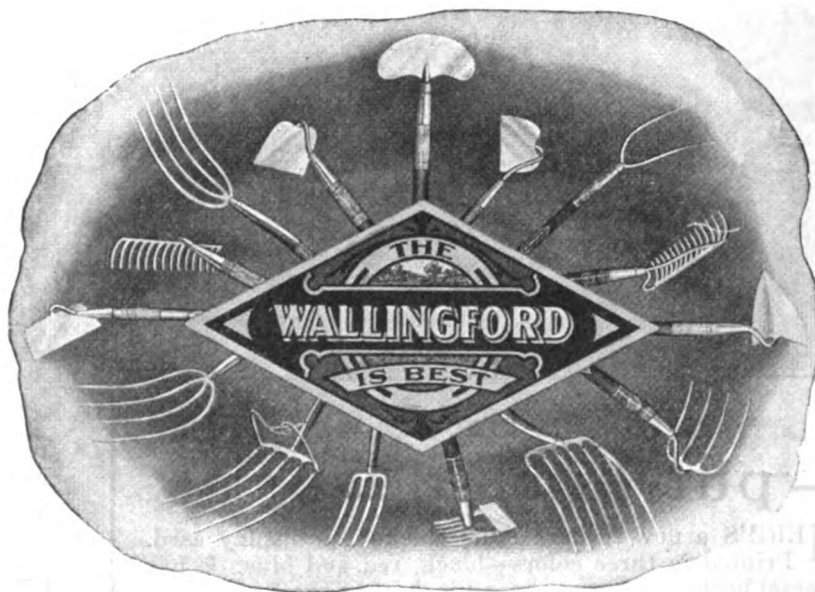
SINCE
1868

THE TRITCH HARDWARE COMPANY

Rocky Mountain Distributors of

WALLINGFORD FARM AND GARDEN TOOLS

A COMPLETE LINE



HIGH
QUALITY
CAST STEEL

CAREFULLY
TEMPERED AND TESTED

SELECTED
HANDLES
EXTRA FINISHED

WALLINGFORD STEEL GOODS

Are made in a Modern Factory devoted exclusively to the manufacture of Farm and Garden Tools; a large and complete line produced under ownership management, assuring the highest type of goods in Design, Quality and Finish.

Write for Prices Today

THE TRITCH HARDWARE COMPANY

FRANK A. BARE
President

J o b b e r s

O. E. BARE
Vice Pres.

Denver, Colorado



A Tool They All Need

—the Starrett No. 129 Bench Block. Will be in big demand by mechanics and others to replace makeshift methods of driving out pins, nails, battered screws, etc.

Made from a forging, hardened and ground.

Fitted with nine holes varying from $\frac{1}{8}$ inch to $\frac{5}{8}$ inch.

Here's a simple, effective tool that meets a need every tool user knows. It's a tool that you can sell at a good profit.

Full details and illustrations of this and other new Starrett Tools are given in a recently published special Supplement to the Starrett No. 22BF Catalog. Copies of either Supplement or Catalog—or both—sent on request.

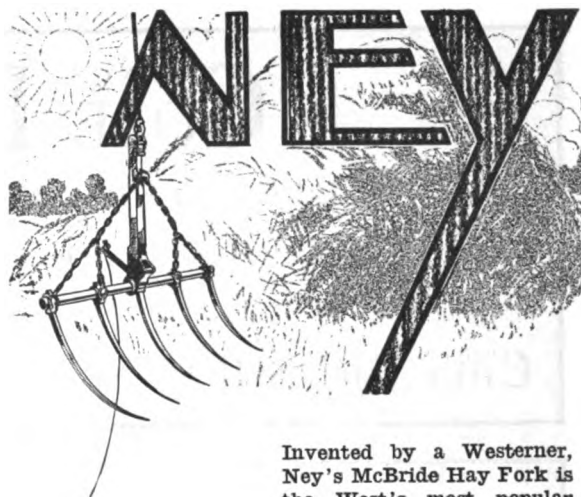
THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



42-296

Sell Starrett Tools



McBride's
Fork
Patented

Invented by a Westerner, Ney's McBride Hay Fork is the West's most popular hay tool. Its popularity means ready sales. No resistance to overcome, for it is the result of years of experience in stacking hay and alfalfa. Used for years by the inventor, then tested under every conceivable condition of use in the West it has proven safer and easier to stack after, and users say that it is fifty per cent faster.

Trips quickly; affords greater capacity; easily handled; strong and sure lock—these are advantages that mean speed and less work for the farmer and more sales for you.

Characteristic of all Ney haying tools the construction is the result of forty years' experience in the selection of proper materials, in the assembly of proper units for greater strength and serviceability. No wood joints to loosen or break. Tines of high grade spring steel. Malleable iron and forged parts. Main arm of steel tubing. Here is just such a fork as fittingly expresses the high standards of serviceability available through the use of Ney Haying Tools. Write for Catalogue No. 25.

Ask Your
Jobber

Original
Genuine
**HAYING
TOOLS**
Standard Everywhere

Hay Carriers
Hay Carrier Steel
Tracks and Fixtures
Hay Forks
Pulleys
Merchandise
Carriers
Steel Hoists
Hay Knives
Barn Door Hangers
and Tracks
Wire Stretchers
Weldless Chain
Tie-out Chains
Hay Rack Clamps
Porch Swing Chains
Hardware
Specialties

The NEY MANUFACTURING CO.
Established 1879
CANTON OHIO
Minneapolis, Minn. Council Bluffs, Iowa

"KING" COLE BRUSHES

NEW ILLUSTRATED CATALOG JUST OFF THE PRESS

Write now for your copy (postage paid, of course)

Special Prices and Dealer Discounts During April

"KING"
COLE BRUSHES

63 First Street, SAN FRANCISCO

**Stoves
Ranges
Furnaces**

LARGEST JOBBERS of Stoves, Ranges and
Furnaces on the Pacific Coast

A few exclusive territories still open
for some of our lines

Sheet Steel and
Wire Products

SIMON BROS.

148-154 Townsend Street, SAN FRANCISCO, CAL.

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

E. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. B. PEASE, JR., Treas. C. F. RUNYON, Secy.
539 Mission Street
SAN FRANCISCO, CAL.

GOODS SOLD TO THE TRADE ONLY

No. 61, 63, 65, 67 Fourth St., & Pine St.
PORTLAND, OREGON

Our Silent Salesmen Panels



See Our
General Catalogue
No. 72

**For Complete
Illustrations
Of These Panels**



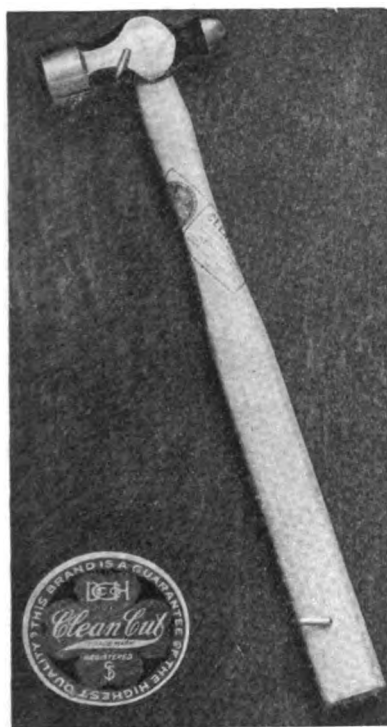
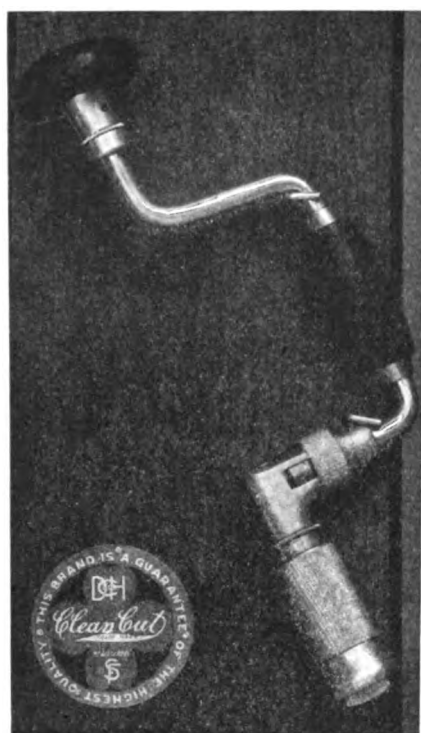
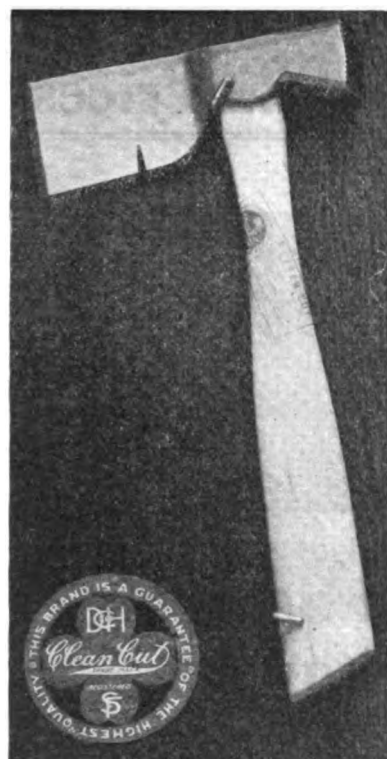
Show 'em
You Sell 'em



Hide 'em
You Keep 'em



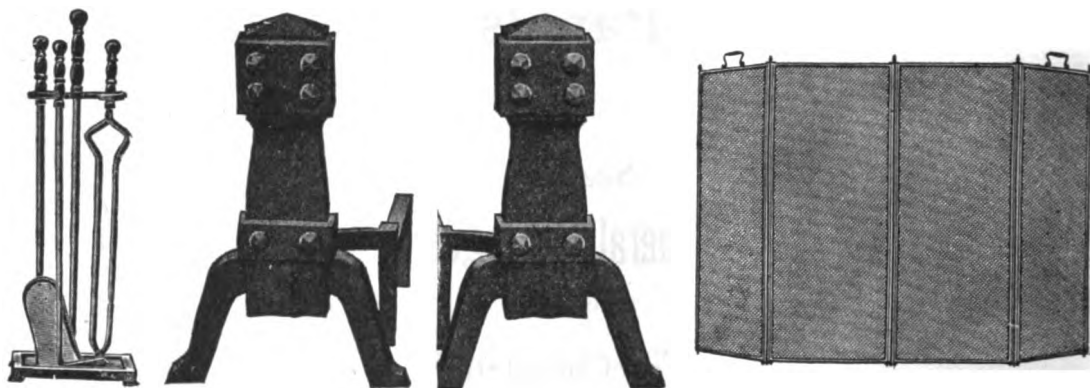
Consult
Our Travelers for
Particulars
Or Write Us



DUNHAM, CARRIGAN & HAYDEN CO.

San Francisco and New York

Now Booking Fall Orders—1922 Prices



Andirons, Fire Sets and Screens Cast Iron Heating Stoves Sheet Iron Air Tight Heaters

**THIRTY STYLES TO
SELECT FROM**

SEND FOR CATALOGUE

PLACE ORDER NOW AND
GAIN ADVANTAGE OF
SPECIAL IMPORT PRICES

REGULAR FALL DATING



WASH BOILER SPECIAL

CREAM CITY

Heavy Tin, Wood
Handles
High Dome Covers



COPPER BOTTOMS

3 No. 8 IXX Tin
3 No. 9 IXX Tin
3 No. 8 IX Tin
3 No. 9 IX Tin

Mando Assortment

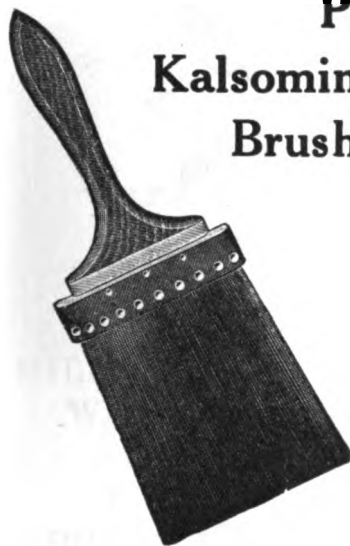
Special
Price . . **\$34.90**

MANGRUM & OTTER, Inc.

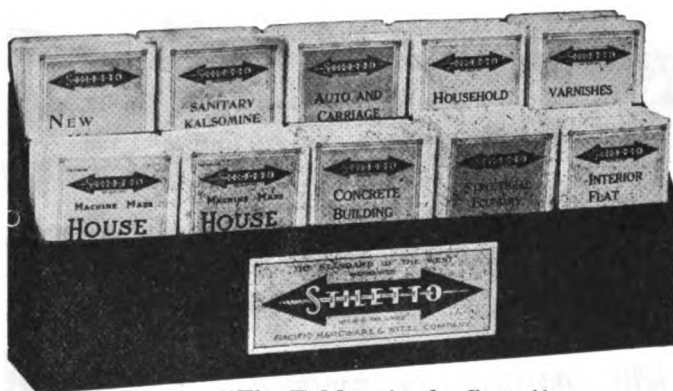
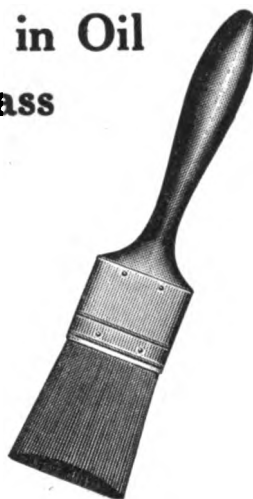
827-831 MISSION STREET SAN FRANCISCO, CALIFORNIA



Paints, Oils, Varnishes
Kalsomine, Dry Colors, Colors in Oil
Brushes, Putty, Window Glass



"The Sign on the Door"



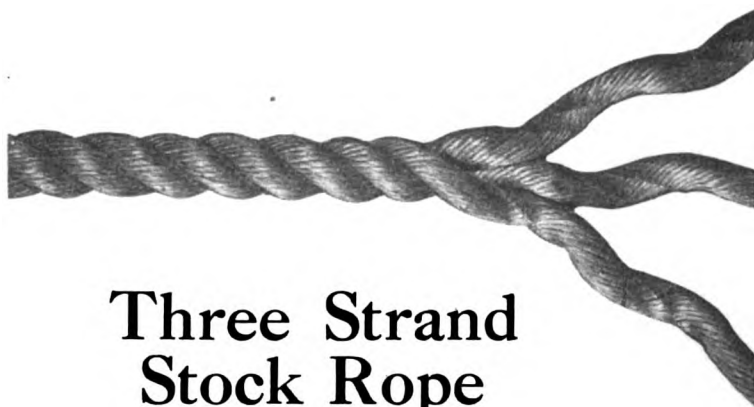
"The Folders in the Store"



**BAKER, HAMILTON & PACIFIC
 COMPANY**

San Francisco - California

C O R D A G E



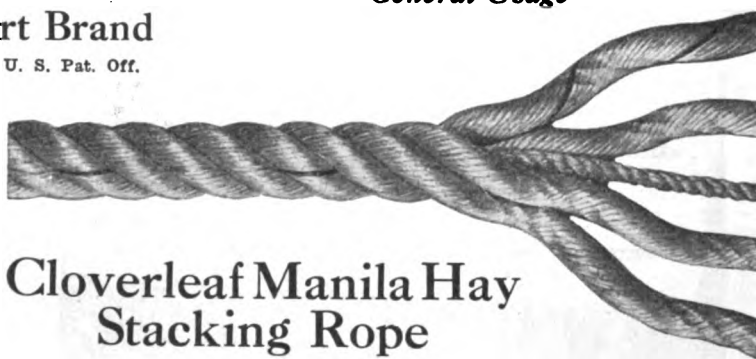
Three Strand Stock Rope

PURE MANILAS—
Cloverleaf Brand
Seaport Brand

Reg. U. S. Pat. Off.

*Unexcelled for
General Usage*

White Sisal
Sisal



Cloverleaf Manila Hay Stacking Rope

"Red Thread" 4 Strand

Reg. U. S. Pat. Off.

*Specially constructed to give the longest
life on the hay fork*



"Broncho Brand" Red Thread

Reg. U. S. Pat. Off.

4 Strand Lariat Pure Manila

KNOWS NO COMPETITION

MANUFACTURED BY

THE PORTLAND CORDAGE CO.

Portland, Oregon

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Erb Hardware Company
WHOLESALE HARDWARE



LEWISTON, IDAHO

BELTING

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MILL AND MILL SUPPLIES

WAGON WOOD STOCK

AUTO SUPPLIES

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BUILDERS' HARDWARE

STOVES

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HONEYMAN Hardware Company

Park and Glisan Streets
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GREAT AMERICAN LAWN MOWERS
GRASS CATCHERS
POULTRY NETTING
PRUNING SHEARS AND SPRAYERS

RUSCO BRAKE LINING
RUSCO MULTIPLE DISC CLUTCH
FACING

RUSCO HOOD LACING AND
TOW STRAPS

BULL DOG,
NATIONAL AND PEERLESS
TRANSMISSION LINING
FOR FORD EQUIPMENT

OREGON DISTRIBUTORS
FOR BURD QUICK-SEATING
PISTON RINGS

A. M. HOLTER Hardware Company

Helena, Montana

Established 1867

WHOLESALE

Shelf and Heavy Hardware

Blacksmith Supplies

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HOLTER Hardware Company

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WHOLESALE
ONLY

Auto Accessories

Plymouth Rope
Automatic Washers
Sargent Hardware
Acme Paints
Rawlings Sporting
Goods

Ideal Furnaces
Ideal Heaters
South Bend
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Mill, Mining and
Logging Supplies

Prompt, Courteous Service

STREVELL-PATERSON HARDWARE COMPANY

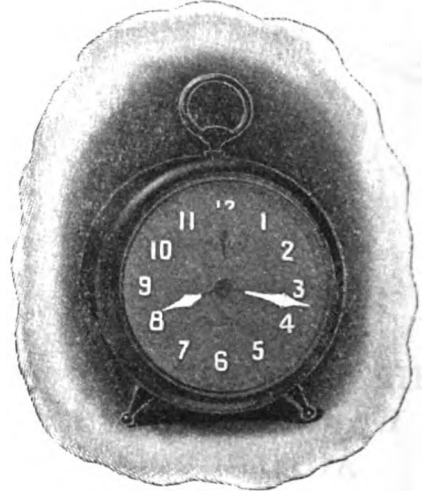
SALT LAKE CITY

Buy Now For
Your Spring
Requirements
From a House
Famous For Its
SERVICE



WHOLESALE and JOBBERS

The New Haven Brownie TELLS THE TIME DAY AND NIGHT



**FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM**

Height, 4 inches. Dial 2 1/4 inches.

Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.

150 Post Street, San Francisco, California

Thompson Adjustable Sprinkler Head



Sold Through the Jobbing Trade

Thompson Manufacturing Company
East Eighth and Santa Fe Ave.
LOS ANGELES

The Schaw - Batcher Co. SACRAMENTO, CAL.



WE OFFER YOU

*Hardware
Tinware
Enamelware
Ammunition
Builders'
Hardware*

**OF
DEPENDABLE
QUALITY**

PROMPT AND EFFICIENT SERVICE

Minutes Mean Dollars Now!

OUR UNEXCELLED SERVICE SAVES
YOU TIME ON YOUR SHIPMENTS—

OUR HIGH QUALITY MERCHANDISE
ATTRACTS YOUR CUSTOMERS AND
INSURES PROFITABLE TURNOVER.

Salt Lake City
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The Salt Lake Hardware Co.

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Idaho

"EVERYTHING IN HARDWARE"

Are You Prepared?

Losses are adjusted every day for people who
thought they would never have a fire.

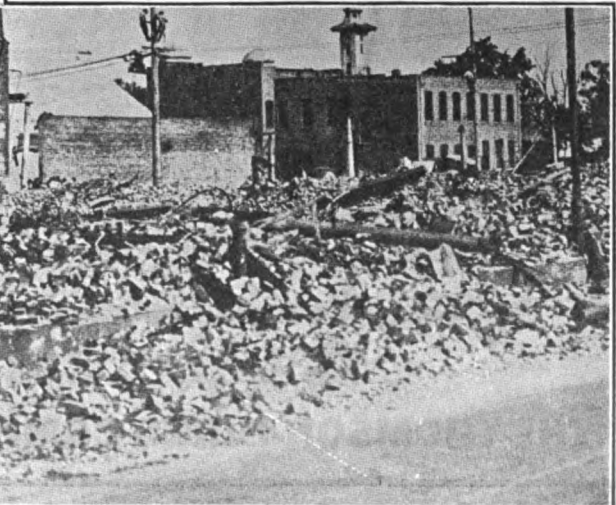
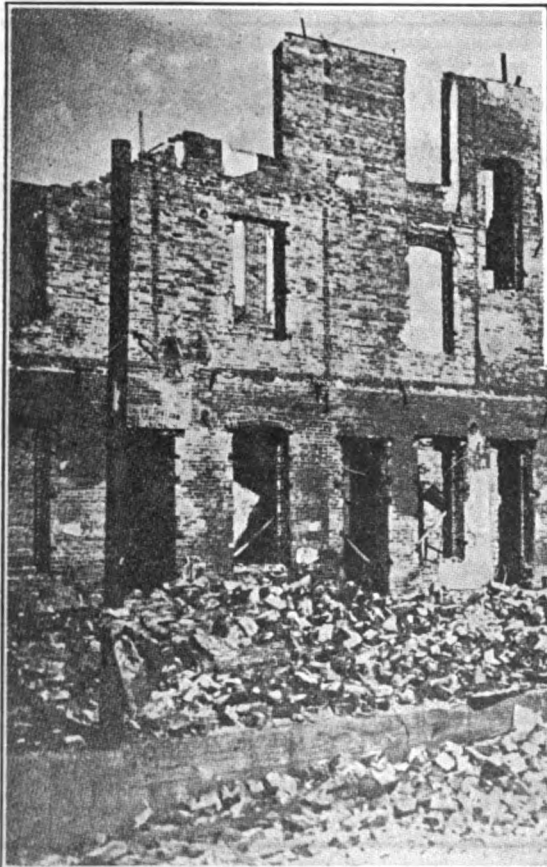
100% PROTECTION—SAVING 50%

ASSOCIATE HARDWARE & IMPLEMENT
MUTUAL FIRE INS. COMPANIES

CHAS. A. MCKENZIE, Manager
Pacific Coast Department

Insurance Exchange

San Francisco



General Machinery & Supply Company

Including additions we are now making to our stock we will shortly have on hand a complete supply of General Hardware and Tools for all classes of trade. At present we carry one of the most complete stocks in San Francisco and are headquarters for—

MACHINISTS AND MACHINE SHOP
SUPPLIES

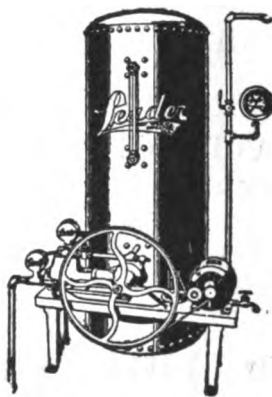
CONTRACTORS' EQUIPMENT
VALVES, PIPE AND FITTINGS
HANDLES, SHOVELS AND WASTE
BELTING AND PACKING

**GENERAL MACHINERY & SUPPLY
COMPANY**

39 Stevenson Street
San Francisco, California

Leader
TRADE MARK

WATER SYSTEMS



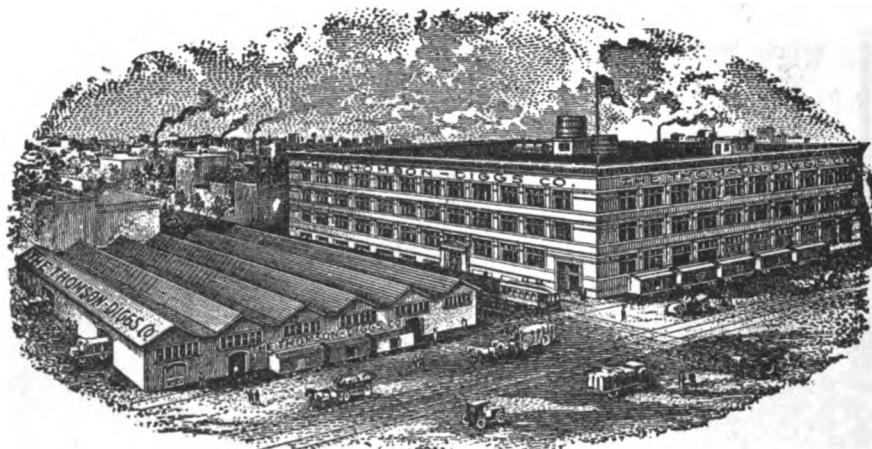
FULLER
AND
JOHNSON
ENGINES
STAR
WINDMILLS
AND
HOOSIER
PUMPS

PACIFIC PUMP & SUPPLY CO.

853 Folsom Street
San Francisco, California
Sole Distributors

THERE ARE MANY REASONS

For the Continued and Increased Growth of Our Trade



If you are one of
our customers you
know them.

If you are not one
we want the oppor-
tunity of showing
you why it will be
to your interest to
send us your orders

The House of Fair and Square Dealing—Ask Our Customers

**EVERYTHING IN HARDWARE, IRON, PIPE AND HOUSE-
HOLD UTENSILS, SPORTING GOODS AND CUTLERY**

THE THOMSON-DIGGS COMPANY, SACRAMENTO, CAL.

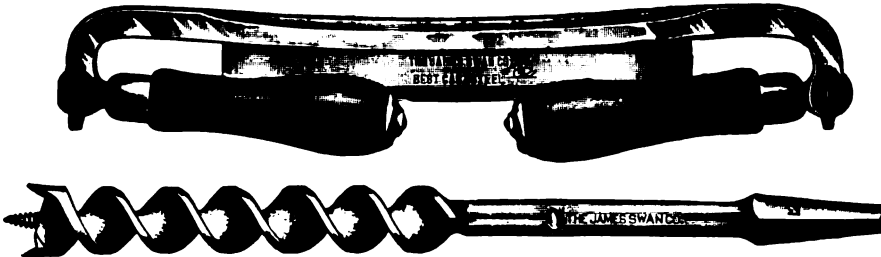
THE JAMES SWAN COMPANY

SEYMOUR CONNECTICUT

**BITS
AUGERS**



**CHISELS
DRAW KNIVES**



**NAIL SETS
GIMLETS**

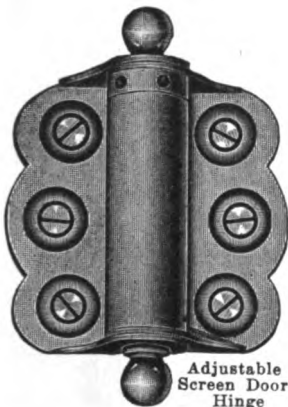


**SCREW DRIVERS
GOUGES**

New York Office: 28 Warren Street
WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION
Sold by THOMSON-DIGGS COMPANY, Sacramento, California

SHELBY SCREEN DOOR HARDWARE

WE ALSO MAKE



Adjustable
Screen Door
Hinge

Floor Hinges, Spring Butts, Door Checks, Push and Pull Plates, Door Holders, Push Bars, Foot and Chain Bolts, Door Bolts, Cupboard Turns, Cupboard Catches, Card Holders, Toilet Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. Ask for catalog today.

The SHELBY SPRING HINGE CO.
SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

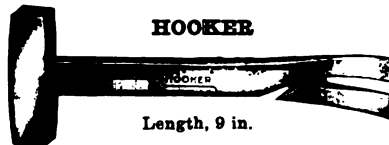
POND HARDWARE CO., **D. L. HERMAN,**
Los Angeles, Cal. Seattle, Wash.

THE BRIDGEPORT HDW. MFG. CORP.

BRIDGEPORT, CONN.

CRATE OPENERS

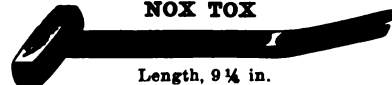
HOOKEE



Length, 9 in.

No. 40. Natural; claw and head polished . . . List \$9 doz.
No. 42. Full polished; heavily nickel plated . . . List \$15 doz.

NOX TOX



Length, 9 1/4 in.

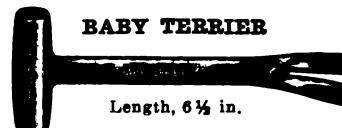
No. 70. Natural Steel Finish . . . List \$6 doz.
No. 72. Full polished all over . . . List \$10 doz.

BOX TERRIER

Length, 9 1/4 in.

No. 82. Nickel Plated and Buffed . . . List \$12 doz.

BABY TERRIER



Length, 6 1/2 in.

No. 76. Natural finish; polished claw . . . List \$6 doz.
No. 78. Highly nickel plated and buffed . . . List \$9 doz.

C. W. GAUSE CO.,
Western Sales Agents,
693 Mission St.,
San Francisco, Cal.

J. C. McCARTY & CO.,
Eastern Sales Agents,
New York, N. Y.



The Trap
With a
Reputation

ARE YOU READY FOR THE BIG SPRING DRIVE?

The time is ripe to begin your offensive against the worst enemy man has, the fly.

It is important to strike the first blows hard, for unless you do, new recruits will swell the enemy's ranks so rapidly, the fight will be lost.

With AVIS SANITARY FLY TRAPS on the firing line, every fly is a "goner" and every resident of your city a "comer" to your store. Get your order in today.

If your jobber does not have them, order direct from us.

MANUFACTURED BY

Avis Hardware Co.
POMONA, CALIF.

Stove Repairs and Waterfronts

DIRECT FROM THE MANUFACTURER TO YOU

Complete stock of Standard Parts made from our own PATTERNS at our own FOUNDRY

This is why we can offer you



LARGEST STOVE REPAIR HOUSE IN THE NORTHWEST

Spokane Stove & Furnace Repair Works

912-914-916 First Avenue, Spokane, Washington

NEW IMPROVED CARPENTER'S TOOLS

NO. 65 L WITH LEVEL

NO. 65 WITHOUT LEVEL



LUFKIN
"Universal"
Try and Mitre Squares

Popular Priced, Accurate, Durable, Well Designed Tools

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Moveable head securely clamped at any point.

Combine in One Tool the Try and Mitre Squares with Blade Adjustable in Length, the Level and Plumb, the Marking Gage, Height and Depth Gage and Separate Rule.

ASK YOUR JOBBER'S SALESMAN

TAPES—RULES—MECHANICS' TOOLS

New York
Windsor, Ont.

THE LUFKIN RULE CO. Saginaw, Mich.

AMERICAN SEAL PAINTS and CEMENTS

"MAKE GOOD"

WITH YOU AND YOUR CUSTOMERS

STAND FOR
QUALITY and DURABILITY

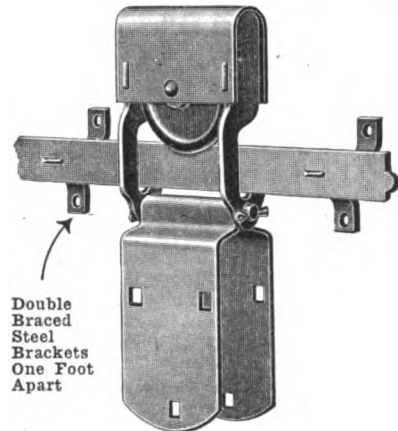


WRITE US FOR DEALER'S PROPOSITION

MANUFACTURED BY

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1921

Lane's Hinge Hanger



Double
Braced
Steel
Brackets
One Foot
Apart

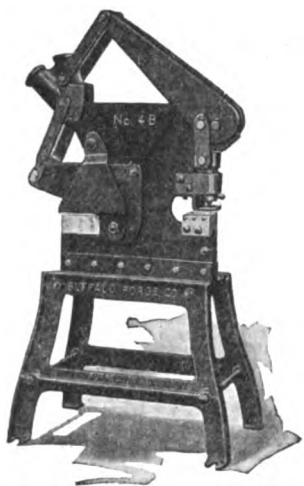
Cannot get off Track. All Steel Frame
Detachable Door Piece

Storm Proof
Bird Proof
Guaranteed

Ask for our complete catalogue

LANE BROS. CO.

RIVER STREET - POUGHKEEPSIE, N. Y.



Buffalo No. 4B Punch and Shear

Made with one piece "Armor Plate" frame. Large capacity and relatively light weight. Powerful leverage makes work easy.

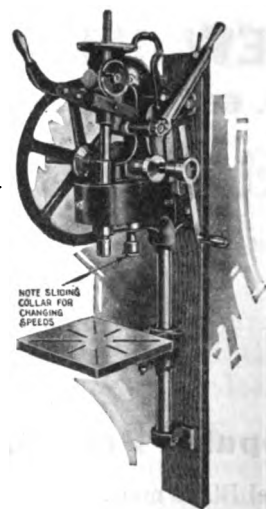
Will punch $1 \times 1\frac{1}{2}$ ", cut 1" rounds, $3 \times 5\frac{1}{8}$ " flats.

Shipping weight, 400 pounds.

"Buffalo"

Forges
Drills
Punches
Shears
Bending Machines
Tire Setters
Woodworkers
Blowers
Exhaust Fans
and
Ventilating Apparatus

Write Dept. 37



Buffalo No. 418 Post Drill

A very efficient hand power post drill. Just the tool for blacksmiths and general repair shops. Every farmer who does his own repair work can find many uses for this equipment. Will drill up to $1\frac{1}{2}$ " with small effort.

BUFFALO FORGE COMPANY - Buffalo, New York

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Albuquerque, New Mexico.....J. Korber & Co.
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Butte, Montana.....Montana Hardware Co.
Denver, Colorado....Moore Hardware & Iron Co.
El Paso, Texas.....Momsen-Dunnegan-Ryan Co.
Fresno, California.....Inland Iron Co.
Hamilton, Montana....The Valley Mercantile Co.
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W. T. McFie Supply Company
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Ogden, Utah.....Geo. A. Lowe Company
Phoenix, Arizona—
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Portland, Oregon—
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Pocatello, Idaho..Salt Lake Hardware Company
San Francisco, Calif.—
Holt Bros.
Scovel Iron Store Company
Spotswood-Helfer Company
Tayler & Spotswood Company
Waterhouse & Lester Company
Salt Lake City, Utah....Salt Lake Hardware Co.
Seattle, Washington.....Gray Brothers
Stockton, Calif.....Hickenbotham Brothers
Tacoma, Washington.....West Coast Steel Co.
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MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOILET, ILL., POUGHKEEPSIE, NEW YORK

FACTS Worth Remembering



In ordering Window or Fly Screen Cloth from your Jobber don't forget these vital facts:

The amount of service and satisfaction your customers get out of Screen Cloth depends almost entirely upon the materials used and the methods employed in the making. The label which identifies every roll of the "Perfect" Screen Cloth is your guarantee of the best materials, accurate mesh, the proper width and a full 100 lineal feet to every roll.

That's why dealers buy all of our wire products, Screen Cloth, Hardware Cloth, Poultry Netting, Fly Traps, etc.

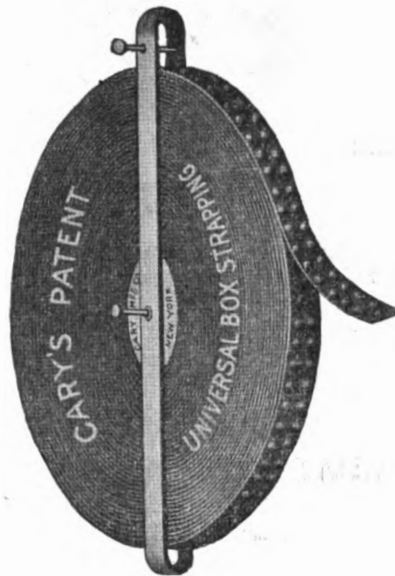
*Please Order Through Your
Regular Jobber*

Manufactured by

**The LUDLOW SAYLOR
WIRE CO.**

ST. LOUIS, MO.

"UNIVERSAL" Box Strapping



"Known the World Over"

Cary's "Divergent" Saw Edge Joint Fasteners



Our new Saw Edge DIVERGENT Fastener with the flat web, is far superior to any fastener manufactured. It has a CONTINUOUS CUTTING EDGE as found on our other fasteners; the flat web is an added feature, which enables the user to center the fastener without loss of time or other annoyances experienced with other fasteners. All of our fasteners are being packed in tin containers of uniform height, which shows up well on stock shelves.

CARY MFG. CO.

BROOKLYN

NEW YORK

"Sterling"

**Hard****TUNGSTEN STEEL****Flexible**

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestioned merit.

We claim Endurance — Dependability — Fast Cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"—tells the story.
SOLD THROUGH JOBBERS ONLY.

CORRESPONDENCE RESPECTFULLY SOLICITED

DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY

Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.

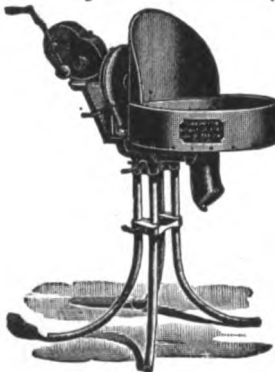
Exclusive Pacific States Representatives

No. 400
Blower

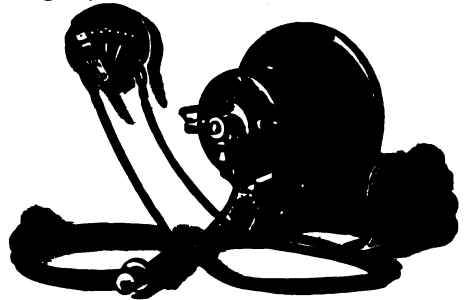


No. 203.
Self-Feed
and Double
Compound
Lever Feed
Drill.

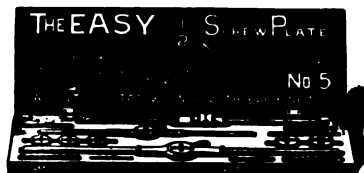
Champion Blowers, Forges, Drills and Screw Plates



No. 401. Rivet Forge



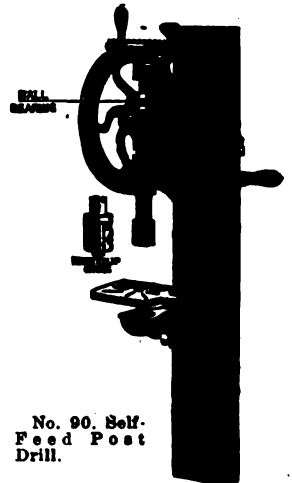
No. 50. Cham-
pion One-Fire
Variable Speed
Electric Black-
smith Blower.



Screw Plates in Four Styles, Cutting up to 1½"

**CHAMPION TOOLS, Built for Service
CARRIED IN STOCK AND DISTRIBUTED
BY ALL THE LEADING JOBBERS**

Write for Our 350 Page Catalog
CHAMPION BLOWER & FORGE CO.
Lancaster, Pa., U. S. A.



No. 90. Self-
Feed Post
Drill.

Save Time and Money

BY USING

Heller's Pivot Door Hardware Shelving

DISPLAY FULLY PROTECTED BY GLASS



STOCK CARRIED IMMEDIATELY BEHIND

IT IS COMPARATIVELY INEXPENSIVE

OF CONVENIENT LENGTHS

EASILY INSTALLED

WILL GIVE LASTING SERVICE

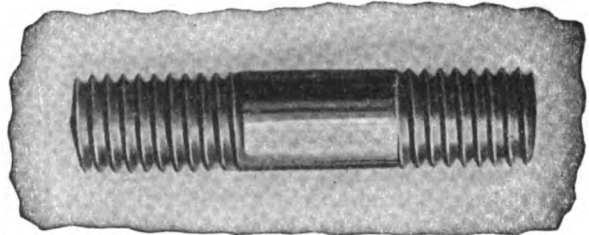
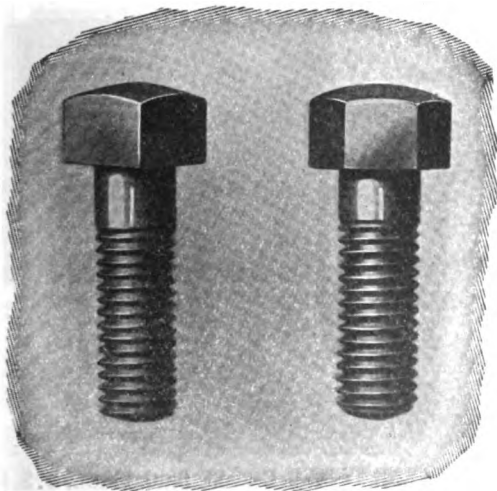
An investment will pay big dividends by the additional sales it will create.

NEW PRICES IN EFFECT

Write today for Catalog 26-H, which describes several types.

W. C. HELLER & CO.

MONTPELIER, OHIO



WM. H. OTTEMILLER CO., York, Pa.

Manufacturers of Cap and Set Screws, Screw Machine Work

REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, California.
Strimple & Cox, L. C. Smith Building, Seattle, Washington.
Taylor, Youngs & Cox, 553 Hollywood Ave., Salt Lake City
Taylor, Youngs & Cox, 723 Colorado Building, Denver, Colorado
Strimple & Cox, Corbett Building, Portland, Oregon



THRIFT is in THE SADDLE

The day of the easy dollar is gone. Thrift is uppermost and —

Our Guaranteed Perfection Economy Cobbler is the one article to put into the home.

It is the Guaranteed Perfection Economy that takes the stitch in time and saves the proverbial nine.

Holds a full complement of lasts, stands, tools and findings, and enables the head of the house to make his own repairs on the family footwear.

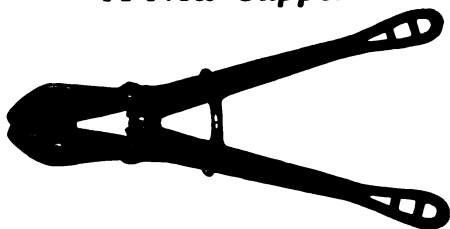
Mr. Merchant, you should stock this Cobbler Set. It sells readily and at a good profit to you.

THE FATE-ROOT-HEATH COMPANY, Plymouth, Ohio

Western Representatives, H. D. TYLER & CO., 512 Pacific Building, San Francisco, Cal.
Fifth Floor, Higgins Building, Los Angeles, Cal. 1022-23 Alaska Building, Seattle, Wash.

PORTER'S New Easy Bolt Clippers

Look!
A New Clipper



12" long; cuts up to 3/16".

The low price will sell it over the counter.
No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

SALES OFFICES:

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, 558 Hollywood Av., Salt Lake City
Taylor, Youngs & Cox, 728 Colorado Bldg., Denver, Colo.

H. K. PORTER - Everett, Mass.

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

**Re-Inforced
Non-Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it

SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.	Baker, Hamilton & Pacific Co.
Union Hardware & Metal Co.	Honeyman Hdwe. Co.
Hoffman Hdwe. Co.	Jensen, King, Bird & Co.
Harper & Reynolds Co.	The Schaw-Batcher Co.
Falling-McCalman Co.	Schwabacher Hdwe. Co.
Marshall-Wells Hdwe. Co.	Seattle Hardware Co.
Holley-Mason Hdwe. Co.	The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.	

THE SPECIALTY MFG. CO., St. Paul, Minn., U. S. A.



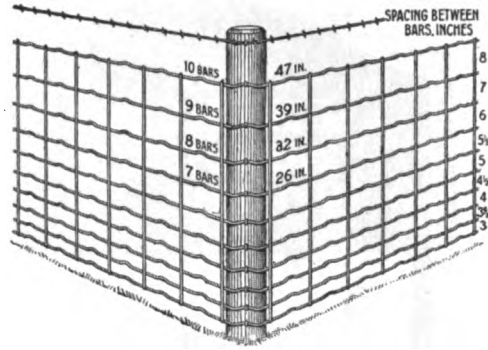
Keep Up Your Fence Stocks

You know that the farmer has put off building new fences just about as long as possible. Never before has he needed fences so badly. He is sure to buy an enormous amount of fencing during the next three years, and we think he'll begin this spring.

Just now it is important that you keep a well assorted stock of fencing on your floor.

When a farmer drives into town to get some fence for the new hog pasture or that south-west forty it's a good plan to have it ready for him; otherwise he may take it home from another store.

We shall be glad to hear from dealers interested in obtaining the agency for our line of fencing and other wire products. We have a very attractive and profitable proposition to offer in available territory.



PITTSBURGH STEEL COMPANY, Pittsburgh, Pa.

Pacific Coast Office: 359-363 Monadnock Bldg., San Francisco, Cal.



Distributors of "PITTSBURGH PERFECT" and "COLUMBIA" WIRE FENCING

DUNHAM, CARRIGAN & HAYDEN CO.
San Francisco, Cal.
Northern California and Nevada

WHITON HARDWARE COMPANY
Seattle, Wash.
Washington and Oregon

SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

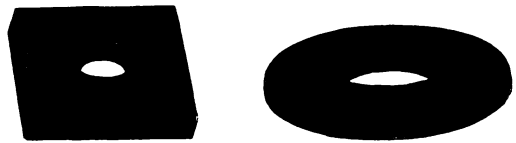
Recognized all over the
United States as the
BEST money and skill
can produce

WRITE FOR CATALOGUE



WARREN AXE & TOOL CO., WARREN, PA. U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

There is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs Fellow Plates Sheared and Punched Plates

PROMPT SHIPMENTS

Wrought Washer Mfg. Co. Milwaukee, Wis.

Coast Representatives
HUGHSON & MERTON, Inc.
San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.;
Seattle, Wash.; Denver, Colo.

FOR
EXTREME
ACCURACY
USE

**EMPIRE
LEVELS**



DEPENDABILITY in Empire Levels is made possible by a consistent manufacturing process. Every level sold under the Empire brand is checked and rechecked to a degree which makes positive **HAIR-LINE ACCURACY** an accomplished fact.

Most jobbers and dealers who handle Empire Levels do so because they realize the business asset of identifying their organizations with products of the highest possible standards and ideals.

The Empire catalog shows a complete assortment of wood and aluminum levels. You should have one in your files.

MANUFACTURED BY
EMPIRE LEVEL MFG. CO.

Milwaukee, Wisconsin

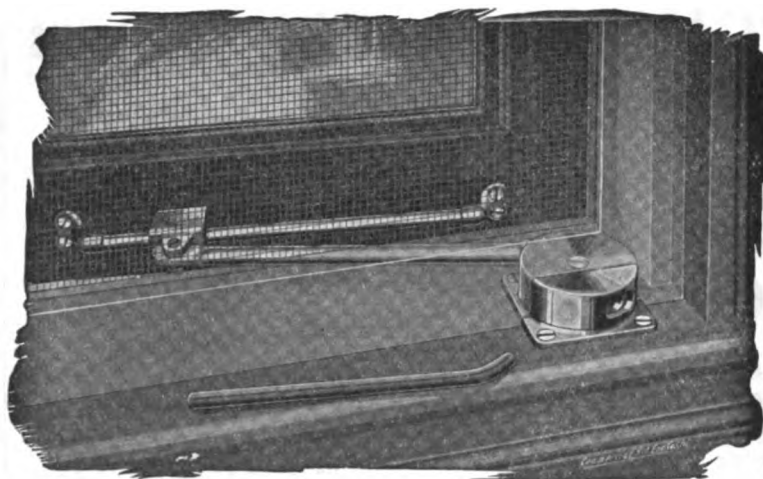
SPRAKE SALES CO., Western Representatives

Prentiss N. Rice
506 Charles Bldg.
Denver

J. E. Hooper
202 Postal Tel.
San Francisco

F. H. Chown
1121 Gasco Bldg.
Portland

G. T. Sprake
216 Higgins Bldg.
Los Angeles



Handle Detached. Out shows Right Hand Casement Adjuster

Superior Casement Adjuster

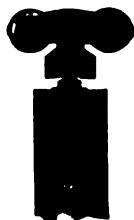
For windows that open out
Operates without disturbing the screen

Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.
550 W. Lake Street, Chicago



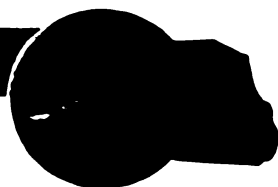
WAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and drawbacks of cheaply built hangers and tracks that are made merely to sell at a low price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.



Roller Bearings

"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED AFTER WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

That quality in screen cloth is being recognized more than ever is further shown by our greatly increased sales of AMERICAN BRONZE. Are you overlooking opportunities for Bronze sales? Avoid copper substitutes, as these are entirely too soft.

ORDER THROUGH YOUR JOBBER

We also manufacture "AMERICAN BRAND" Kopnik, Monel, Copper—
Painted and Galvanized and special grades to order.

AMERICAN WIRE FABRICS CO.

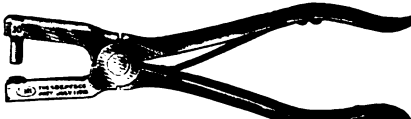
208 So. La Salle Street, Chicago, Illinois

FACTORIES: Chicago, Illinois. Mt. Wolf, Pa.

Representatives:

EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

CHAINS and PUNCHES



THE SMITH & EGGE MFG. CO., Bridgeport, Conn., U. S. A.
"ORIGINATORS OF SASH CHAIN"

TRADE **MARCY** MARK

VANADIUM STEEL Screw Drivers

MR. DEALER—

Screw drivers are much like overcoats, it's necessary to have the right material to give real service.

Our vanadium steel drivers are the "all wool" satisfaction giving kind that please the man who uses such tools to procure his bread and butter.



This is our No. 131 driver, driven through three pieces of $\frac{1}{8}$ " tough steel without injury, and what's more — remember this — it was an unhardened blade without temper.

How would you like to become acquainted with such material plus our skilled hardening and tempering?

ASK YOUR JOBBER

MARCY TOOL WORKS, Inc., Putnam, Conn., U.S.A.

Pacific Coast Agents
SPRAKE SALES CO., INC.

G. T. Sprake
216 Higgins Bldg.
Los Angeles
F. H. Ohown
1121 Gasco Bldg.
Portland

J. O. Hooper
202 Postal Telegraph Bldg.
San Francisco
Prentiss N. Rice
506 Charles Bldg.
Denver



GENUINE CRESCENT WRENCH PARTS

ASSORTMENT No. R. P. 1

The cost of handling orders for repair parts is usually more than the profit if they are only ordered by individual items as needed. On the other hand there is usually a certain amount lost if carried in bulk.

This assortment and container will enable you to give your customers the necessary service and turn it into a profit item instead of a loss.

The assortment is small and includes only parts having the largest sale.

The carton is of cardboard with compartments for each size and measures $4\frac{1}{4} \times 6\frac{1}{4} \times 1\frac{1}{2}$ inches.

A list of the parts together with the retail price is shown below.

The cost to you is that of the parts only at regular dealers' prices, with no charge for the carton.

The assortment contains the following parts:

JAWS			
Quantity	Part	Retail Price, Each	Total
2	4-inch	\$0.25	\$0.50
5	6-inch	.25	1.25
4	8-inch	.30	1.20
2	10-inch	.40	.80
1	12-inch	.60	.60
KNURLS			
2	4-inch	.10	.20
3	6-inch	.10	.30
4	8-inch	.12	.48
2	10-inch	.15	.30
1	12-inch	.25	.25
PINS			
2	4-inch	.05	.10
3	6-inch	.05	.15
3	8-inch	.05	.15
2	10-inch	.05	.10
1	12-inch	.10	.10
SPRINGS			
2	4-inch	.05	.10
3	6-inch	.05	.15
3	8-inch	.05	.15
3	10-inch	.05	.15
2	12-inch	.05	.10

Total Retail Value. \$7.13

CRESCENT TOOL CO.
JAMESTOWN, N. Y.

Star Heel Plates

Mr. Jobber:

Do you know that STAR HEEL PLATES have stood the test for over 25 years and are very profitable for you to handle? Get your share of the demand for STAR HEEL PLATES in your territory by ordering in a stock today.



Made in 7 sizes

Write for samples and prices

STAR HEEL PLATE COMPANY

LOUIS SACKS, INC.

357-391 Wilson Ave., Newark, N. J., U. S. A.

Norcross



**Garden
Cultivators**

LUTHER BURBANK pronounces the Norcross a wonderful implement, using a dozen or more of them on his own estate, and says: "They are the Best of their kind."

Selling a Norcross is selling Quality, Service and Satisfaction to a customer at a moderate cost and an attractive profit. Three sizes, all strongly made and handsomely finished. Order through your jobber and be sure you get the Genuine Norcross.

C. S. Norcross & Sons

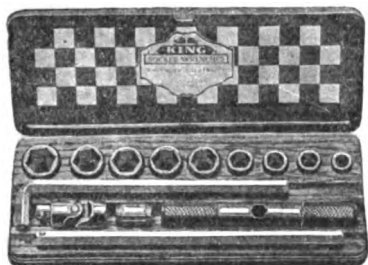
MANUFACTURERS

Bushnell, Ill., U. S. A.

King Socket Wrenches

For
Every
Nut

On
Every
Car



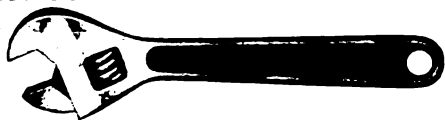
In
The
Handy
Steel
Box

KING PRESSED STEEL & MFG. CO., Boston, Mass.

THE ARROW WRENCH

DROP FORGED

HEAT TREATED



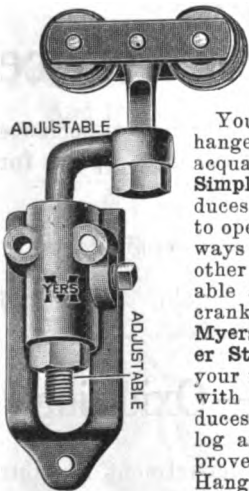
A QUALITY TOOL

An exacting standard is maintained in the manufacture of the Arrow Wrench.

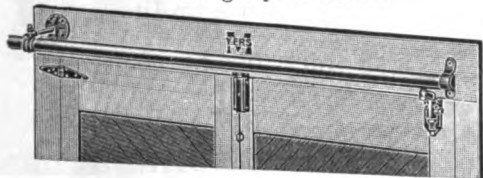
When an order is placed for these tools, there is an assurance of receiving a uniformly high quality.

ARROW TOOL COMPANY, Inc., Buffalo, N. Y.

MYERS Simplex Garage Door Hanger No. 30



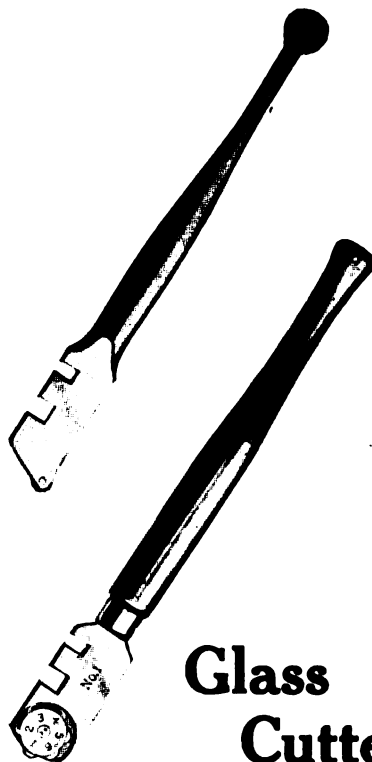
You are familiar with door hangers in general, but are you acquainted with the Myers Simplex—the hanger that produces snug, tight fitting, easy to open and close, all year doorways for garages, barns and other buildings. Being adjustable and fitted with patented crank stem, and used with Myers New-Way Tubular Girder Steel Track, it will please your most particular customers with the door service it produces. Write us today for catalog and prices, and make this proven and practical Myers Hanger your leader.



THE F. E. MYERS & BRO. CO. - Ashland, Ohio
ASHLAND PUMP AND HAY TOOL WORKS

GOODELL-PRATT

1500 GOOD TOOLS



Glass Cutters

With Wheels that Cut Like Diamonds

In the countries of Northwestern Europe, where glass cutting is a highly developed industry, they acknowledge the outstanding superiority of Goodell-Pratt Glass Cutters.

In the largest glass factories of the United States, Goodell-Pratt Glass Cutter wheels are used, because of their lasting qualities.

The superiority of Goodell-Pratt Glass Cutter wheels is due to our methods of manufacture and individual testing.

GOODELL-PRATT COMPANY

Toolsmiths

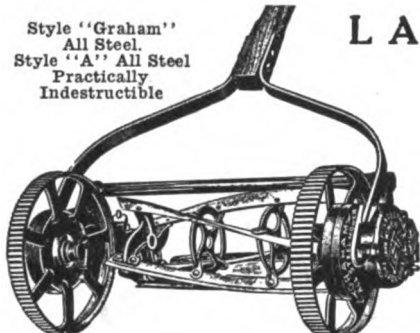
GREENFIELD, MASS., U. S. A.

Greater Demand Every Year for the Genuine

"PHILADELPHIA"

LAWN MOWERS

Style "Graham"
All Steel.
Style "A" All Steel
Practically
Indestructible



Up to the present time the name "PHILADELPHIA" has always stood for the easiest running, longest lived and most satisfactory lawn mower ever made.

Send for Catalog and Discounts Now

THE PHILADELPHIA LAWN MOWER CO.

31st and Chestnut Street, Philadelphia, Pa.

HAVEN & HAVEN, 508 Mission Street, San Francisco
California Selling Agents

Think of a lawn mower that has given such genuine satisfaction for 53 years that every year finds a greater demand for it.

Such is the Genuine "PHILADELPHIA." Dealers who sell the "PHILADELPHIA" know how easy it cuts, how long it lasts and how enthusiastic every owner always is. Little push required to sell because little push is required to cut.

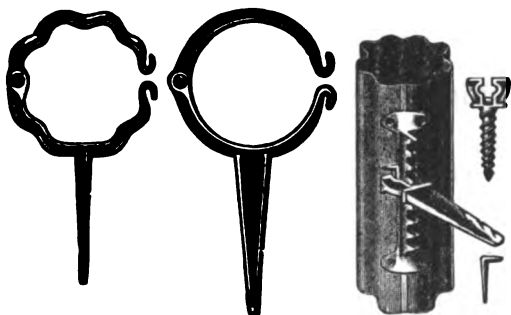
In fact so great is the present demand we are compelled to make the "PHILADELPHIA" in

18 Styles of Hand
3 Styles of Horse
3 Styles of Motor
Power



30" Walking Type — 30" Riding Type —
40" Riding Type
Combination Roller and Mower

Berger's Hooks and Pipe Fasteners



MANY STYLES FOR WOOD OR BRICK
SEND FOR CATALOG No. 9 and PRICES

MADE BY

BERGER BROS. CO.
Office, 229-231 Arch Street
Store, 237 Arch Street
Warerooms and Factory,
110-114 Broad Street
PHILADELPHIA
Manufacturers Tinnern's
and Roofers' Supplies

Complete Stove Repair Service

REPAIRS: Nearly 20 years experience in handling stove and furnace repairs for Northwest Merchants.

COMPLETE STOCK of repair parts.

PLATING: Nickel, gold, silver and copper plating—All finishes.

Galvanizing—Oxidizing

Let us handle this department of your business to show you a profit.

Mail orders filled promptly.

MYER S. RUBENS

JOBBERS — WHOLESALE

1009 W. First Avenue - Spokane, Washington

Quikwerk TOOLS



—and they stay sharp

THE pick that stays on the job longest without redressing is the pick you are looking for. You can be sure of the steel, the temper, and the careful forging of Quikwerk Picks. Finished in black with polished points. All styles shown in our catalog.

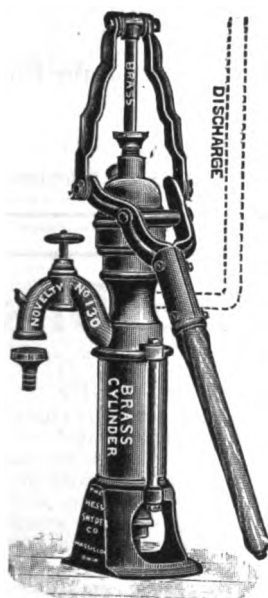
Order Quikwerk Picks through your Jobber

THE WARREN TOOL & FORGE COMPANY

150 Griswold Street - Warren, Ohio

GET IN A SUPPLY OF NOVELTY FORCE PUMPS

And treat your customers to the best.



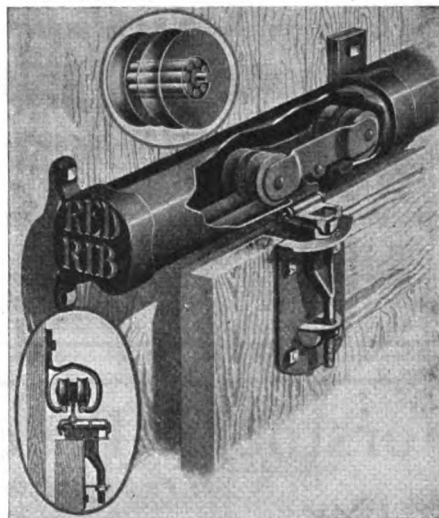
(No. 130)

We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS**. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio



No. 101
Surface
Adjust-
able

RED RIB

Strongest trolley made. Easy running. Tandem wheels, roller bearing, hinged and flexible. The track will not spread because of solid double-grooved wheels and arched treads. Sheds water. Bird proof.

Capacity: {
No. 100 A for doors up to 300 lbs.
No. 100 B for doors up to 400 lbs.
No. 101 A for doors up to 300 lbs.
No. 101 B for doors up to 500 lbs.

NOTE: The wheels run on the arched treads; adds strength, reduces friction. There is a strong guarantee back of Red Rib.

THE TOPPING MFG. CO., Ashland, Ohio, U. S. A.
For 18 Years Safety Door Hanger Co.

Represented by W. R. Voorhees & Co., The Call Bldg, San Francisco

MAYDOLE HAMMERS

THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

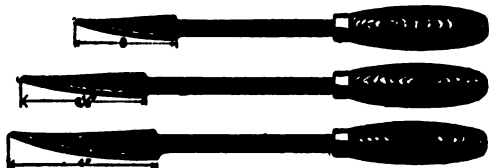
The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.



BUFFUM TOOL CO.

LOUISIANA, MO.

Curved Bearing Scrapers



No. 1766—3-in. Scraper List \$4.20 doz.
No. 1767—4-in Scraper List \$6.00 doz.
No. 1768—5-in. Scraper List \$7.80 doz.
No. 1765—Set of above tools List \$1.50 set.

Three Cornered Bearing Scrapers



No. 1754—Blade 3½ in. List \$3.00 doz.
No. 1754A—Blade 6 in. List \$3.60 doz.
No. 1755—Blade 8 in. List \$4.20 doz.

HIGH GRADE TOOLS FOR HIGH GRADE WORKMEN

C. W. GAUSE COMPANY
WESTERN SALES AGENTS

693 Mission Street - - San Francisco, Cal.

SAND'S CERTIFIED LEVELS

At New and Lower Prices



The lowered prices include SAND'S aluminum, the lightest and strongest level made—together with the various models of SAND'S Levels in Pine and Walnut.

You may as well sell just the level your customer wants. Even the dollar level bears the mark "SAND'S," so long known by expert workmen as the mark of better levels.

Write for descriptive price list. You can get a level for every purpose with SAND'S built-in accuracy.

Remember, lower prices now on the finest levels shown.

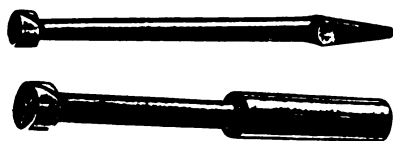
J. SAND & SON

1859 Eivard Street - - Detroit, Michigan

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



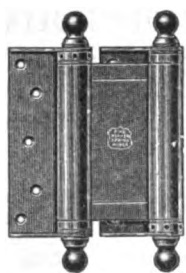
The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gonge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Enquire of Your Hardware Jobbers, or Write Us Direct.

Supplied in Sets

Write for Catalogue

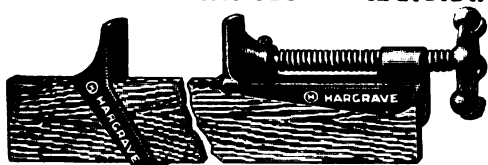


BOMMER

SPRING HINGES

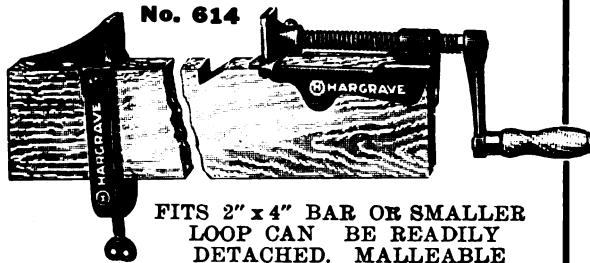
STANDARD FOR OVER 45 YEARS, and steadily improved, retaining superiority over all others. In universal demand. QUICKEST TO SELL. Easiest to apply. **BOMMER SPRING HINGE COMPANY, Manufacturers, Brooklyn, N. Y.**

HARGRAVE CLAMP FIXTURE No. 615 HARGRAVE



FITS $1\frac{1}{8}$ " x $2\frac{1}{4}$ " BAR. MALLEABLE IRON PARTS AND STEEL SCREW

UNIVERSAL CLAMP FIXTURE No. 614



FITS 2" x 4" BAR OR SMALLER
LOOP CAN BE READILY
DETACHED. MALLEABLE
IRON PARTS WITH STEEL SCREW.

Our New Complete Catalog Mailed Upon Request

THE CINCINNATI TOOL CO.
Montgomery and Waverly Aves.
CINCINNATI, OHIO

CARLSON & FRAHM, Pacific Coast Representatives
288 Market Street, San Francisco, Cal.
1242 W. 36th St., Los Angeles, Cal.

Dame Rumor

has it that we have sold out. **This we emphatically deny.** In fact, the foundation of such a rumor is a mystery to us.

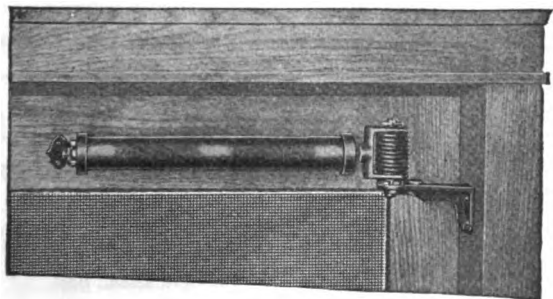


We will continue to manufacture a complete line of WOOD SCREWS and as our motto is: Quality—Service—Satisfaction—your inquiries are respectfully solicited.



Continental Wood Screw Co.
New Bedford, Mass.

Pacific Coast Representatives
ANDREW CARRIGAN CO.
San Francisco Los Angeles Seattle Denver



The Smith Screen Door Check

Closes the Door Quietly and Firmly
A QUALITY PRODUCT

MADE BY

F. H. Smith Manufacturing Co.
3037 Carroll Avenue, Chicago, Illinois

Manufacturers of
Rivet and Fastener Setting Machines

McCaffrey
FILE CO.
PHILADELPHIA

*Good Teeth and
Good Temper*

"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."

Established 1863

SPRING'S CALL MEANS OVERHAULING AND NEW TOOLS

Of all the tools in an Autoist's Kit the Pliers and Wrench are the most useful and therefore the greatest in demand.

Stock "Queen City" Wrenches and Bergman Pliers and you easily meet the most exacting demands.

FULLY GUARANTEED
Write us now for samples
and prices.

**BERGMAN TOOL
MFG. CO.**

**BUFFALO
NEW YORK**



The New "Triumph"

GOPHER TRAP

MANUFACTURED BY
TRIUMPH TRAP CO., INC. ONEIDA, N. Y.

**Lowest Priced Trap
Easiest Trap to Set
Powerful in Action**

PACKED
1 Doz. Traps in Box
1 Gross in a Carton

READY TO SHIP

For sale by the Principal Hardware Jobbers of the West

TAINTOR POSITIVE SAW SETS

Have Set the Saws
and have Set the Pace
for over a Quarter
Century. Send for
Booklet: "Care of
Saws."

Taintor Mfg. Co.
113 Chambers St.
New York City

BARTLETT

Compound
Lever
Snips and
Pruning
Tools

Best tool steel and even cutting jaw. Made
in all sizes. Fully guaranteed.

BARTLETT MFG. CO. - 36 E. Lafayette Street, Detroit, Mich.

SILVER LAKE SASH CORD

NET WEIGHTS FULL LENGTHS

Silver Lake Co. - Newtonville, Mass.

With the—

Precision Key Machine

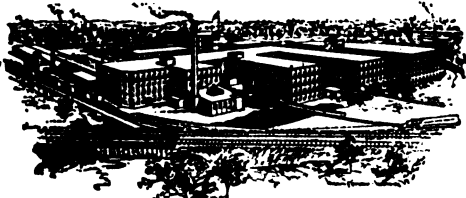
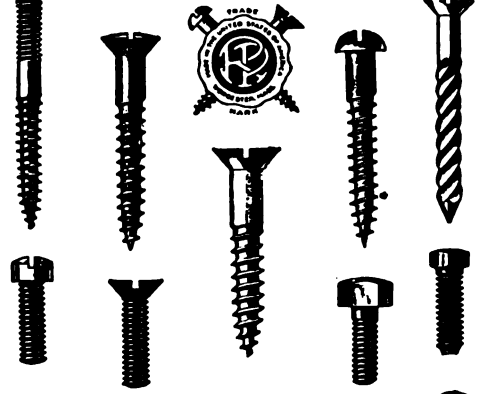
Anyone can cut a perfect
duplicate of any Yale
type key in less than
one minute. Machine is
automatic. No experi-
ence or skill necessary.
Write for descriptive
booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Ham'ton Avenue, Allentown, Pa.

THE PACKHAM Stove Pipe Crimper and Bender


MADE BY
THE PACKHAM CRIMPER CO.
MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us

WOOD SCREWS
MACHINE SCREWS SET SCREWS STOVE BOLTS
RIVETS BURRS BOLTS NUTS

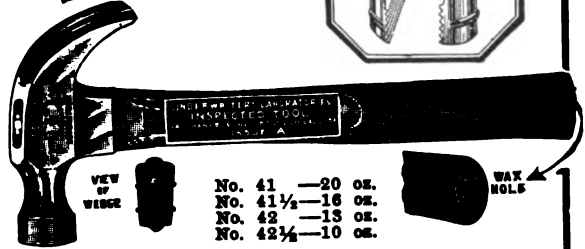
REED & PRINCE MFG. CO.
MAIN OFFICE AND PLANT, WORCESTER, MASS., U. S. A.
BRANCH, 121 NORTH JEFFERSON STREET, CHICAGO, ILL.



No More Loose Handles

The VAUGHAN'S Expansion Wedge

is a notable improvement in Hammer construction. You can always keep the Handle tight.



No. 41 — 20 oz.
No. 41½ — 16 oz.
No. 42 — 13 oz.
No. 42½ — 10 oz.

All hammers with the VAUGHAN'S EXPANSION WEDGE are sold under our UNCLE SAM BRAND. Uncle Sam Hammers are the only Hammers that have the Underwriters' Laboratories Label as an inspected Tool. Write for Booklet No. 10 which describes in detail how the Underwriters tested and approved Uncle Sam Hammers.

VAUGHAN & BUSHNELL MFG. CO.

2114 Carroll Avenue



Chicago, U. S. A.

Ask Your Jobber for Caldwell Sash Balances



33 years of service PROVES their superiority. They counter-balance sashes perfectly. Cheapest method for modernizing old windows.

CALDWELL MFG. CO., Rochester, N. Y.

TRADE MARK Red Devil Tools



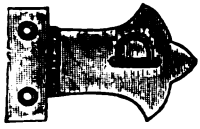
National Advertising Makes Them Easy Selling Tools

National advertising in all the big magazines is making lots of new customers and keeps the goods moving off your shelves. We make it still easier for you to sell them—we supply you free with circulars, display hangers, cuts, etc.


Write for catalog and new trade prices

SMITH & HEMENWAY CO., Inc.
Manufacturers of "Red Devil" Tools
272 Broadway, New York, N. Y.


Western Representative: N. L. Zeagler,
715 Colorado Bldg., Denver, Colo.



No. 811




No. 480




No. 284

THE BRAINERD LINE
BOX, CHEST, REFRIGERATOR, CABINET,
FURNITURE TRIMMINGS

IN STOCK FOR PROMPT SHIPMENT
THE BRAINERD MFG. CO.
East Rochester, N. Y., U. S. A.




No. 578




No. 6



No. 99



No. 545



No. 840

ACME PATTERN WORKS, Inc.

MANUFACTURERS OF

Mason, Carpenters and Plasterers Quality Tools

487 to 495 56th Avenue, W. Allis, Milwaukee, Wis.

Plain and Brass Bound
Brick Layers Levels,
Pine Wood

Plasterers Levels
Carpenters Black Walnut
and Pine Levels

Carpenters Aluminum
Levels

Plasterers Faddles

Wood and Aluminum
Plasterers Darbies

Plasterers Floats, Velvet
Cross Grain and Stand-
ard Straight Grain,
Pine

Wood and Aluminum
Plasterers Warpless
Hawks

Torpedo Levels

Represented by
W. R. Voorhees, Call Bldg., San Francisco, Cal.

SWEDISH TOOLS are noted for their durability



"BANKO" SCYTHES are the best Swedish scythes made. They are made of three steel layers, two soft and one hard, which have been forged and drawn out by hammering. They are warranted to hold their cutting edge and are perfectly balanced. Cutting edge is polished, all other parts forged black finish and oiled. Will fit any American Snath.

★SSA★

A BETTER TOOL MAKES A BETTER MECHANIC. SSA pliers represent the highest possible quality and may—for strength, durability and elegant finish—be considered in a class by themselves. Model pictured is No. 25 combination pliers, extra strongly made with riveted joints. Comes with metal or rubber insulated handles.

— SOLD BY —
SCANDINAVIAN-WESTERN
IMPORTING CO., LTD.
116 Broad Street, New York City

WESTERN IMPORTING COMPANY
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The "NEW DUMACO"

ADJUSTABLE NOZZLE

is the quickest-seller on the market.

You can sell more garden-hose nozzles this coming season than you ever sold before. The "NEW DUMACO" will do it for you.

AND why? Listen—

In construction it is the latest thing. It is manufactured out of solid brass rod, fine grained brass casting, and a specially improved packing, that makes leakage absolutely impossible.

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In price it is the most profitable for you to handle. We sell it much lower than any other is offered at.

The "NEW DUMACO" means steady money-making sales for you. "It Sells BEST Because It Is BEST!"

Sample on request. Write direct, or to your jobber, for special rates and terms.

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We also manufacture Couplings and other Hose Accessories

Write today for your free package of

"PENNSYLVANIA"
Quality

Lawn Mower

New

SALES - HELPS
for 1922



PENNSYLVANIA LAWN MOWER WORKS

FOUNDED 1877

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The Sure and Easy Way

A slight thumb pressure does the trick—with Wilkins Gauge Glass Cutter

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Western Representatives, SPROAKE SALES CO., Inc.

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Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

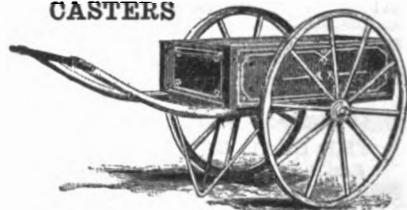
Sash Cord Shade Cord
Clothes Lines Masons' Lines
Solid Braided Rope Chalk Lines

Send for catalogue and samples

SAMSON CORDAGE WORKS - Boston, Mass.

JOHN T. BOWTREE, INC., Rep.
San Francisco, Los Angeles, Seattle,
Denver, Salt Lake City

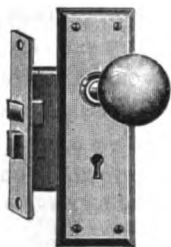
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Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

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Manufacturers of
BUILDERS' HARDWARE
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Display Your Wire Cloth—

Bowser Wire Cloth Display Racks are:
Convenient for clerk and customer.
Efficient—Goods displayed are sales made.
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7-Roll Rack
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Crank for
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Yard Stick
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for size and
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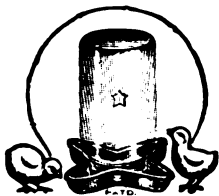
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R. M. BOWSER & SON

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PATENTEES AND MANUFACTURERS

Moe's Line of Good Poultry Supplies



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Chicago, Ill.

412 No. Ashland Ave.

Raising poultry is popular and profitable everywhere. Your customers buy poultry supplies and the Hardware man is the logical man to take care of their needs. You can easily sell Moe's poultry yard fixtures along with your wire netting, garden tools and house furnishings.

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Quick Shipments from Chicago, Ill., and Los Angeles, Calif.

Ask your Jobber and send for our new catalogue



MOE'S LINE

GARDEN
TROWELS
AND
WEEDERS



MOE'S LINE



Round
Chick Feeder

Los Angeles, Cal.

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First
Solid Forged
Anvil
Made in America
Over 300,000
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Fully Guaranteed

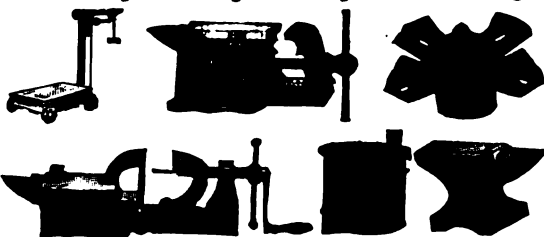
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Strimble & Cox, Corbett Building, Portland, Oregon
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ALL GOOD SELLERS

PRICED TO SUIT THE TIMES

Write today for catalogue. Many other useful things



AMERICAN SCALE CO., Sta. B, Kansas City, Mo.

Pin Tumbler Padlock



**Highest Grade
Greatest Security**

No. 159—1½ inches
No. 160—2 inches

Black, rust-proofed iron case, bronze metal shackle, cylinder and trimmings. 144 key changes. 4 pin tumblers. 2 keys with each lock. Each in an individual box. ½ doz. in a container.

**A TYPE SELECTED FROM ONE OF
THE LARGEST LINES OF PADLOCKS
IN THE WORLD**

**MADE ONLY BY
FRAIM-SLAYMAKER HARDWARE CO.
LANCASTER, PA., U. S. A.**

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Will pay for themselves in a short time by enabling you to wait on more trade, save the wear and tear on your fixtures and goods, as well as bring the appearance of your store up to date.

Write for catalogue showing a large number of styles suitable for all kinds of shelving.

MILBRADT MFG. CO.

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Drifting Pick for Mines

NORTHERN HANDLE CO.

Manufacturers of
"POINTER BRAND"

Guaranteed Best Quality
HANDLES

Axe, pick, hammer, hatchet, Cant Hooks, Peavey and Pickaxe Handles

Price List upon Request

NORTHERN HANDLE CO.
Bowling Green, Mo., U. S. A.

Regular Single Bit Axe

ARM AND HAMMER anvil anatomy!

BODY: Wrought iron makes them the toughest and last the longest.

FACE: Highest grade crucible tool steel plate, welded on solid.

FOOT: Good liberal spread of base gives solid rest, stability.

PROPORTIONS: Design of horn, heel, face and body, give balance.

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COLUMBUS, OHIO, U. S. A.

Gilson Garden Tools

Have proven Live Sellers wherever shown. They get the weeds out of gardens and cash into the dealer's till. Write today for catalog and prices.

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Manufacturers of Punches and Sets (hand drive and foot power) for Leather, Cloth and Metal. Punch Tubes, Punches and Dies. All kinds and sizes made to order. Write jobber. Booklets free. Established 1858.

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SEND FOR OUR DEALER PROPOSITION

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In Addition to Dampers and Lid Lifters

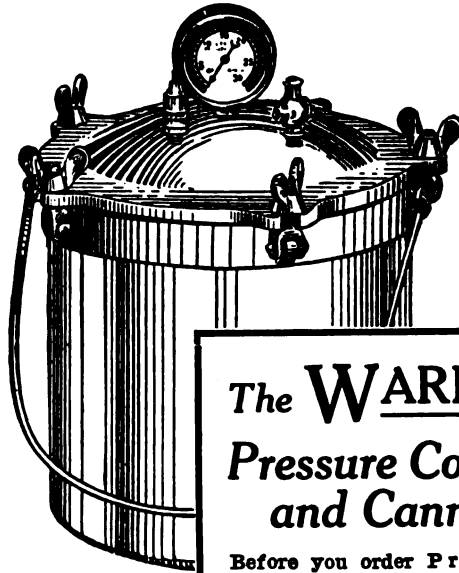
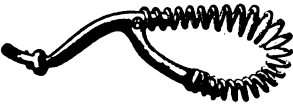
We manufacture a complete line of good profit-paying hardware accessories.

The Damper illustrated above is only one of the many types we offer. All are specially designed to give long satisfying service.

Our Lid Lifters, too, are made in all wanted lengths and finishes. The type illustrated is of modern construction and retails at a very attractive price.

Send for our catalog and price lists.

ARCADE MFG. COMPANY, Freeport, Ill.



The **WARNER** Pressure Cooker and Canner

Before you order Pressure Cookers, get our prices. We make cookers in huge quantities with special cost reducing machinery.

THE WARNER MANUFACTURING COMPANY

Dept. H-W

OTTAWA, KANSAS



Raises
9 Feet High
for Drying

Little Giant Clothes Reel

Guaranteed FOREVER against defective material and workmanship. Made of galvanized pipe and has 125 feet of soft, smooth, steel galvanized wire line. Will last almost indefinitely and is unlike anything else made for the same purpose. Cheaper than wooden posts with arms and wire. Easily and quickly erected and location can be changed any time.

Useful for rug cleaning, airing clothing, etc. One erected in any neighborhood sells many more.

Bought by people who take pride in their home premises and by men who love their wives.

Little Giant Clothes Reels are ORNAMENTS, not EYESORES.

Prevent wet feet, colds and other illness from same cause. Save doctor bills and lighten work.

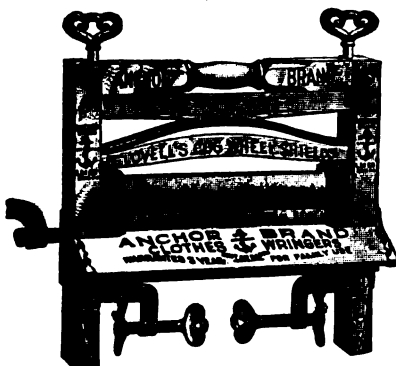
Order from your jobber or direct from

LITTLE GIANT COMPANY
229 Rock St., MANKATO, MINN., U. S. A.

Established 1876



Lowers to
4 Feet for
Loading



Have You Proved This?

We have proved that a correct design in a universally used article, manufactured strictly for improving its service to the public, will in due time build up a productive organization able to revolutionize previous habits in that line.

Take Clothes Wringers.

Clothes Wringers to-day are common and inexpensive.

But they are only common because Anchor Brand led the way.

Anchor Brand is the Clothes Wringer for most American families.

Anchor Brand Clothes Wringers

LOVELL MANUFACTURING CO., ERIE, PA.
Largest Manufacturers of Clothes Wringers in the World



L. M. Co.
Erie, Pa.

Women Know It— Women Want It— Have You Got It?

Women everywhere know Stovoil is the only preparation that successfully fights rust. The Story of Stovoil is constantly hammered home to them through our advertising in the big women's magazines. This means BUSINESS for every hardware store—clean business, rapid turnover and a steady comfortable profit week-in and week-out.

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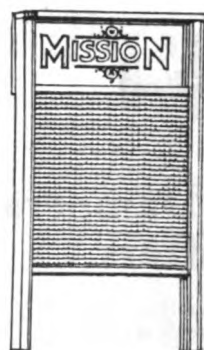
"The Enemy of Rust"

is a quick, sure worker against rust. It cleans and at the same time leaves a fine satin finish. Over 90% of all operating gas companies use and recommend it—it is approved by every domestic science laboratory to whom it has been submitted for test. And it **MAKES GOOD**. No "come back" with Stovoil—nothing but sales—sales—sales.

Stovoil is made right—priced right—sold right. Every day you delay writing us means lost profit, so **DO IT NOW**. Just say "Show me" on your letter-head and mail it to

Tom Tap

SUPERIOR LABORATORIES
Dep't 513, Grand Rapids, Mich.



HOWARD WOODENWARE

Made of Select Sitka
Spruce
Ironing Boards
Pastry Boards
Clothes Driers
Step Ladders
A COMPLETE LINE OF
Washboards

The Rubbing Surface Plates in the HOWARD Washboards are all of the best materials. The frames are of Sitka Spruce, Strong, Durable and Bright Appearing. The quality of the HOWARD LINE has been established for years.

If you can't obtain these goods from your jobber, write us and we will be pleased to see that you are supplied.

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Representatives
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San Francisco—L. J. Woodson, 112 Market Street
Portland—Strimple & Cox, Corbett Building

TRINER Slanting Dial FAMILY SCALES



CAPACITY
24 LBS.
BY OZ.
PAT. U.S.A.
MAY 1, '06
ALSO
ABROAD

- No. 24, Steel Platform
- No. 25, Tile Platform
- No. T-25, Polished Tin Scoop,
With Steel Forks
- No. T-26, Steel Platform and
Polished Tin Scoop

Can be kept in any convenient place, as it occupies very little room, its dimensions being 7 in. high, 6 in. wide, 7 1/4 in. deep. Dial 6 in. in diameter.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.
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W. F. HORN & CO.
Pacific Coast Representatives
Bialte Building, San Francisco, Cal.
Los Angeles Portland, Ore. Seattle, Wash.

The silver burnished dial sets at an angle and can be read without stooping.

Platform is supported by double steel uprights, distributing weight and insuring accuracy.

Made throughout of the best cold rolled steel, light and strong.

Finished in heavy black enamel, beautifully decorated.

O. LINDEMANN & CO.

35-37 Wooster St., New York Established 1863



Manufacturers of JAPANNED, BRASS and
TINNED WIRE

Bird Cages and Cage Sundries

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Representative for California
T. D. McLean, L. G. Smith Building, Seattle, Wash.
Representative for Washington, Oregon, Idaho,
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Goods Well Displayed —Over Half Sold



**HERRICK and
DUNBAR Tool
and Display Racks
are Wonderful
Salesmen**



Let us mail you descriptive matter telling of results of these Sales Helps

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**HIGHEST QUALITY — BEST WORK-
MANSHIP — MORE ACCURATE —
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PRICE will agreeably Surprise You

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Acme Level & Mfg. Company
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THE Perfection Cooler

**Metal Body
Heavily Insulated**

**LARGE ICE AND
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Most effective and durable
cooler on the market

Perfection Cooler Co.

Michigan City, Ind.

C. F. BUST, Representative,
268 Market Street,
San Francisco, Cal.



ENTIRELY NEW

Shipping Early in April

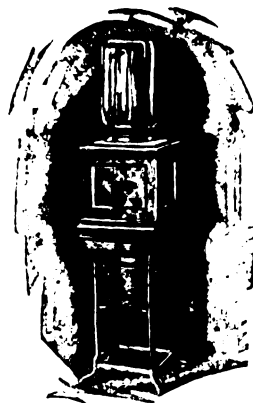
LADD BEATER No. 00

(Same size as No. 0 but
Cheaper Than Any)

Excellent wood, white-enameled handle for white kitchens; easy to hold. Every dealer wants. Will go like wild fire, account superior Ladd quality. Send immediately for sample and prices, or better still, Send Us Your Order.

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Representatives: Omer Cox, Atlas Building, 604 Mission St., San Francisco, Calif.; Sands & Cox, San Fernando Building, Los Angeles, Calif.; Strimple & Cox, L. C. Smith Building, Seattle, Wash.; Taylor, Youngs & Cox, 553 Hollywood Ave., Salt Lake City, Utah; Taylor, Youngs & Cox, 723 Colorado Bldg., Denver, Colo.; Strimple & Cox, Corbett Bldg., Portland, Ore.



Summer Time Profits

Get ready now for Summer Time Cooler Business. Offices, Factories and Institutions are ready to buy the RIGHT KIND of Coolers, if you have them in stock when wanted.

Customers are bound to see a "ROTAX." It can't be overlooked. It has that sturdy appearance of efficiency which attracts instant and favorable attention.

Summer Time is only two jumps away—send us your order at once.

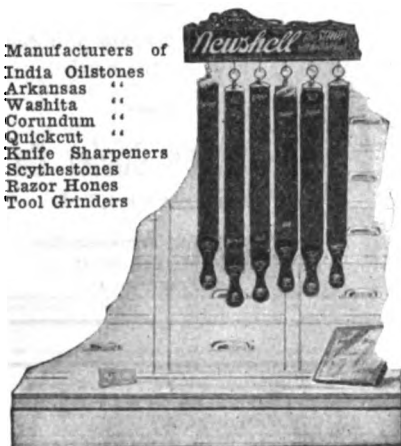
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ROTAX COMPANY, Inc., 384 East 133rd St., New York



NEWSHELL RAZOR-STROPS

Manufacturers of
India Oilstones
Arkansas "
Washita "
Corundum "
Quickcut "
Knife Sharpeners
Scythestones
Razor Hones
Tool Grinders



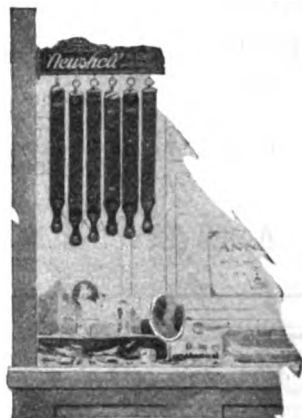
Contents and Description of Special Assortment

One dozen strops as listed below, packed with Newshell razor strop hanger.

No. 49—(2 only)—19 x 2". A big value at a small price. Genuine Newshell finish strop. Sharpen strop is selected razor strop web specially treated. Has plate swivel with arrow loop. Retail for 50c each.

No. 75—(2 only)—21½ x 1½". A dandy double leather strop which retails at a very reasonable price. Open end handles neatly embossed. Nickel plated wire swivel. Retail for 75c each.

No. 100—(2 only)—22¼ x 2¼". A particularly bright and attractive strop. Finish strop is red and sharpen strop black. Malleable iron swivel, hard rubber finish. Retail for \$1.00 each.



No. 101—(2 only)—22¼ x 2¼". Very similar to No. 100 except both finish and sharpen strops are black and swivel is nickel plated. Retail for \$1.00 each.

No. 126—(2 only)—28 x 2½". A dandy strop for the practical man. Both front and back finished in black. Stitched handles are padded and nicely embossed in silver. Nickel plated English pattern swivel. Retail for \$1.25 each.

No. 250—(2 only)—25 x 2¼". A big, rugged strop that will delight the man who knows a good razor strop. Handles are open end, neatly stitched and beautifully embossed in gold. Bevel edge swivel has adjustable clamp and Penny-in-the-Slot feature permitting removal of either strop. Retail for \$2.00 each.

Every strop in the above assortment is made from Newshell—the proven leather for razors. It will pay you to ask for our Special Introductory Offer

PIKE MANUFACTURING CO. - Pike, New Hampshire

A. W. PIKE & CO., Pacific Coast Agents, 715 Mission Street, San Francisco, California



The complete, compact, distinctive line in handy household cans—full-size, full measure. **RETAILS 20 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

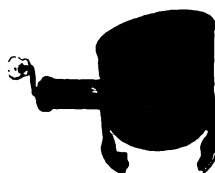
Dealer's Assortment (30 doz.).....\$37.50
Jobber's Assortment (12 doz.).....15.00
Open Stock, all colors, per gross.....15.00

2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MORTAUX PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.



GENUINE HUNTER'S SIFTER

Standard of the World
Since 1880

Sectional View Showing Construction Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

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AUTOMATIC STRIKER SPOON**

Automatically
hooks the fish
the instant he
strikes.



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SOUTH BEND BAIT CO., Eastern Distributors
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More sales, more satisfied customers.
Send us your order today for the
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NORTHLAND SKIS.
New attractive prices.

World's Largest Ski Manufacturers
NORTHLAND SKI MFG. CO., 26 Merriam Park, St. Paul, Minn.

AT \$5.00 RETAIL**At a Popular Price**

*The Most Wonderful Air Rifle
Ever Invented*

Different from All Others

ORDER NOW from your jobber or
write us direct for full information
regarding the only **ORIGINAL PUMP
GUN FOR MEN AND BOYS**, always
in great demand. Sample on request.
Attractive discounts.

Benjamin Air Rifle & Mfg. Co.

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The Benjamin

**A REAL PUMP AIR RIFLE
ONE STROKE OF THE PUMP AND YOU CAN SHOOT**

POWERFUL and ACCURATE. Works on the same principle as Air Drills and Air Hammers. Shooting power always under your control. Each stroke of the gun increases the shooting power. One to four strokes all that is ordinarily required. Never loses its shooting force. Absolutely safe, holding the compressed air for some time. You do not drop in shot until ready to shoot at your object. Nothing to wear out but the valves which ought to last several years, when they can easily be replaced by anyone at a very small cost. Stock of turned walnut, and separates from barrel. Gun is then only 23 inches long.

HOPPE'S

Nitro Powder Solvent No. 9

(Trade Mark Registered)

**For Cleaning High Power
Rifles, Shotguns and Revolvers**

Nitro Powder Solvent No. 9 is guaranteed
to thoroughly remove the residue and stop
acid action of any High Power Powder
and make rifle-cleaning easy.

Highly endorsed by the most prominent
riflemen and sportsmen of America.

**Removes and prevents rust
Removes metal fouling and leading**

FREE

A five-color attractive counter display
stand to hold eight bottles of our Nitro
Powder Solvent No. 9.

Send us your name and address and men-
tion "Hardware World."

NITRO POWDER SOLVENT No. 9

Manufactured only by

FRANK A. HOPPE, Inc.

2314 N. Eighth St.

Philadelphia, Pa.

Eastern Representative:

ED. W. SIMON
258 Broadway
New York City

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H. L. BOWLES
217 Mason Opera House Bld.
Los Angeles, Cal.

Joe Welsh Leaders

The genuine Teler-
ana Nova is the
cheapest and best
by actual test.
Thousands of the
best anglers in the
world are using
them. Why not
you? Universally
praised, strong,
knotless, durable;
one trial will con-
vince the most skeptical. For trial, I will mail
you a 3 ft. in any Bass or Trout size for 25c; 6 ft.,
50c; or 9 ft., 75c. One Leader will last you two
seasons and then be good. Prices for Salmon
sizes on application.

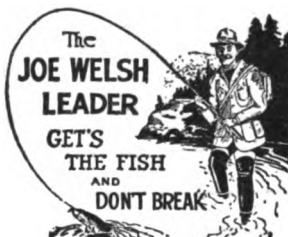
Again, here is what the average angler has
been looking for: Limerick Hooks, T. D. Eye No.
2, 4, 6, 8, 10, and 12, tied on Joe Welsh's Snells,
making the hook the weakest part of your tackle.
All sizes \$1.00 per dozen. Save your fish by using
this new snelled hook. They do not get brittle
with age.

The Blue Devil darning needle floats. Bass and Trout
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The "Welsherana" transparent minnows in five
colors are the latest and best in Plugdom. Trout and
Bass sizes, \$1.00 each, can be used
on a fly rod or bait casting rod.
A sample order of the above will
prove to you that Joe Welsh's goods
is in a class by itself.

Dealers can make good profits by
handling this popular leader.

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PASADENA, CALIFORNIA

**IVORY HANDLE CO.****BURNT IVORY BRAND SECOND GROWTH HICKORY**

Axe, Pick, Sledge, Hatchet, Hammer and all Mining Tool Handles. Known everywhere as the Best.

IVORY HANDLE COMPANY . **Hope, Arkansas**

The DUMBWAITERS and ELEVATORS

MANUFACTURED BY

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ARE DESIGNED TO BE HANDLED BY HARD-
WARE STORES

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Write for Bulletin No. 4-U — 23-A

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at
Michigan
City,
Ind.



"Red-E-For-Use"

RAZOR STROPS

Prices Guaranteed against decline to date of shipment. We have reduced our line to the very best numbers in each price. We manufacture them in large lots for stock. We can deliver the goods promptly. Write for selected standardized list and short line Quality samples.

GIBFORD MFG. CO. (not Inc.)
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We want to make you acquainted with the wonderful selling value of **EUREKA CEMENT**. It is cheaper than any other Cement on the market—it is guaranteed—it will satisfy you and your customer.

The handsome display card holding twelve 15c tubes **SELLS ON SIGHT** and A SURE RE-PEATER.

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THE ONLY
GENUINE

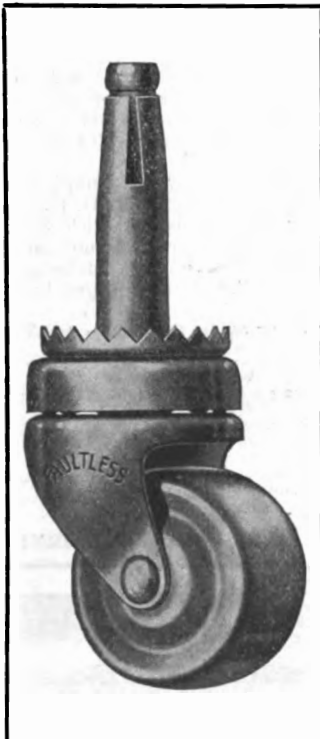
AL WILSON

**SPINNERS
BASS SPOONS
CONNECTING
LINKS**

With the Safety
Catch

Famous from Pacific to Atlantic for workmanship and material.

Order through your jobber Write us for catalog
AL WILSON CO., Williams Building, San Francisco



Faultless Ball-Bearing Casters

Of the same high standard that characterizes the entire **FAULTLESS** line. A beautiful caster, neat appearing—built with lines that conform to the custom of furniture made today—manufactured to a precision, no rough corners or unsightly scratches, symmetrical. These are a few of the extraordinary features that are standard in this new

FAULTLESS BALL BEARING CASTER

Made in all sizes and finishes, with maple, lignum-vitae, steel, cast-iron, fibre or felt wheel. Send for sample best adapted for your purpose.

Faultless Caster Company

Executive Offices

Evansville, Indiana

Eastern Sales Office: 200 Fifth Avenue, New York

"Moves the
FAULTLESS
Way"



BY INVITATION
MEMBER OF



Pete Says—

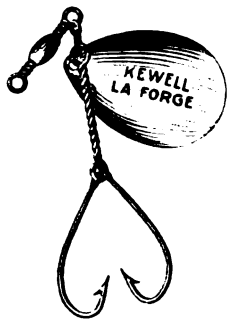
"DOG MY CATS, BOYS,
THERE'S JUST ONE
KIND O' CARTRIDGES
THET 'LL HIT 'EM
HARDER AN' KILL
'EM DEADER—TRY IT
AN' SEE."

PETERS AMMUNITION

THE PETERS CARTRIDGE CO.,
585-587 HOWARD STREET,
SAN FRANCISCO



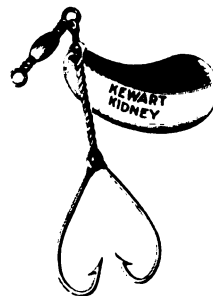
(P) BRAND (P) PETE



Kewell Laforge



"Ber Val"



Kewart Kidney

TRY ONE FREE!

To members of the trade, writing on business letterheads, we will send a sample spinner this month as an introductory offer. See for yourself!

Get Your Share From Fishermen DEALERS PROFIT—SPORTSMEN DELIGHT

New "Indian Chiefs," Enamel Finishes: Take the place of the "wooden plug" in the minds and kits of black bass anglers.

Kewell Laforge Spinners: Hand finished throughout, made of the best materials available.
Sizes: 2/0 to 6.

Kewart Kidney Spinners: Same grade as Laforge. Sizes: 2/0 to 1.

"Ber Val" Spinners: Luminous wooden beads with water-proof tube enameled to imitate salmon eggs.
Sizes: 1 to 6.

FLIES, LEADERS, RODS, REELS, BAIT, LINES, ETC.

Ask Your Jobber or Write US for Prices and Samples

CHAS. H. KEWELL CO.

1220 Boatmen's Bank Bldg.,
St. Louis, Mo.

140-144 Duboce Ave.,
San Francisco, Cal.

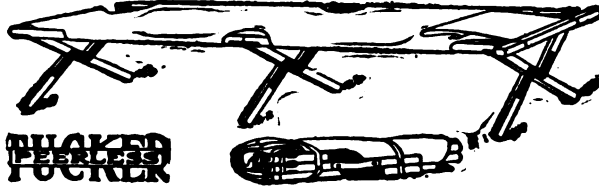
388 Taylor St.,
Portland, Oregon

"PEERLESS" — FOLDING — CAMP FURNITURE

On quick turnover depend sales and profits, but to obtain this turnover, quality combined with attractive price must be considered. "Peerless" camp furniture equals exactly what the word "peerless" means: "Has no equal."

Dealers' Inquiries
Referred to
Jobbers

Jobbers' Inquiries
Receive Prompt
Attention



COTS
STOOLS
CHAIRS

Prompt Deliveries

If profits interest you, our proposition is then worthy of your consideration. Let us tell you how we serve and save progressive jobbers money on "Peerless" Camp Furniture.

Quality—Low Price—National Advertising

Write us for prices, if a jobber, or the name of your nearest jobber, if a dealer

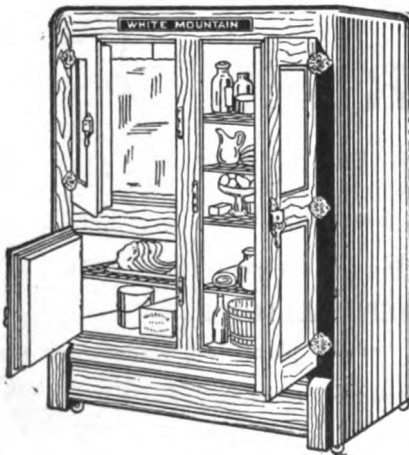
ALDEN GLAZE & CO.

143 Second Street, San Francisco. 461 Stuart Building, Seattle, Wash.

— REPRESENTING —

TUCKER DUCK & RUBBER CO.
FORT SMITH, ARKANSAS

White Mountain Refrigerators



"The Chest With the Chill in It"

There is absolute satisfaction as well as profit in handling a refrigerator so universally known as the famous "WHITE MOUNTAIN"—A Refrigerator used "in over a million homes"—A Refrigerator bearing a name recognized as a quality standard for generations.

"WHITE MOUNTAIN" refrigerators have patented features and points of excellence which no other refrigerator possesses.

A line of refrigerators complete in every practical style, size and finish with a range of prices to meet every trade requirement.

Our beautiful 1922 WHITE MOUNTAIN catalog has just come off the press and will be mailed upon request.

Maine Manufacturing Company - Nashua, New Hampshire

BRANCH OFFICES:

New York City; Boston, Mass.; Atlanta, Ga.; Dallas, Texas; San Francisco, Cal.; Denver, Colo.; Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS:

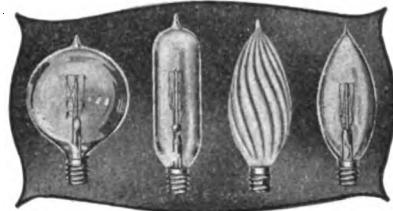
San Francisco...Dunham, Carrigan & Hayden Co. Portland.....Honeyman Hardware Co.
Sacramento.....Miller-Enwright Co. Seattle.....Schwabacher Hardware Co.
Yakima Hardware Co., Yakima, Wash.



Hygrade CANDELABRA

Another type in the complete Hygrade line. Four attractive bulbs for candle lamps, sconces, and similar fixtures which use small lamps for decorative purposes.

Made with the same engineering skill and thorough workmanship that has always characterized Hygrade Lamps.



FOUR DIFFERENT BULBS
EITHER FROSTED OR CLEAR

*Lower list prices on Hygrade Lamps
went into effect April first.*

Shall we send you a catalog?

HYGRADE LAMP CO., SALEM, MASS.

OMER COX, Western Representative
Atlas Building, San Francisco, Cal.

WESTERN DISTRIBUTORS

Capital Electric Co.,
Denver, Colo.

The Beebe Co.,
Portland, Ore.

Heyman-Well Co.,
San Francisco, Cal.

A. L. Frick Electrical Co.,
Los Angeles, Cal.

Honeyman Hardware Co.,
Portland, Ore.

Seattle Hardware Co.,
Seattle, Wash.

Union Hardware & Metal Co.,
Los Angeles, Cal.

Baker, Hamilton & Pacific Co.,
San Francisco, Cal.



Patented
U. S. Oct. 19, 1920
Canada, May 3, 1921

DEALERS
ARE
WARNED
TO
BEWARE
OF
INFRINGEMENTS

Furnished with rubber-cushioned base,
as shown, or with 10" hardwood base.

THE TRADE **EVEREDY** MARK

Bottle Capper No. 3 for Home Use

Warranted Unbreakable
Made entirely of Malleable Iron and Steel

There is no set limit to the amount of Capping that can be done with an Everedy.

The speed and skill with which it is operated numbers the amount of bottles than can be capped. And all bottles are sealed absolutely air-tight. The pressed steel capping head with reinforcing flange assures this.

Packed in individual cartons, half dozen to shipping carton, weighing 23 lbs. See your Jobber.

Manufactured by

The Everedy Bottle Capper Co.

Frederick, Maryland

DIETZ "LOC-NOB" GLOBES SAVE BREAKAGE



**Prices on
DIETZ GLOBES
Reduced**



DIETZ "Loc-Nob" Globes now cost but a trifle more than globes without "Loc-Nobs."

Dietz Loc-Nob saves breakage by keeping the globe locked firmly within the wires.

As a result, when the globe is thrown back to expose the burner, it cannot slip out of the wires to the floor and break.

Dietz Loc-Nob Globes are a standard feature on Dietz Lanterns of the following types: "Little Wizard," No. 2 "D'Lite," No. 2 Large Fount "D'Lite," No. 2 "Blizzard" and No. 2 Large Fount "Blizzard."

Order From Your Jobber

R. E. DIETZ COMPANY, NEW YORK

Largest Makers of Lanterns in the World. Founded 1840

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel-Steel) Ware

El-an-Ge Enameled Ware

and

Pearl-Agate

Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

DUALITE

The Only Lamp with the Double Filament



From 40 to
1000 Watts



Licensed under
General Electric
Company's Patents

WHITELITES are Noticeably Superior
in Candle Power and Length of Service

to cheap lamps. In actual tests the difference is all the more striking. Test the ordinary 200 watt cheap lamp and you will get an average candle power of 165. Test a 200 watt WHITELITE and you will get from 225 to 230 C. P.

If you are looking for a good talking point—certainly this is it! Also, you have the double-filament feature of DUALITE, the lamp of double service.

We are mightily pleased to get inquiries from dealers who want to sell BETTER LAMPS

WHITELITE ELECTRIC CO.

368-370 Broome Street

New York City

*The Superior Gas Filled Lamp
with One Filament*

WHITELITE



Now in 40, 60, 75
100 and 200 Watts



*The Dualite is fully
protected by U. S.
Patents, and is made
and controlled exclu-
sively by us.*



George M. Clark & Company

Division American Stove Company

CHICAGO

CLARK JEWEL OIL STOVES

CLARK JEWEL OIL STOVES have been favorably known for many years in all parts of the country. Many dealers have been selling them from the time they were first made up to the present day with a constantly increasing volume and with profitable and satisfactory results.

Clark Jewel oil stoves are constructed of the very best material; they are strong and durable; they are finished in a beautiful durable blue enamel with black trimmings. The black porcelain enamel on the chimneys will not burn off or discolor. They are simple to operate and the hot blue flames are easy to regulate.

The corrugated brass wick tubes prevent wicks from sticking. Old wicks can be quickly taken out and new ones inserted. There are no parts to get out of order.

Large cooking tops, wide set burners and plenty of shelf space.

Clark Jewels are quality stoves and will bring you business.

**Better
Business
Is Coming**



**Be Wise
In Time**

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

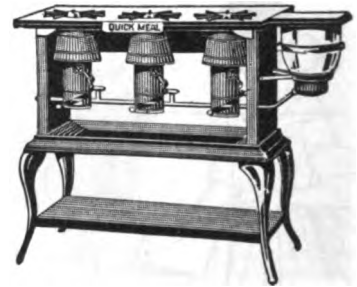
Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U. S. A.



Cupola Burner Oil Stove



Short Chimney Oil Stove

WRITE FOR CATALOG NO. 130

**We now have a Large Stock and Assortment
of Oil Stoves**

SEND YOUR ORDERS TO
QUICK MEAL STOVE CO., DIV.
OF AMERICAN STOVE COMPANY

C. H. SCHIECK

Pacific Coast Agent
715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large
line of
COAL RANGES

We also carry a large
line of
GAS RANGES



Lasting Satisfaction

Witt Corrugated Ash Cans and Garbage Pails give lasting satisfaction to users because they are practically vermin proof, cat and dog proof, air and water tight—odorless.

And these Yellow Label goods give lasting satisfaction to dealers because they sell easily, stay sold and maintain good will, which builds future business. Thus they advertise themselves.

No wonder—they were built to give lasting satisfaction. Heavy sheet steel is used and corrugated to add strength and rigidity. Heavy iron bands protect edges. And the hot dip galvanizing process is used so as to get best results and to close all seams without the use of inferior solder.

FOR SALE ON THE PACIFIC COAST BY

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Well Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Seller Bros. & Co.	San Francisco
Whitton Hardware Co.	Seattle, Wash.
J. Bornstein & Sons, Inc.	Seattle, Wash.
Schwabacher Hardware Company	Seattle, Wash.
Seattle Hardware Company	Seattle, Wash.
Thomson-Diggs Co.	Sacramento
M. Sells & Co.	Portland, Seattle, Spokane
Honeyman Hardware Co.	Portland

The Witt Cornice Company
CINCINNATI, OHIO

Also makers of the lighter weight Brighton Line of Cans and Pails. Write for quotations.



—all you need is this solder and heat"

That's what you tell your customer. Think what it means in getting and holding solder business. Fluxing—the hard part of soldering, the part that requires most expertness, the part that takes most of your time and requires most explanation when you sell solder to the layman—that part is eliminated by



The acid flux, scientifically prepared at the factory, is in the hollow core of this wire solder. Just before the solder is melted the flux is released and a perfect bond is the certain result.

Send for a sample—use it yourself. When you see how much easier it is to do better work with this self-fluxing, genuine tin-and-lead solder, you'll know why it is in such great demand. It stocks two items in one; flux and solder. So it's as easy to handle and sell, as to use.

Sold in one-pound cartons, and on one, five and ten pound spools.

CHICAGO SOLDER COMPANY
4229 Wrightwood Avenue Chicago

Direct Factory Representatives:
The Faucette-Huston Co., Chattanooga, Tenn.
Louis J. Ziesel Co., 216 Market St., San Francisco

Free Try-out Coupon

CHICAGO SOLDER COMPANY, HW-5-22
4229 Wrightwood Avenue, Chicago, Illinois.

Gentlemen: Please send me a free sample of Kester Acid-Core Wire Solder.

Name

Company

Address

City..... State.....

Our Supply House is.....

Special Trial Offer—Write Today!

To familiarize the trade with the thoroughly standard quality of Many-Use Oil and the added profit to the dealer handling it, we make the following offer for this month only:

- 2 Doz. 3-oz. Standard Flat Cans** \$5.60
 (The kind the soldier has and your regular price)
- 1 Doz. 1-oz. Bottles** **0.00 FREE**
 (Sell them for 10 or 15 cents each)
- Parcels Post to your store** **0.00 FREE**

**Two Dozen Cans and a Dozen Bottles at your regular price
 for the cans only — Parcels Post Paid**

You get a quantity price
 on a small lot.

2 MILLION SOLDIERS TESTED

and will recommend "MANY-USE" Oil for Firearms

We Pay Delivery Charges



You get a big premium for
 pushing the line.

The oil is absolutely as
 good as, if not better than,
 any on the market.

Chosen, after strict test,
 for huge Government or-
 ders, during the war.



Make the Sales and You'll Get the Profits



We'll send you illustrated
 pamphlet showing 100
 uses.



THE MANY USE OIL CO.

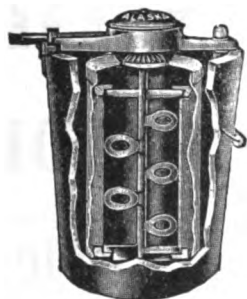
John H. Graham & Co., Sole Agents

268 Market Street
 San Francisco, Calif.

1220 Boatmen's Bank Bldg.
 St. Louis, Mo.

388 Taylor Street
 Portland, Ore.

A development of vital importance to dealers



THE ALASKA

Sizes, 1 to 26-qt. 3 to 4 minutes freezing. Double action. Tub, clean kiln dried Northern pine, waterproofed. Can, high and narrow, of heavy charcoal tin plate. All parts in contact with cream, pure block tin coated. Ice guard allows no ice to get in the can. Gears, strong and simple. Covered to prevent pinching fingers. All outside parts are heavily galvanized. Aerating spoon dasher whips the cream smooth and light and freezes it quickly. Crank or fly wheel as desired. Complete guarantee of satisfaction or money returnable.

FREEZERS are a staple every dealer must carry. You can make them sell like the most popular novelty provided your freezer department is given a chance.

Why are we convinced you can sell more Alaska line freezers than any other—more this season than ever before?

Alaska prices are low and solid. It's our job to know your customers can't buy better freezers at any price.

Alaska Freezers are half sold for you before you display them. More advertising is being done this year in *Good Housekeeping*, *McCall's* and *Modern Priscilla* on Alaska than any other freezer ever received. Ask us how many families in your town see it.

We supply free, effective store and window display, mail and newspaper advertising material.

There is no better known, better priced, better quality, more easily sold line of freezers than Alaska.

At least, you can't afford to delay knowing our prices and sales proposition. Write today.

ALASKA FREEZER

"The freezer with the open spoon dasher"

THE ALASKA FREEZER CO.

WINCHENDON, MASS.



THE NORTH POLE

Sizes, 1, 2, 3 and 4-qt. 4 to 6 minutes freezing. Tub, heavy steel, double seamed, galvanized after made up, filling every joint. Close fitting all-over cover. Can, heavy tin plate, cover and bottom solid metal, pure block tin coated. All parts easily cleaned. Gears, simple and strong, operated by side crank. The dasher has improved self-adjusting wooden scrapers, which throw cream from side to center constantly, promptly freezing and whipping it to delicate smoothness.

Western Representative C. H. SMITH

817 South St., Andrews Place, Los Angeles, California



No. 108



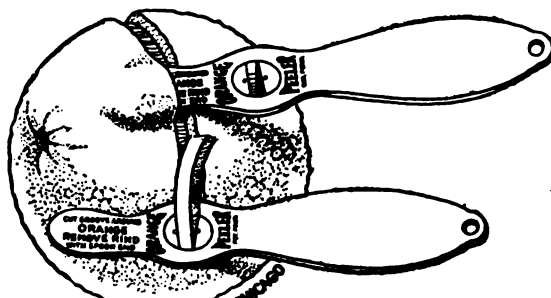
No. 117—VAUGHAN'S "SPATULA." Needed in every home for Pies, Cakes, etc.

The FINISH of our merchandise is "in a class by itself"



No. 104—SPECIAL

Key Chain Rings
Kettle Scrapers
Cork Screws
Milk Bottle Cover and Carriers
Condensed Milk Can Openers
Etc., Etc., Etc.



No. 116—ORANGE PEELER



A Good One

No. 63A—BOTTLE OPENER AND FOLDING CORK SCREW



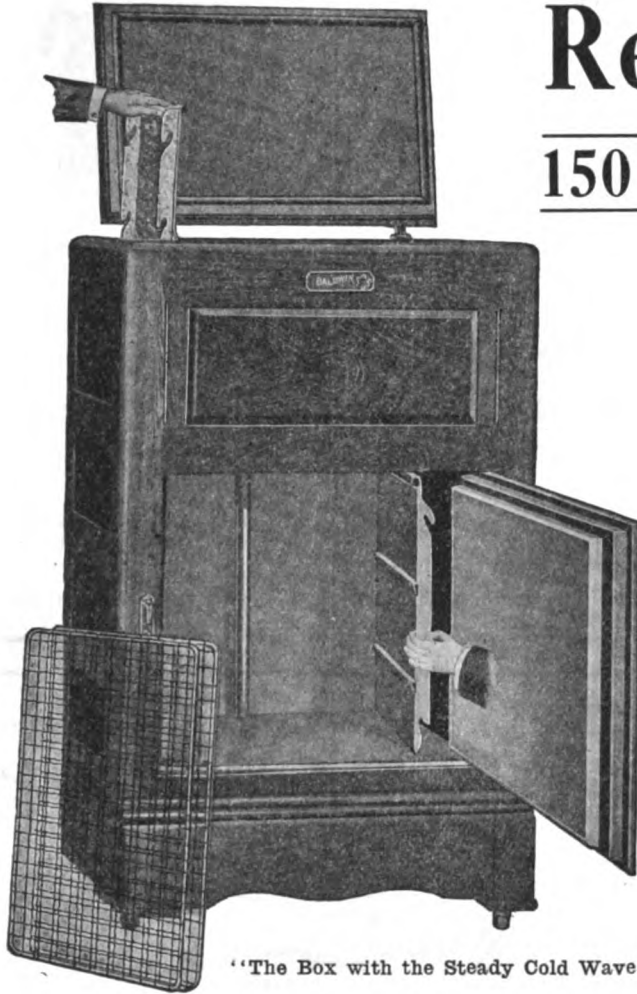
No. 100B—THE BEST BUY IN CAN OPENERS

"It Would be a Pleasure to Send Samples and Prices." Ask for Our Catalog No. 20

VAUGHAN NOVELTY MFG. CO., 3211 Carroll Avenue, Chicago, Ill.

BALDWIN Dry-Air Refrigerator

150 Handsome Styles



"The Box with the Steady Cold Wave"

Ash, Oak, Softwood Cases
Opalite Glass, Vitrified Porcelain,
and Metal Lined

**"THE COLD
CLEAN KIND"**

Baldwin's do better work with less ice than any other refrigerator made. They keep food preserved in the best possible manner, because of their positive one way current of absolutely pure, cold, dry air, moving swiftly around articles stored, and constantly cooling and purifying every square inch of the refrigerator.

Many Baldwin Refrigerators in constant use for 35 years are still giving the utmost satisfaction.

Don't sell a "cheap" refrigerator — it wastes your customer's money and is a source of annoyance every day he uses it.

Baldwin's are lined with snow-white opalite glass, 7-16 inch thick; vitrified porcelain, seamless porcelain, white enamel or metal. There are 150 styles in stock. Don't experiment with new makes of unknown quality—sell the Baldwin—the "kind the old folks used."

Send a Postal for Our Big Catalog

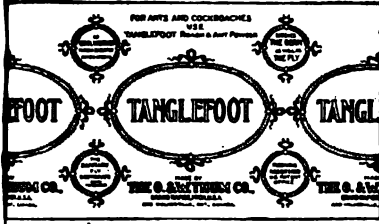


The Baldwin Refrigerator Co.

BURLINGTON, VERMONT

STOCK CARRIED IN SAN FRANCISCO BY HEYMAN-WEIL CO.

C. H. SMITH
Western Representative
817 South St. Andrews Place,
Los Angeles, Calif.



A Valuable Impression

A PLEASING impression upon customers is of value. You can create one and at the same time save your goods from damage by spreading sheets of **TANGLEFOOT** in your show windows, especially over Sunday.

TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh, and create in them a desire to use **TANGLEFOOT** themselves. This means extra sales to you. For 1922 **TANGLEFOOT** has been reduced 60 cents per case. This will allow you to sell at the old price, two double sheets for 5 cents, and make a profit of 50 per cent.

*Remember **TANGLEFOOT** catches the germ as well as the fly, and that poisons, traps or powders cannot do it.*



"GOLD MEDAL" FOLDING FURNITURE

TRADE MARK REG. U.S. PAT. OFF.

Profits in Summer Comfort

Roadside and lakeshore camps; forest-locked or mountain-rimmed lodges; trim pleasure cruisers plying vacation-land waters and every summer home—every shady porch—each of these represents prospective sales of Gold Medal folding furniture. Folding easy chairs, lawn chairs, folding cots, wash basins—and the many other practical utility items in the Gold Medal line will appeal to every red-blooded man, woman and child who feels the urge of outdoors and relishes comfort and cleanliness.

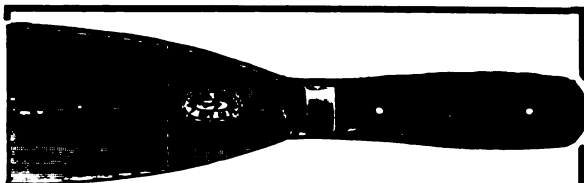
Now, as we stand in the forefront of summer, is the time to begin acquainting your customers with the merits and diversity of the Gold Medal line of folding furniture. If you are not already selling this well and favorably known line, get our catalog, which illustrates every article of our manufacture, and make up a Gold Medal selection to meet the demands of your summer trade.

All inquiries from our national advertising are referred to our dealers. Send us your jobber's name.



GOLD MEDAL CAMP FURNITURE MFG. CO.

1705 Packard Ave., Racine Wis.



No. 980 — 2" WIDE

PUTTY KNIFE

FORGED BLADE

COCOBOLO HANDLE

STEEL SHELL BOLSTER

This style Putty Knife we have made for over fifty years and it is still going strong

☞ ☞

LAMSON & GOODNOW MFG. CO.,

Factory: Shelburne Falls, Mass.

Pacific Coast Representatives:
MESSRS. OSGOOD & HOWELL,
 Wells-Fargo Building, San Francisco, Cal.

HIGH CLASS Pocket Cutlery

There is a difference in Cutlery, as well as any other commodity.

That is why we consider "Quality" the most important in the manufacture of our product.

Blades hardened in Coke, tempered on copper plate, and ground by hand.

Built and inspected by those skilled in the trade, eliminating danger of a product contrary to the standard set.

HONK FALLS KNIFE CO., Inc.
 NAPANOCH, N. Y.

The Ontario Knife Company, Franklerville, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.



**BUTCHER
 SKINNING
 STICKING
 BONING
 SHEATH
 SLICING
 CORN
 SHOE**

KNIVES

**KITCHEN
 CANNING
 FISH
 VEGETABLE
 PUTTY
 BEST
 CLAM
 TABLE**

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

R. MURPHY

STAY SHARP

The steel in an R. Murphy Stay Sharp Knife holds its quality. Shoe manufacturers, shoemakers, shoe repairers recognize the great saving of time and improvement in work made possible by this feature alone. The secret is the special tempering process we perfected many years ago.

Shoe Knives

The Standard of Enduring Quality for 72 Years



The different designs suit all shoe men's requirements. R. Murphy Stay Sharp Knives for many trades make and hold trade for you.

Write Dept. W-4 for Our New Catalogue of Knives for Special Purposes, and Bright Colored Display Cards.

R. MURPHY'S SONS CO.

Factory and Office: Ayer, Mass.
New York Sales Room: 36 Warren St.

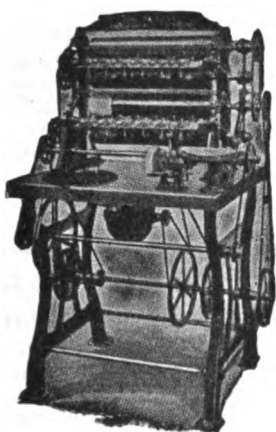
Pacific and Intermountain Representatives:
THAYER & BOWER

845 Monadnock Bldg., San Francisco 806 Lewis Bldg., Portland, Ore.
320 Story Bldg., Los Angeles 306 Sugar Bldg., Denver, Col.

Why Complain About Business

There is plenty of business in your town—every house has some waiting for you—safety razor blades, jack razors, knives, scissors, shears, planes, chisels, barber's clips, horse clippers clips, surgical knives, etc.

The Hatfield Sharpening Machine



is complete—a machine that makes money for you all the time.

Eleven Years of Success
7 Sizes

HYFIELD MFG. CO.

292-294 CHURCH ST. NEW YORK CITY

CHATILLON CUTLERY

FOSTER BROS. BUTCHER KNIVES



Every hardware dealer has a call for butcher knives. The better the line he carries, the more likely he is to get repeat orders. And if the best line carries a good margin of profit, he can establish this part of his business on a good paying basis. Why not buy quality?

Dealers investigating these facts have found that it pays to stock Foster Bros. Butcher Knives, for many reasons. First, they are well known, needing no great amount of introduction to customers. Second, their quality is unexcelled by any line on the market today. Third, the margin of profit they carry is satisfactory.



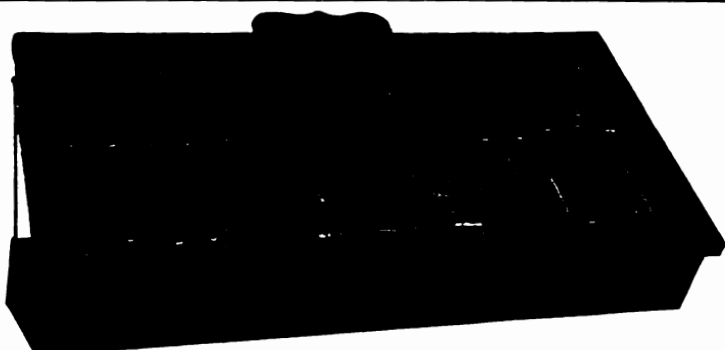
Ask your jobber to tell you
about Foster Bros.
Butcher Knives

THE BRAND IS FOSTER BROS.

85-99 Cliff Street, New York City, N. Y.



JOHN CHATILLON & SONS
New York U.S.A.



THE NOVELTY CUTLERY CO., 507 McGregor Ave., Canton, Ohio

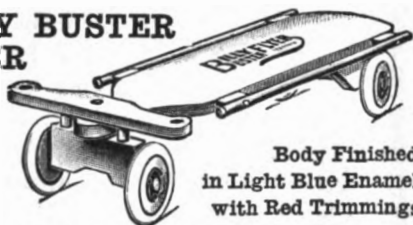
We Manufacture a

Large Line of Pocket Knives with Stag, Wood and assorted handles, also Transparent handles showing beautiful art pictures and Lodge Emblems. Razors with new features never offered the trade before. Advertising knives that bring the business. Handsome display case goes with our special introduction offer. Prices Right.

It's a Sled on Wheels

BILLY BUSTER FLYER

DON'T
NEED
SNOW
OR
ICE



Body Finished
in Light Blue Enamel
with Red Trimmings

Patented Stabilizing Gear on front axle. Prevents sudden turning of front wheels and gives the same action as a sled.

No. 20A, 30x13x6"—4 1/2" Maple Wheels, Metal Bearings
No. 20B, 30x13x6"—4 1/2" Red Disc Wheels, Metal Bearings
No. 20C, 30x13x6"—4 1/2" Yellow Disc Wheels, Metal Bearings
No. 30B, 33x13x6"—Yellow Disc Wheels, Metal Bearings
No. 30A, 33x13x6"—Red Disc Wheels, Metal Bearings
PACKED 2 IN SHIPPING CASE; WEIGHT 20 LBS.

WE MANUFACTURE A COMPLETE LINE OF WHEEL GOODS, TOYS, GAMES

Our prices are down to pre-war basis
and deliveries are prompt.

Write us direct or write our Western Representative
and you will receive prompt reply.

WILDER MFG. CO., St. Louis, Mo.

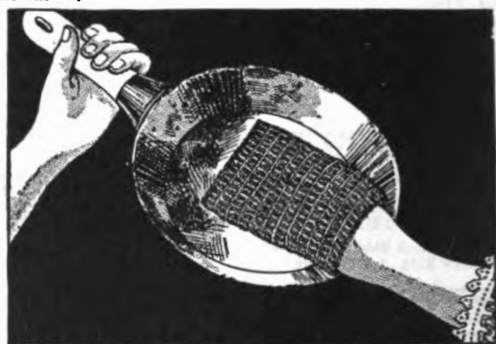
Western Representatives:

H. D. TYLER & CO.,
512 Pacific Building, San Francisco, Cal.
Fifth Floor, Higgins Building, Los Angeles, Cal.
1022-23 Alaska Building, Seattle, Wash.

MAGNETIC CLOTH

CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known.



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for
10 Cents



Send us your
jobber's name
if he can't
supply you.

Manufactured by

JOHN W. GOTTSCHALK MFG. CO.
Lehigh Ave. and Mascher St. Philadelphia, Pa.
McDONALD & LINFORTH
Pacific Coast Reps., 789 Call Bldg., San Francisco



If it has not the round fulcrums,
it is not a DU-BLAKE.

DECLARED A WONDER

DU-BLAKE PERFECT CAN OPENER

Clean Cut, Safe and Sanitary Edges

WORKS SO EASY A CHILD CAN USE IT

Tested and Approved by { Good Housekeeping Institute, The Tribune, Modern
Priscilla Proving Plant and National Sportsman

Aluminum Channel. Best Steel Blade and Fulcrums.
Manufactured by **DU-BLAKE MFG. CO., Toledo, Ohio**

Western Office:
610 Maple Avenue,
Los Angeles, Cal.

BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings, Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For QUALITY MOP WRINGERS, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.
Pacific Coast and Inter-Mountain Representatives
THAYER & BOWEN

845 Monadnock Bldg., San Francisco, 520 Story Bldg., Los Angeles
Seattle and Denver



Patents Pending
in U. S. A.
and Abroad.



Plaphone—600

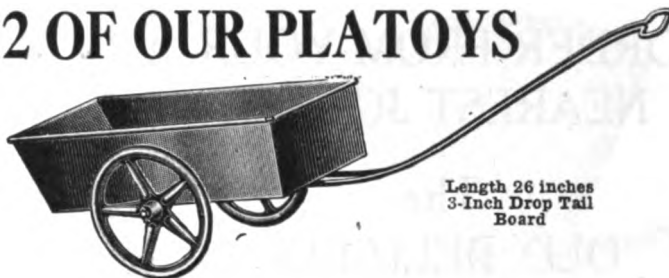
Trade Mark Registered

The Bell Toy Original

See our 1922 Model

Handsome enameled colors as
well as Rubberoid

2 OF OUR PLATOYS



Length 26 inches
3-Inch Drop Tail
Board

Placart—700

Heavy Steel Wheels with solid turned steel hubs.
Axle of large diameter. Unbreakable steel handle.
Not the cheapest, but best small cart on the
market. Finished in bright, attractive colors.

— AND REMEMBER

Plaline M^{EANS} A^DE Fine

The Gong Bell Mfg. Co.

East Hampton, Conn.

Bell and Toy Makers for Over Fifty Years

We'll be pleased to send Catalog 203 —
Tells all about our other Bell Toys and Bells



ROCK-A-BYE NURSERY ACCESSORIES



JUMPER NO. 17.



SWING NO. 1.



SWING NO. 2.



COMBINATION BED
AND
AUTO CRIB NO. 32.



COMBINATION CHAIR NO. 14.
AUTO SEAT.



ROADSTER NO. 10.



ROCKER NO. 24.



WALKER NO. 18.



COMBINATION CHAIR NO. 14.
HIGH CHAIR

PERFECTION MANUFACTURING CO. ST. LOUIS MISSOURI.
LEFFINGWELL AVE. AND MONTGOMERY STREET.

ORDER FROM YOUR
NEAREST JOBBER

The
OLD RELIABLE
Lines of

*American
Enameled
Ware*

—
Marble
(Blue and White)

Swedish
(Mottled Veined)

White and White

—
Sold by all the leading house
furnishing
and hardware houses

—
30 years of unfailing service
and satisfaction

—
**THE
AMERICAN STAMPING &
ENAMELING CO.**

MASSILLON, OHIO

3 Plants at Bellaire, Ohio, and Massillon, Ohio
covering 15 acres of floor space

REAL SOLID

The Mark  of Quality

99% Pure Aluminum



No. 16 B



No. 0203

Mr. Dealer:

Why not order "REAL SOLID" Aluminum Cooking Utensils now?

During this period of fluctuating prices the dealer who is in a position to furnish Quality goods at the Right Price is the one who will profit.

There is an absolute guarantee back of every utensil we sell (our utensils will not rust, chip or corrode). We can give this guarantee because we know that each and every piece is made the "REAL SOLID" way. Quality is a paramount feature of the "REAL SOLID" line.

Above are shown two distinctive new designs—there are many more shown in our NEW CATALOG, just off the press. We are also issuing REVISED PRICE LIST. Write today for your copy of this up-to-date catalog and price list—do not wait until tomorrow.

"REAL SOLID" has the Quality and the Price is Right—this means satisfied customers and repeat orders for you.

The Buckeye Aluminum Company
WOOSTER, OHIO

MANUFACTURERS OF
"REAL SOLID" Aluminum Cooking Utensils

STIMPSON HARDWARE SCALE

— merely place goods on platform and correct weight and value are given instantly — automatically.

*Write us for full
particulars*

**Stimpson
Computing Scale Co.**
INCORPORATED
LOUISVILLE . . KENTUCKY



EVERY ONE IN YOUR COMMUNITY NEEDS THESE TWO HOME CLEANERS

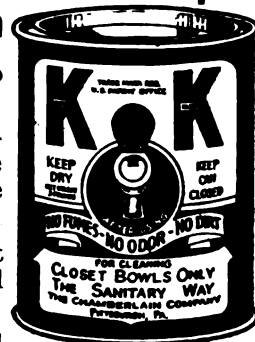
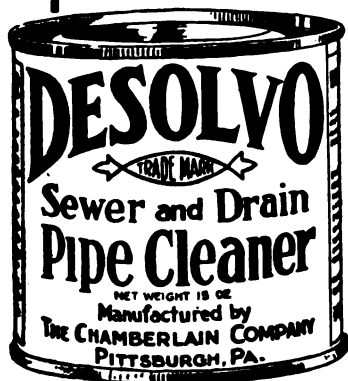
Will You Supply Them? Show 'Em You Sell 'Em

K-K for removing stains from closet bowls, and Desolvo for clearing clogged drain pipes.

Every housewife willingly buys these two aids to cleanliness, realizing that it is cheaper and easier to use Desolvo and K-K once or twice a week than to foot the expense of a doctor bill.

Desolvo dissolves or decomposes all refuse or waste that may stop up the drain, through the agency of chemical heat, entirely harmless to the pipe.

Sell these two home needs for rapid turnovers and good profit.



**ORDER FROM YOUR JOBBER — BE SURE TO SPECIFY DESOLVO AND K-K
THE CHAMBERLAIN COMPANY - - Pittsburgh, Pa.**

Canadian Distributors
Chamberlain Desolvo Co., 109 Church St., Toronto, Ontario

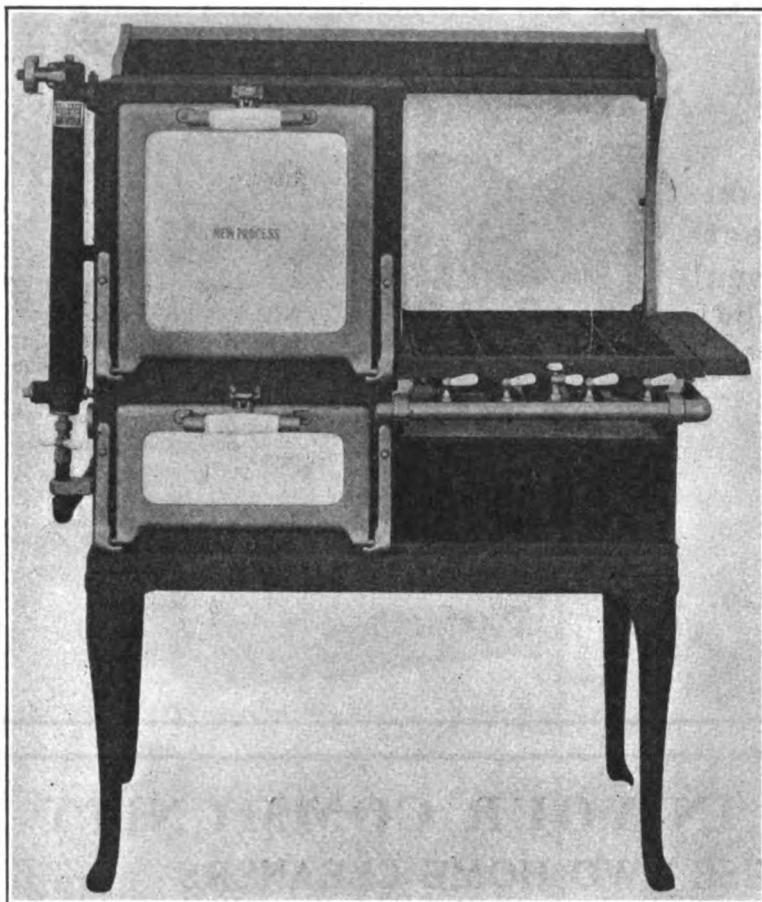
Pacific Coast Agents
SPEAKE SALES CO., Inc.

G. T. Sprake
216 Higgins Bldg.
Los Angeles

F. H. Chown
1121 Gasco Bldg.
Portland

J. C. Hooper
202 Postal Telegraph
San Francisco

Prentiss W. Rice
506 Charles Bldg.
Denver



**You Never Fail
to Make a Sale**

**If You Display or
Demonstrate**

The
**New Process
Gas Range**

**With "LORAIN"
Oven
Heat Regulator**

**Its Many Points of Merit Win over Competitors
Order a Sample and you will want a stock**

New Process Stove Co., Div.

(AMERICAN STOVE CO.)

CLEVELAND, OHIO

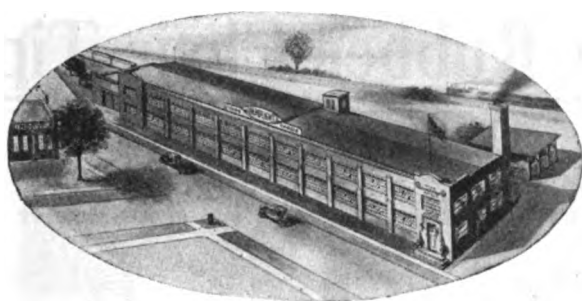
SCHIECK & KNIGHT

Pacific Coast Agents

**715 Indiana Street
San Francisco**

**311 Terminal Sales Building
747 Warehouse Street
Los Angeles**





THE

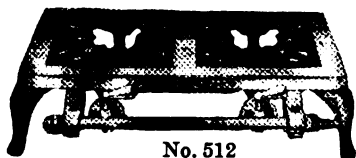


is now installed in its new home and is now prepared to take care of your orders. A new factory, new equipment and up-to-date methods insure good goods and good service.

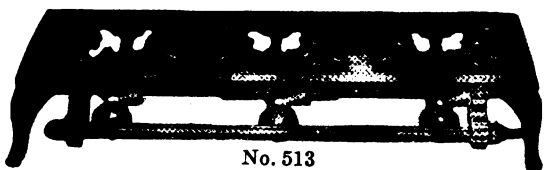
Here is a new "HEADLIGHT" gas plate, which will help fill out your line. Made in Japan and nickel finish. All the high-grade "HEADLIGHT" features.

Write for Our Latest Catalog, No. 102

The L. A. ALTHOFF MFG. CO.
LA PORTE, INDIANA



No. 512



No. 513

**"It Was New Last Year But It Is the Standard
Fire Shovel Now"**

The "NEVERBREAK"



The extraordinary merit of the "NEVERBREAK" Fire Shovel made it in one year the recognized leader of all Fire Shovels.

This Solid Forged Steel Shovel quickly convinced the Public that it was a money-saver, and its steadily increasing sale proves that there is always a market for an article that gives complete satisfaction.

Made with Handles 10, 16 and 20 inches long. Blade on all sizes 5½x8 inches.

Every purchaser of a "NEVERBREAK" is a salesman for your Store.

Can be secured at all leading Jobbers, or write us direct for prices.

MADE ONLY BY

THE UNION FORK & HOE CO.

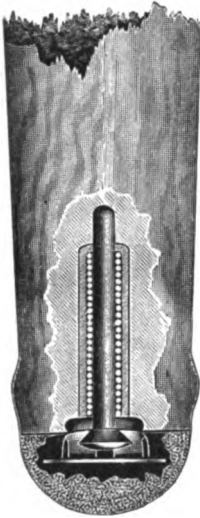
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Columbus, Ohio

The New Boston Rubber Chair Tip

SprinGriP

TRADE MARK



PATENTED

SEND FOR CATALOG

THE RUBBER TIP AND ITS PARTS

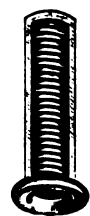
BRASS WASHER



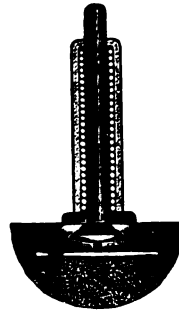
BRASS NAIL



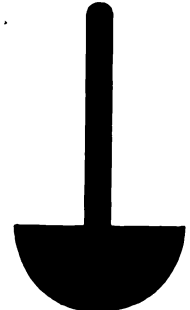
SPRING SOCKET



COMPLETE TIP
ASSEMBLED



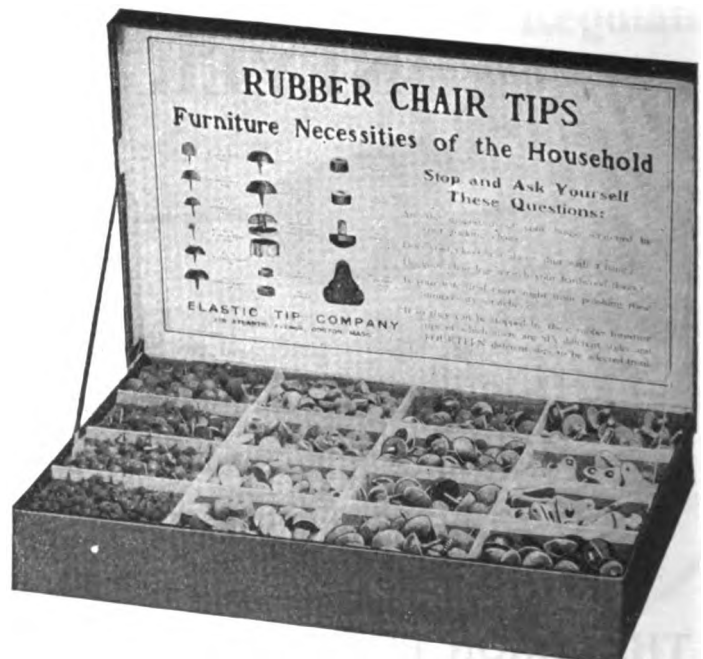
RUBBER TIP
WITH THE BRASS
WASHER AND NAIL
MOULDED IN SAME



Assortment Box
of
Rubber Chair
Tips for
Furniture

THE ELASTIC TIP CO.

370 Atlantic Avenue
BOSTON . MASS.



1847 ROGERS BROS.

SILVERPLATE

Seventy-fifth 1847 Anniversary

In connection with the Seventy-fifth Anniversary of the beginning of the silver-plate industry, in 1847, we are taking the opportunity to emphasize 1847 Rogers Bros. silver-plate as the ideal gift for anniversaries — birthday, wedding, etc.

Anniversary Silverware Week, May 15-22

For advertising and display helps,
write Sales Promotion Department,
International Silver Co.,
Meriden, Conn.

"Heraldic" pattern illustrated

Pacific Coast Warerooms:
150 Post Street, San Francisco, Cal.

INTERNATIONAL SILVER CO.

AMERICAN MAID Aluminum Ware

The Good Popular-Priced Line Sells for Less

Our intention is to make "AMERICAN MAID" even GREATER value and a BETTER ware than it has ever been and still Sell for Less.

Every effort is being directed toward producing it at the most moderate cost consistent with the Highest Quality and Faultless Workmanship.

We are prepared to furnish a line of Aluminum Ware that will make a Special Sale a huge success—we have never had a failure.

*Buy
"American Maid" Aluminum Ware
Sell for Less*

Illinois Pure Aluminum Co.

LEMONT, ILLINOIS
U. S. A.





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Volume XVII

MAY :: 1922

Number 5

PERSEVERANCE CONQUERS ALL THINGS

Genius, that power which dazzles
mortal eyes,

Is oft but perseverance in disguise.
Continuous effort, of itself, implies,
In spite of countless falls the power to
rise.

'Twixt failure and success the point's
so fine

Men sometimes know not when they
touch the line...

And oh! how true, when shades of
doubt dismay,

'Tis often darkest just before the day.
A little more persistence, courage, vim!
Success will dawn o'er failure's cloudy
rim.

Then take this honey for the bitterest
cup:

"There is no failure save in giving up;
No real fall as long as one still tries;
For seeming setbacks make the strong
man wise.

There's no defeat, in truth, save from
within;

Unless you're beaten there, you're
bound to win."

—Harry Austin.

Nothing is true pleasure that is not pleasant
to remember.

THE EARNING WAGE

We hear much of the "living" wage
and the "saving" wage, but not enough
of the "earning" wage.

The secret of success for the future is
surely bound up in the idea of working
out a plan whereby the compensation
of workers will be fixed upon their per-
sonal skill and productiveness.

The idea that employers are under a
moral obligation to pay higher wages
because the worker has imbibed a qual-
ity of culture that calls for the owner-
ship of an automobile or a player piano,
is attacking the proposition from the
wrong end.

There is no such moral responsibility
under the present arrangement. But,
under a schedule where workers will be
paid for what they actually produce, it
might well be the most fortunate thing
in the world for everybody if they did
actually earn an automobile and a
player piano.

"If one wants knowledge you must
toil for it; if pleasure you must toil for
it. Toil is the law. Pleasure comes
through toil and not by self indulgence
and indolence. When one gets to love
work his life is a happy one." —Ruskin.

Self denial is self love living for the future.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatmen's Bank Building
Broadway and Olive, St. Louis
888 Taylor St.
Portland, Ore.

421 First Nat. Bank Bldg.
Chicago
424 Higgins Bldg.
Los Angeles

507 Pioneer Bldg.
Seattle

70 Fifth Ave.
New York

204 Scott Bldg.
Salt Lake

Phelan Bldg.
San Francisco

105 S. Houston St.
Dallas, Texas
220 Pacific Bldg.
Vancouver, B. C., Can.



Lest We Forget

THOSE merchants, both wholesale and retail who are thoughtlessly contributing to unemployment in their own country, who for the sake of a little more profit, are unmindful of their obligation to their country in which they make their living, and to the people upon whom they must depend for their customers—take heed, give a thought.

While in your immediate locality there may be no manufacturers of cutlery, clocks, watches, aluminum-ware, enamel-ware, glassware, silver-ware, tools and other products, the superiority of which American manufacturers have established a high standard.

Remember that just in proportion as you are selling such products, promoted by importers who care not a whit for the welfare of your community—you are lessening the demand for American-made quality goods; you are helping to keep out of employment many thousands who went to war to protect you and your country, and that your business might continue under the protection of the American flag.

Don't allow your eagerness for the present-day dollar to blind you. Your business welfare and success is not absolutely dependent upon selling such goods. Have some thought for merchants in other parts of the United States where their business is affected by a lessening demand for American products.

"Lest we forget" some of the sentiment and feelings of four years ago—maybe you now "don't believe in sentiment in business"—well—you have our sympathy then—but consider carefully. It is true "charity should begin at home," but there may be no need for charity if every American does his duty.

Loyalty in Business

(By Prof. Walter J. Matherly)

IN the management of Twentieth Century business we must have loyalty. We cannot carry on modern business enterprises unless we have employers who are faithful to their employes and employes who are faithful to their employers.

Without fidelity on the part of both managers and workers we cannot operate present-day business units with one hundred per cent efficiency.

Loyalty, in so far as business is concerned, "consists in giving faithful allegiance and untiring service" to the establishments in which we work. It means whole-hearted devotion to the company's best interests. It signifies strict adherence to the ideals and standards which characterize particular business institutions.

We are loyal in our business activities when we are true to ourselves. We cannot be faithful to the concerns in which we are employed or in which we do the employing unless we are faithful to our own souls.

Self loyalty precedes business loyalty.

We are loyal when we put forth maximum effort. We cannot shirk and at the same time render honorable service. When we do not do our part we are enemies to company welfare.

We are loyal when we give our whole hearts to the business houses with which we are affiliated. We cannot divide our allegiance. We cannot have two masters. It is impossible for us to serve the company and mammon.

We are loyal when we are willing to cooperate. We cannot perform our tasks with justice to all unless we are team workers and fair to each. We have no place in stores, offices and manufacturing plants for grouches, dissenters and grumblers.

We are loyal when we do more than we are required to do. To do an honest day's work for an honest day's pay is not sufficient. We must indicate a willingness to go beyond that. When our employers or employes ask us to go with them one mile, we must not be afraid to go with them twain.

We are loyal when we try to devise better business methods. We cannot show our devotion to the highest standards unless we strive to improve business processes. To demonstrate our worth we must formulate better business practices.

We are loyal when we stand by the concerns, of which we are a part, whether right or wrong. We cannot afford to desert our jobs simply because someone within the company has made a mistake. Blunders are likely to occur in the best of industrial establishments.

When we are disloyal in our business relations we defraud ourselves. We cannot advance our own ends unless we advance the ends of our associates. When we act falsely we cheat ourselves.

When we are disloyal we defraud both our subordinates and our superiors. We cannot give to our business enterprise all they are entitled to, unless we are

faithful in the performance of our duties. When we are guilty of infidelity we show a desire to take without rendering a full measure of service in return.

When we are disloyal we are traitors. We cannot have clean souls as long as we attack from the rear. When we are untrue to the positions we occupy we bite the hand that feeds us and injure the members of our own household.

When we are disloyal in business we are prone to be disloyal as citizens. We cannot be true to the nation as long as we are untrue in our industrial occupations. What we are industrially bespeaks what we are nationally. We can measure our love for country by our love for the places in which we earn our daily bread or create our large accumulations of wealth.

When we are disloyal we stand for the worst in established business institutions. When we are loyal we stand for the best in established business institutions.

Loyalty is a business asset of preeminent value.

IMPORTER URGES AMERICAN VALUATION

There has been much discussion on the American valuation plan by business men directly affected and by others. Many of them conservative and averse to any changes in business routine, and violently opposed to American valuation when it was first brought up, have changed their opinions, after a study of its provisions.

Rowland Young, of Thomas Young, Inc., importers, 42 White street, New York City, speaks as follows on American valuation:

"We were against the American valuation plan at the beginning, as we figured it would put an undue burden on our business and would be a great detriment to us. However, we did not oppose it, as many others do, because it is unworkable. A study of its many ramifications has convinced us that it is fair to both the American public and the importer.

"When the American valuation plan was first brought up, we took great interest in it. In fact, we spent hundreds of dollars in securing the minutes of the Senate Finance and Ways and Means Committees and other material bearing on this plan.

"Our study of these convinced us that there was a workable plan behind it all. Further study convinced us it was a plan that should be put into effect for the good of the United States. With foreign exchange in the condition it is, the American workers had to have some protection.

"Under the rate at present suggested for duty under the American valuation plan, the price of linens might be slightly higher than at present. However, we think that when the plan is really put into effect the rate will be reduced to a figure that will bring it, in effect, to what it now figures out.

"Goods from countries where the living standards and wages approximate American standards will show little or no change, and goods from countries which would like to dump their wares on us, without considering the effect of such dumping on the American people, will be assessed a duty that will protect Americans.

"As we see it there are a thousand arguments for American valuation and not one argument that will hold water, against it."

"HOW WE APPLES CAN SWIM!"

Two apples were blown from a tree into a lake, and floated side by side.

The water roughened. The apples bobbed about and plopped up and down at a great rate.

"Gracious," said one, "how we apples can swim!"

"You bet," replied the other. "When it comes to swimming nobody has anything on us."

A duck swam swiftly past. A fish darted like a silver streak a few inches below them.

But the apples kept on congratulating themselves on their swimming, and splashing widely up and down in the same place.

They never noticed the duck or the fish. They never dreamed that their own violent activity was due to the steamboat that ploughed along a mile off shore.

Pretty soon the duck was a mile away, the fish two miles, and the steamer five miles. But the apples lay right where the wind had blown them.

A lot of us are like the two apples. We splash up and down in the fuss somebody else has started, and think we are swimming. But when the fuss is over we haven't moved from where we began.

Nobody can do our swimming for us. Every man has to swim for himself.

Another Reason for Hamp William's Success

An Associate Editor of the "HARDWARE WORLD" Gives Dealers Another Insight Into the "Why and Wherefore" of Successful Merchandising

Editor HARDWARE WORLD:

QUITE recently a traveling salesman wanted to sell our Mr. Davis ten dozen chop axes at \$18 per dozen, with an extra 5% quantity discount. Davis said:

"No, I will take one dozen axes, which will last us one month or longer, and will finish out the amount the axes would be in other goods."

The salesman said "Alright," and took the order, and here it is:

- 1 doz. Axes.
 - 1/3 " Handsaws.
 - 1/2 " each: \$12.00 and \$7.20 Hammers.
- 1 " Rim Locks.
- 1 " Inside Lock Sets.
- 1/2 " Hatchets.
- 1 " each: 6, 8 and 10-inch files.
- 2 only each: \$1.50 and \$2.50 Bit Braces
- 1/2 doz. each: 5/16, 3/8, and 1/2 inch auger Bits.
- 1 " Pair each: 3 and 3 1/2-inch Butts.
- 1/2 " No. 453 Yale Pad Locks.
- 1/2 " No. 455 Yale Pad Locks.
- 1/2 " No. 565 Yale Pad Locks.
- 1/3 " Plane Steel Squares.
- 1/6 " Framing Squares.
- 2 only Jack Planes.
- 2 " Block Planes.
- 1/2 doz. Levels.
- 1 " Screen Door Sets.
- 1/2 " each: 6, 7 and 8-inch Scissors.
- 1/2 " Tape Measures.
- 1 " each: \$4 and \$6 Pocket Knives.
- 1/2 " each: \$8 and \$10 Pocket Knives.
- 1/2 " each: 4, 6, and 8-in. Screw Drivers.
- 1/2 " Saw Sets.
- 3 " Boxes Shoe Nails.
- 1 " each: 1/4, 5/16, 3/8, and 1/2-inch Bitt Stocks Drills.
- 1/2 " each. 3/8, 1/2, and 5/8-inch Cold Chisels.
- 1 " each: 6, 8, and 10-in. Agricultural Wrenches.

In this order there are 30 items, amounting to \$180. Davis asked the salesman which he would rather have had: the order for the 10 dozen axes or the order for the 30 items: The salesman said: "Thirty items, of course, because on these we have a greater profit."

Now, we placed these goods on exhibition and marked them at a price which would compete with catalog house prices and we found that, after we had marked them up, that we had a profit on the 30 items of \$75.

We know that we turned the dozen axes in 30 days, but in order to be perfectly fair we gave ourselves 60 days in which to turn every item once.

This gave us six turnovers on the 30 items in 12 months, or a profit of \$450 on an investment of \$180, saying nothing at all of re-investing the accumulated profits during that time. If we had turned our entire stock as rapidly as we turned these 30 items, imagine what we would have done in the twenty-six years we have been in business.

It's very much like the old story of where the blacksmith offered to shoe the farmer's horse, charging him 1c for the first nail driven and doubled the price for every nail until the thirty-two nails were used. The first nail was 1c, the second nail 2c, third 4c, fourth 8c, fifth 16c, sixth 32c, and when he had finished the amount was so great that they had to send for a college professor to enumerate the dollars that the farmer owed the blacksmith. Now, if you have never tried it, you figure it out.

At San Jose, California, January 18, so the newspaper article read, Mr. Stewart loaned Mr. Jones \$100 for three months at 10% interest compounded monthly. Jones disappeared, but recently returned. Stewart brought suit in Superior Court and got a judgment for \$304,840,332,912,685.16. Compound interest is the explanation. This gives us another concrete example of what turnover means.

Now I am confident that the 2% discount we have been taking in the past twenty-six years, together with these discounts re-invested and the profits on them, would represent more than we have cleared in the hardware business up to this time, and I had this 2% discount in mind when I started in business, and I have kept it up continuously ever since. Many times I have had to borrow money out of the bank in order to take cash discounts.

HAMP WILLIAMS.

AN ALL-AROUND HARDWARE JOBBER

The Rocky Mountain News, of a recent date, contains an item relative to Frank A. Bare, president of the Tritch Hardware Company, of Denver, being made a life member of the Denver Press Club. Denver has no better asset to keep it "on the map" as a trade distributing center than Frank Bare and, in bestowing this honor upon Mr. Bare, the Denver Press Club honors itself.

"RESEARCHERS" FOR CONFIDENTIAL INFORMATION

"Research" work and questionnaires are among the latest development of "efficiency" and advertising "experts" who ask publishers to obtain confidential information from manufacturers and jobbers, who expect manufacturers and jobbers and merchants to open their books and give information that is a part of the merchant's private business.

One would be surprised to see the vast volume of "research" blanks and questionnaires that reach publishers from "promotion" organizations, "publicity experts," "investigators" and "researchers" of various kinds.

Most of those who hide under this guise, are trying to get private or confidential information, and knowing they would be coldly turned down by the manufacturers or jobbers, turn to the trade paper publishers.

They say that by reason of the "position which the trade paper publisher occupies," he ought to be willing to persuade these manufacturers and jobbers to give him confidential information and in turn, ask the editor to reveal it to these "research" experts and investigators.

They ask the hardware trade editor to give them the total volume of sales of this manufacturer in this line, or in that, cost of manufacture, net and gross profit, list of his customers, salaries of representatives—they want to know the jobber's sales, the jobber's gross profit, the jobber's net profit, on a hundred and one various commodities—and a vast array of questions that is wholly and purely the jobber's business.

To such "investigators" and "experts" we have suggested they should be at the head of the census bureau or the income tax department, where all this confidential information is available, but as far as the **HARDWARE WORLD** is concerned we say: *Nay, Nay.*

While the hardware trade editor is usually willing to go to any length to accommodate their friends and patrons, with information that it might be proper to give, yet to turn his organization into a detective bureau to obtain confidential information from some manufacturer or jobber and then to forget the confidential obligation imposed upon him and which he naturally respects, and turn it over to some competitor of that manufacturer or jobber is beyond the comprehension of an honorable man.

What must they think a man is made of who would obtain information in confidence as they request, and then reveal it to a manufacturer's or jobber's competitor? Such people must seek elsewhere than our offices to pursue their "research" work.

The Ball Hardware Company, who recently engaged in business at 1586 West Washington St., Los Angeles, are carrying a complete line of hardware, household furnishings, sporting goods, etc., and are very optimistic as to trade conditions.

ATLANTA LOSES THREE LEADERS

Almost within the month Atlanta lost, through death, leaders in three of her great wholesale houses, men whose thought and work had been wholeheartedly devoted to the problems of the trade and the commercial betterment of their fellow-man throughout the South.

Two of these men passed into the great beyond on the same day, continuing the course which had carried them along such parallel routes through life. W. A. Parker, president of Beck & Gregg Hardware Co., and R. W. Peoples, vice-president of King Hardware Co., were privileged to lead great institutions, and in their work, their friendships, their accomplishments they leave an impress upon their fellow-men which shall be a lasting heritage.

Their passing follows closely upon that of W. A. Crumley of the Crumley-Sharpe Hardware Co., whose death a few months ago was similarly mourned by lifelong associates all over the South and among their hosts of friends, who admired them for their many virtues and true worth.

MOLES AND MEN

A mole, down in his tunnel dim, crawled on his dismal way,

Beneath the surface of the earth, shut from the light of day.

Said he, "The world is dark and damp; no scenery around;

"No song of bird nor smell of flower — naught but the moist cold ground."

Said we, "You err! The world is gay, the birds sing everywhere;

"The sun shines bright, a thousand flowers perfume the summer air."

"Not so!" replied the blundering mole. "I've traveled wide and far.

"There is no sun; no birds; no flowers. And there is ne'er a star.

"I've journeyed all my years of life, and no delights I've found.

"The whole great earth is nothing but one long hole in the ground!"

As with the mole so 'tis with man; the world is what we make it,

And good or ill comes at our beck, according as we take it.

A good time is one that doesn't go off with the having.

THE VALUE OF A FRIEND

So long as we love we serve; so long as we are loved by others I would almost say that we are indispensable; and no man is useless while he has a friend.

—Robert Louis Stevenson.

Some Ways to Lose Money

LET US consider some of the merchant's every-day problems.

Possibly the hardest nut to crack is correct buying, of which price is only one item. It is very difficult not to over-buy. The never-ending obstacle that causes so many merchants to go to the wall is their inability to buy the right thing in the right quantity.

When you know that the demand for an article may be but one-twentieth for one year what it was for another year—or to put it in another way, may be twenty times as great this year as it will be next year—you will realize that it takes a skillful rider to stick on the buying horses; to have enough and not too much. Goods certainly do not improve in style and quality with age.

Articles that sell well for years, often suddenly stop, supplanted by some new invention, and Mr. Dealer has a lot of obsolete, out-of-date stock on hand. A sample, for instance:

Five years ago a certain lamp was a big seller. Then the gasoline "light with a torch" supplanted it, and then the gasoline "light with a match" swept the platter clean.

Another rapidly changing line is from horse-drawn to tractor-drawn implements. Nor does this constant change apply to but a few items here and there. It covers practically everything in the merchant's establishment—to every item of merchandise.

Selling is another big problem. Can enough be sold to make expenses? Can credit be given or must cash be required? If cash is requested, will my customers buy? Let me say, in passing, however, that this community can be justly proud of its credit standing. Our losses through bad debts are about one-tenth of one per cent of our sales.

If Mr. Dealer marks goods too high, people don't buy from him. They may go elsewhere. And if he marks them too low he comes out at the little end of the horn. Then, too, he must get his credit sales collected regularly, as he in turn must pay his bills and statements regularly. Wholesalers don't wait for their money. They make drafts.

Over-buying and over-crediting are possibly the greatest elements of business failures. I think I am safe in saying that the older merchants who went through the hard times either failed (being unable to make collections), or came so very near it that they sweat blood.

The present high prices also keep the dealer busy, as it takes two dollars to do the business one dollar did a few years ago. That is, if a dealer had \$5000 invested he must now have \$10,000 to carry the same line. His living expenses are doubled, and interest, insurance, and nearly all other expenses have increased in volume.

Another leak that has swamped many a business ship is the item of shrinkage, consisting of leakage, waste, shortages, over-weight given, and so forth. For instance: Selling a barrel of oil by the quart or gallon, we find that wastage, evaporation, drying and chemical action have shortened the barrel of oil by about two gallons—an item of one dollar, or possibly a dollar and a half, depending on the grade of oil. One cannot possibly weigh out a hundred pounds of nails from a keg.

The farmer in selling is a wholesaler. A load of wheat is sold in one weighing of say 3000 pounds. Now, if instead of selling in this manner the load had to be sacked up and sold in small paper sacks numbering more than 700 to the load, his position would be parallel to that of the retailer.

J. A. McGuire, one of the *HARDWARE WORLD*'s enterprising Nebraska subscribers, believes retail merchants could benefit themselves, as well as their community by taking their customers into their confidence. Retail merchants are often unjustly held up by politicians, would-be office holders and people of Red or Communist tendencies, as profiteers, and if the merchants make no response or defense it is generally taken for granted that they are guilty.

Mr. McGuire has the right idea. We are giving our readers the benefit of Mr. McGuire's methods of advertising in his community, methods which merchants might find to their advantage to follow.

What the Fordney Tariff Bill Means to the Retail Merchant

(By C. D. Wagoner)

IN CONSIDERING the pending tariff bill each industry or business is, of course, inclined to study the subject from its own standpoint. There can be no doubt in the mind of anybody who has studied the situation that unless we have a tariff that fairly represents the difference between production costs here and production costs abroad manufacturers in this country generally will be unable to compete with foreign goods. Who would benefit then?

It goes without saying that the American manufacturer unable to compete with foreign goods will not benefit for the reason that his factories will be closed or operated at best only on part time. No manufacturer can succeed when his factory is not operating, nor can he succeed very well if his factory is only operating on part time.

The wage earners that he employs will not be benefited for the reason that many of them will not have their jobs.

The local merchants in the producing localities, of course, will not be benefited because if we reduce the buying power of the wage earners in any locality they cannot purchase goods from the merchants. Any industrial center dependent upon manufacturing would not be benefited by lack of proper protection to American industry.

For example: the city of Schenectady, N. Y., is largely dependent upon two industries. Whenever the working forces in those industries are reduced, whatever may be the cause, the local merchants in that city immediately suffer. On the other hand, when the industry is running full force things are prosperous in that locality. This has happened time and again. It is needless to say that that city is for a tariff.

Industrial Localities Depend on Tariff

It follows, therefore, that unless America gets an adequate protective tariff, industrial centers engaged in manufacturing goods that can be produced abroad will suffer materially because of the reduced buying power of the individuals engaged in the various industries.

German Wages Average Less Than \$5 Per Week

That American manufacturers are unable to compete with German manufacturers is manifest from the fact that skilled laborers in Germany at the present time are receiving not to exceed \$5 per week, whereas skilled laborers in the United States are asking about \$5 per day for the same work. This means that the living conditions in the United States for wage earners are on a much higher plane than like living conditions abroad.

Three striking examples of what cheap made German goods mean to American industry. Two thermos bottles look very much the same. The one, made in Germany, represents a manufacturing cost of 8.5 cents, American money, and is laid down into this country for 12.2 cents. The other, manufactured in this country, represents a production cost of \$1.01, or ten times the cost of the imported bottle.

The same comparison is true with the two watt meters, one made in Germany with German labor and the other made in the United States with United States labor. These two watt meters are similar and serve precisely the same purpose. The German watt meter was purchased at wholesale in Germany for 300 marks, which was equivalent in United States money on November 1, 1921, to about \$1.50 (the mark being worth on that date about one-half of one cent). The wholesale selling price of the American watt meter in the United States is \$8. The difference is due entirely to the difference in the amount of wages paid in the two countries and depreciation of the foreign currency.

Open Door for Mail-Order Houses

Suppose that a certain locality was dependent largely upon the success of a watt meter manufacturing establishment. Unless an adequate duty were imposed upon the German watt meter the American establishment would go out of business and the merchants in that locality would suffer because the employees would be out of work and unable to buy from the local retail merchants.

While this process was going on a very few large mail-order houses would prosper because they would purchase foreign goods in large quantities at low prices and would sell to some of the large customers of the local retail merchants through a catalog at prices much lower than those that could be offered by the retail merchants. The fact is, that the failure to provide an adequate tariff results in a great benefit to a very few of the big merchants, but in a tremendous loss to the average merchant throughout the country.

Importers' Profit of 5555 Per Cent

The illustration of the two knives shows the enormous profit made by the big importing houses on German cutlery. The one knife was purchased in Germany for 9 American cents. The other, made by the same company in Germany, was purchased from a big Chicago importing department store for \$5.

In enacting any tariff law it is necessary to impose some duties in respect to value. These



duties are known as ad valorem duties. They effect about 12 per cent of our total importations. Other duties are based upon quantity, that is, at so much per pound, yard, etc., and are known as specific duties.

Due to the depreciation of the German mark it is impracticable and impossible to impose an adequate ad valorem duty upon goods manufactured in Germany without making the rate so high as to make it prohibitive against other countries. Take the above illustration of the watt meter. If the duty were imposed upon the foreign selling value of \$1.50 (as would be the case under existing law) and the rate were fixed at 50 per cent, the duty would only be 75 cents, because 50 per cent of \$1.50 is 75 cents.

This duty would be entirely inadequate to permit the American industry to continue its business and employ its labor. If the duty were imposed upon the American wholesale selling price, on the other hand, at the same rate, it would amount to \$4 instead of 75 cents, because 50 per cent of \$8 (the American wholesale price) is \$4. This would give some protection to the American industry.

Tariff Based on American Wholesale Value

The pending tariff bill in order to meet the present situation proposed to impose ad valorem duties upon the American wholesale value instead of the foreign wholesale value. That is what American valuation means and its real purpose is to make it possible to impose a fair and equitable tariff in respect to German im-

portations at a rate which will not be prohibitive against other countries.

Suppose in the above mentioned case that England also made a watt meter which sold in England at wholesale for \$3 instead of \$1.50, the price in Germany. This may be about the relation between the cost of English goods and the cost of German goods today. (England has already passed a tariff act using her home value as a basis to protect her industries against German importations.) An ad valorem duty of 50 per cent based upon the American selling price would make the landed cost of the English meter \$7 or \$1 less than the price here, so that it could compete with the American product.

To get an adequate duty upon the German product based upon the foreign value the rate would have to be at least 300 per cent. Such a rate would put England out of the game. She could not compete with Germany in selling her meters in this country. Germany is not indebted to the United States. England is. The American valuation plan, therefore, will give England an opportunity to compete with Germany in this country and give her also an opportunity to pay her debts here.

All Foreign Countries on Equality

There is another thing about the American valuation plan which is important and that is that it makes ad valorem duties operate the same as specific duties. If the ad valorem rate is applied upon the American wholesale value the duty will be the same in dollars, regardless of the country from which the importation is made. If, on the other hand, the ad valorem rate be applied on the foreign wholesale value those countries with the lowest production costs or whose currencies have depreciated to the greatest extent would pay the smallest amount for the privilege of selling their products in this country.

If the American valuation plan be not adopted, what is suggested to take the place of it that will meet the present situation and keep the American factories running? Retail merchants are more dependent on the buying power of American producers, including wage earners, than on any other class of people. No merchant, other than the very large importing houses, can hope to gain anything by advocating a policy that tends to put the American producers out of business and reduce the buying power of their own customers.

Not every retail merchant can become a small order house for the purpose of selling commodities produced abroad. If they could and did there would be few, indeed, to whom such products could be sold, because the buying power of the American public would be so reduced that there would not be enough customers to go around.

Merchants' Policy Guides Manufacturers

Some manufacturers, due very likely we believe to the delay in passing the pending tariff

bill, are already purchasing factories in Germany with the expectation of producing goods there with cheap foreign labor to be sold in the United States. It is quite possible that a few manufacturers might make a fair return on their investment by producing in this manner, but their employes in this country in the meantime are left without employment, and if every manufacturer followed this example the buying power here would be materially reduced and the buying power in Germany materially increased.

It is for the merchants of this country to determine for themselves whether they desire to increase the buying power here or to increase it in some foreign country. It would seem to go without saying that it is for the benefit of merchants generally to have the buying power increased here rather than to have it increased abroad, because right here in the United States live their best customers and in the great majority of cases their only customers. For these reasons it behooves every retail merchant to get back of the Fordney Tariff Bill and ask for its early enactment.

GIVE ME THE FLOWERS NOW

I've noticed when a fellow dies, no matter what
he's been,
A saintly chap or one whose life's been deeply
steeped in sin,
His friends forget the bitter words they spoke
but yesterday
And try to find a multitude of pretty things to
say.

I fancy when I go to rest someone will bring to
light
Some kindly thought or goodly deed long buried
out of sight,
But if it's all the same to you, just give to me
instead
The bouquets while I'm living and the knocking
when I'm dead.

Don't save your kisses to imprint upon my mar-
ble brow,
While countless maledictions are hurled upon
me now.
Say just one kindly word to me while I mourn
I mourn here alone.
And don't save all your eulogies to carve upon
a stone.

What do I care if, when I'm dead, the Times,
Sun, Gazette,
Give me a write-up with a cut in mourning bor-
der set?
It will not flatter me a bit, no matter what is
said,
So kindly throw the bouquets now and knock
me when I'm dead.

W. E. Gilliland and Paul Wheeler have engaged in
the hardware business at Hardy, Neb.

"JUST AS GOOD"

The price-cutter ruins the reputation of high grade goods and destroys the good will of the makers, thus stealing both purse and good name in one operation. He advertises standard goods at a loss and then seeks to persuade the public to accept substitutes on which he makes money.

He demoralizes the price and the product. He forces other dealers to follow his lead or refuse to handle the article. He restricts sales and lessens distribution. His unfair practices leave the manufacturer helpless to protect his business, into which he has put his name, his labor and his money.

The price-cutter drives the small distributor to the wall by the worst form of illegitimate competition. He swallows competition by the very practices which the anti-trust laws were intended to prevent.

He is the cut-throat competitor who is everywhere and always the forerunner of monopoly. He is a restrainer of trade and a lessener of competition. He robs the neighborhoods of their rightful patronage and trade which can give best service under fair competition. He shouts for a free market, where in a jungle war his unscrupulous tactics may give him a strangle hold on business.

Breaks Contracts

The price-cutter helps to weaken the honesty and morality of American business. He seizes any straw, however flimsy, to free himself from moral and legal obligations to fulfill contracts and obligations. He breaks down the standard of fair dealing, proper merchandising system, which is an inseparable companion of business honesty.

He is the author of many degrading tendencies in business. His spirit of disregard of fair play is encouragement to every cheat in business. He helps rot the fabric of American commerce. He breeds the tax dodger and the canceller of honest contracts and the men who cheat but keep within the law.

He is an enemy of the public good and he must go. Give the independent manufacturer of identified, guaranteed goods the right to maintain a fair and equitable policy and protect his reputation and good will, which depends upon public approval of the price and quality of his product. That will assure a square deal for business and the public.

George Anthony has purchased the hardware business of Reitz & Crites at Mayside, Neb.

The Ernst Clausung & Sons hardware store was recently destroyed by fire at Grafton, Wis.

The Stucker Hardware Co. recently suffered a loss by fire, the loss amounting to \$10,000, at Conrad, Mont.

Frank J. Finch has sold his interest in the Finch Hardware Co. to the other stockholders at Jackson, Michigan.

Kindliness and Hospitality Builds Business

(By Roger W. Babson)

A GOOD friend of mine, Franklin T. Miller, says that the only place that a man feels thoroughly at home is in bed. When he gets out of bed and starts to dress he begins to feel lonesome. When he goes downstairs he feels more so, and when he leaves the house to go out into the cold world he is always below par.

If nobody speaks a pleasant word to him during the early part of the day he becomes gloomy and less efficient as the hours go by. If, however, on his way to the office the corner policeman touches his hat and says in a cheery voice, "Good morning, glad to see you looking so well this morning," it will materially increase his efficiency.

Efficiency a Temperamental Factor

Efficiency and happiness are largely synonymous. Happiness is the result of truth, hopefulness and, most of all, hospitality. The relation between hospitality and production, the great factor that hospitality is in connection with distribution, is little realized today. The prosperity of our nation is more closely allied with the word hospitality than any other word. Hence, the economic importance of the teachings of Jesus and a very practical reason why business today needs more true religion. For true religion is in the last analysis simply the spirit of truth, hopefulness and hospitality.

No One Need Be Destitute of This

Hospitality is the one thing which is unlimited in supply, can be manufactured from nothing and without expense, is in great demand and yields huge profits. An analysis of failure statistics would indicate that more men have gone bankrupt from lack of hospitality than from any other factor, while more men have been successful from developing hospitality than from any other one factor. Hospitality is a commodity, more sought for than any other commodity and yet can be procured and delivered by any one. Yes, hospitality is not only the great factor in production, distribution and consumption, but is the greatest money-maker that we know of today.

Real Assets Available to Each

During the past few years I have been analyzing the characteristics and assets of America's great captains of industry. In beginning this investigation, I thought that the important things of business were capital, technical training, physical endurance and those other material forces which we so much seek. Careful study, however, convinces me that these tangible factors are of little value. The real assets possessed by our captains of industry are the so-called intangible assets,

among which are thoughtfulness, kindliness, sympathy, hopefulness, all of which could be summed up in the one word hospitality.

The great engineers have not been those with the greatest technical knowledge, but rather those who had the power to gather around them a staff of loyal men. It was these men who loved them so as to follow them across the seas, into the wilds of the forests, over the mountains, scoffing at danger and suffering that made them great engineers. The great manufacturers are not those possessing vast mechanical knowledge, but rather those who have visions and dreams, the men with faith, courage and hopefulness.

The great bankers are not those who can best analyze securities and statements. Seldom has a great accountant ever become a great banker. The great bankers are the men who have faith in their fellow men, who are willing to trust, help and boost those who come to them in distress. The real asset of every successful bank is not the securities in its vaults, but the hospitality personified by its officers and employees. The successful banks of every community have reached their present positions owing to some one or more persons possessing this spirit of hospitality.

Hospitality Necessary to Successful Merchandising

When it comes to the distribution of goods and various forms of merchandising, hospitality is indispensable. The whole structure of salesmanship is interwoven with the word hospitality. None of us buy our goods in the cheapest market.

We buy our goods of people whom we like and these people are the hospitable ones. Mind you, I don't refer to bluff or flattery or any of these imitations of hospitality. By hospitality I mean a genuine love of the other fellow and a desire to do by the other fellow as we would like the other fellow to do by us.

The greatest mine of undeveloped resources in America today is to be found in the word hospitality.

Many are talking today about the troubles of railroads, public utilities and certain other industries. Some lay the troubles of the railroads to the Interstate Commerce Commission, others to the bankers of New York, others to the labor leaders. Statistics, however, may indicate that the real trouble with the railroads is that they have looked upon material things as their only needed assets and have entirely forgotten the greatest asset of all—hospitality.

I believe that it would be possible to take any railroad system in the United States and make it a huge success by simply the development of

the spirit of hospitality. Transportation is only a commodity. To sell transportation the same methods must be used as to sell any other commodity. No merchant ever made a success selling commodities who had not the spirit of hospitality.

A railroad system may be compared to a hotel, but who could make a success of a hotel run on the spirit that the most railroad systems are run? Hence, our railroad systems need for presidents men trained, not in the railroad business, but in the hotel business, in merchandising or in other work dependent upon service. Wonderful opportunities exist to develop our railroads, public utilities and certain other industries now in trouble by simply saturating them with hospitality.

Every one today is tired, hurried and troubled with cares. The one thing for which we all hunger is hospitality. We naturally gravitate to the place we can get it. The manufacturers, merchants, hotels and restaurants which are dispensing hospitality are getting the business. The automobile is revolutionizing transportation. The railroads, public utilities and other corporations must get this new point of view if they are to survive. When they do fall in line they will not only survive but will be immensely profitable. At least this is what a study of certain systems such as the Boston & Maine and New Haven strongly suggest.

Of course, railroad officials reading this letter will say, "This is all right in theory, but it is impossible with our present labor conditions." Perhaps this criticism is true and perhaps it is not. We shall not know until it is tried. Even, however, if labor refuses to be hospitable, this still does not defeat my statement that what is needed today is more hospitality. I, however, seriously doubt whether labor could not be won over to the hospitality idea. Labor has been interested to avoid accidents; labor has been interested to reduce costs; why cannot labor be interested in the fundamentals of salesmanship and made to understand the great possibilities in the development of hospitality?

Feelings Equally Powerful With Figures

If we know the world is ruled by feelings rather than by figures, cannot we teach it to others? I believe that we can and if we ourselves were convinced as to the value of hospitality and its intimate relation to financial success, we could interest our employes in the idea. Nothing today would do so much to bring about better conditions than a resolve on the part of every one to be hospitable and try to make all with whom we come in contact feel happy. I repeat: efficiency and happiness are largely synonymous!

P. G. Wiems has engaged in the hardware business at Hubbell, Neb.

SALT LAKE STEADILY IMPROVING

A steady improvement throughout the intermountain territory was the report of H. A. Schweikhard, vice-president and general manager of the Salt Lake Hardware Co., when he called at the **HARDWARE WORLD** offices last month.

The mining districts show renewed activity. All signs point to a favorable season agriculturally, and stocks have been so worked down all along the line that buying is in order, both on the part of the jobber and dealer.

It is so rare an occurrence for Mr. Schweikhard to be absent, even for a few days, from his long hours and constant contact with the affairs of his company, that it is all the more agreeable to meet him while comparatively at ease. A great share of the development in the mountain territory is due to the service and co-operation extended by the strong jobbing houses, and the Salt Lake Hardware Co., under Mr. Schweikhard's leadership, has always held its place among the pace-setters.

I REMEMBER—

I remember, I remember the house where I was born, and the little window where the sun came peeping in at morn. You'd hardly know the old place now, for Dad is up-to-date and the farm is scientific, from the back lot to the gate. The house and barn are lighted with bright acetylene, the engine in the laundry is run by gasoline; we have silos, we have autos, we have dynamos and things, a telephone for gossip and a phonograph that sings. The hired man has left us—we miss his homely face—a lot of college graduates are working in his place. There's an engineer, and fireman, a chauffeur and a vet., 'lectrician and mechanic, oh, the farm's run right, you bet. The little window where the sun came peeping in at morn now brightens up a bathroom that cost Dad a car of corn. Our milkmaid is pneumatic and she's sanitary, too, but Dad gets fifteen cents a quart for milk that once brought two. Our cattle came from Jersey and the hogs are all Duroc, the sheep are South-down beauties and the chickens Plymouth Rock. We keep no horses on the farm, our granaries full a'plenty, we'll have our crop to sell this year—we use an 8-12-20. To have the best of everything, that is our aim and plan, for Dad not only farms the place, but is a business man.

Messrs. Kennedy & Burrows are the proprietors of a new hardware store at Williams.

The Bistline Co. of Blackfoot, Idaho, have remodeled the Sterling Hardware and Implement building, on West Bridge street, and are now open for business.

The Eagle Rock Hardware Store, C. I. Ritchey and C. L. Suits being proprietors, will be enlarged to give them facilities to carry an increased stock and a full line of furniture at Eagle Rock, near Glendale.

Better America Federation

[The average merchant or business man, so engrossed with his every day affairs, has been lulled into the belief, "now that the war is over," that the affairs of our nation do not interest him. Little does he realize that the radicals and bolsheviks "slumber not, nor sleep." Little does he know that the radical elements, largely financed by collecting funds from just such as he, under the false guise of "saving the starving women and children of Russia, Austria, Near East" and what not, are enabled with these millions to conduct their "educational campaign" in schools and colleges and their propaganda in newspapers and magazines. From time to time, on this page, we shall present some facts that should serve to arouse every true American father and mother to the dangers in our midst—to what is being taught your children—not in the universities, colleges and city schools alone, but in the grammar and country schools as well.]

THE NATION (socialist), New York, in its issue of March 8th, has an article by Miss M. L. Svecenski, a recent graduate of Radcliffe College, congratulating the radicals upon subversive teaching in colleges. Radcliffe College (for girls) is located at Cambridge, Mass., and its classes are taught by members of the Harvard faculty. Miss Svecenski admits that her radical ideas have developed under the teachings of Professors Ripley, Chafee and Felix Frankfurter, and makes much of the fact that Professor Laski's doctrines were in sharp conflict with the teachings of Professors Carver and Bullock. It so happens that Professors Carver and Bullock are entirely sound and thoroughly American in their economics. (All of the above professors are on the Harvard staff.)

To eliminate any doubt as to the teachings to which this Radcliffe College girl subscribes, it is only necessary to quote the last two sentences in her article in The Nation:

"The liberals and radicals will, I hope, give more attention to the colleges. They can make them their own if only they will try."

Professor H. W. L. Dana, removed from Columbia University, is now interpreting Bernard Shaw's socialism to classes at the Rand Socialist School in New York.

The need for systematic instruction in the meaning and value of American government is startlingly told by James T. Cortelyou, Philadelphia's director of public safety. "Bolshevik schools have been established in every important city and town in the United States with the undeniable purpose of undermining the principles of Americanism taught to the children in the public schools and preparing the country for revolution. The situation is most grave and requires our immediate and active attention," he declared.

"The point I wish to make today is that no amount of police activity can altogether smother this thing. It is not so much a force, as it is a pernicious idea, an intangible thing which we can only fight with another and stronger intangible method—education. And I suggest as the best antidote for this foreign poison a campaign against it by our educational authorities. Courses pointing out the falseness

of their doctrines should be established in all our schools.

"Bolsheviks have almost a system of exchanging professors. One comes from New York to teach Philadelphia children, one may go from here to Los Angeles. It is nation-wide in scope and most serious and requires the co-operation of every single citizen to combat it."

On a street car the other morning we observed a school teacher, who was sitting hard by, select from two or three magazines she had in her hand, a copy of "The Nation." It was our privilege to be standing in the aisle alongside. We were interested because from time to time we have protested that the economic and patriotic ideals of "The Nation" are not conducive to the development of sound Americanism. We have proven the entire interlocking directorate between "The Nation," the Intercollegiate Socialist Society, and other subversive movements. Today "The Nation" is boasting of having added to its staff of "contributing editors" Anatole France, who recently received the 1921 Nobel prize for literature, notwithstanding the comment made by members of the awarding commission, that the prize was given "in spite of Anatole France's well-known Bolshevik sympathies."

The teacher in question scanned a page or two of "The Nation" and concentrated her attention on the second paragraph on page thirty. Upon reaching our office we checked our file copy of "The Nation" and found that particular paragraph to be a eulogy of Eugene Debs (who has just been released from the Federal penitentiary), and a defense of Gandhi, who is leading the revolution in India. Says "The Nation," in this paragraph:

"Nothing to our mind could be finer than Eugene Debs' bearing since his quitting jail; we welcome the news that he is to tour the country on behalf of his fellow-prisoners in Atlanta prison. Verily, these are good days to live in, when Debs and Gandhi give daily proof of the power of love. The world needs nothing so much today as the teachings of these two men," etc., ad nauseam.

Other valuable (?) articles for the education of our youth, as contained in the same issue of "The Nation" include the diary of Sir Roger

Casement, who was executed for treason; an attack on Chief Justice Taft of our United States Supreme Court, a eulogy of Jim Woodsworth of Winnipeg, who was arrested two and a half years ago charged with sedition; and a favorable review of Trotsky's new book, "The Defense of Terrorism," in which Trotsky endeavors to prove the psychological correctness of the soviet theory.

We submit to the parents of school children that reading matter of this sort is not conducive to real Americanism, either on the part of the student, or the teacher.

RADICALS DISGUISE THEIR ACTIVITIES

We have to give the college socialists credit for cleverness. Nearly three years ago we began a campaign against the Inter-Collegiate Socialist Society. We had observers attend their annual conferences in June, 1919, 1920 and 1921 in Highland, New York. We published the names and the college affiliations of the professors, together with the names and affiliations of the representatives of the I. W. W., the Communists, the Soviet Government, Nonpartisan League and similar groups, all of whom were present at those meetings. The result has been an accumulating opposition on the part of thinking parents—so much so that six months ago the Inter-Collegiate Socialist Society met in New York, formally gave up the ghost and quit. This news was carried through the newspapers, and most loyal Americans heaved a sigh of relief, thinking that another menace to our social welfare had been eliminated.

However, we advised our membership through our weekly bulletin No. 138 that the clever ladies and gentlemen who disbanded the Inter-Collegiate Socialist Society immediately reconvened and within two hours after the death of the former organization, had perfected the "League for Industrial Democracy." Harry Laidler, who had been secretary of the Inter-Collegiate Socialist Society, became research director of the new organization and the personnel of officers and directors was about the same. The purposes of the new organization included all of the purposes included in the Inter-Collegiate Socialist Society, plus an expressed desire to have the help of organized labor in their nefarious plans.

As a further bit of camouflage, the monthly magazine, "Socialist Review"—which was one of the mediums of propaganda of the Inter-Collegiate Socialist Society, died with its sponsor. (See our weekly bulletin No. 132.) With well sounded requiem, the "Socialist Review" went out of business. But within thirty days, Harry Laidler, as secretary for the "League for Industrial Democracy," announced the formation of the "Labor Publication Society," and the birth of a new magazine called "Labor Age." Laidler is secretary of the "Labor Publication Society" and editor of the

magazine. Jim Maurer, Pennsylvania radical, who was vice-president of the Inter-Collegiate Socialist Society, is president of the "Labor Publication Society."

We are rehashing all of this history because in the current issue of Babson's Statistical Report, we find that Babson has become an unconscious victim of this clever ruse on the part of the college radicals. Babson records the passing away of the Inter-Collegiate Socialist Society and congratulates the country upon its demise. That was exactly what the radicals wanted—to pull the wool over our eyes, that we might be blinded to their further activities.

Verily, eternal vigilance is the price of liberty.
—Better America Federation.

TRAFFIC OFFICER No. 1922

STOP

Stop riding last year's Trouble Bus,
Stop feeling sad and blue;
Stop knocking Nineteen-twenty-one,
Stop doubting 'Twenty-two.
Stop wailing of mistakes you've made,
Stop saying gloom endures;
Stop envying your rival's luck,
Stop now lamenting yours.
Stop springing ancient alibis,
Stop thinking, then, at all;
Stop crying to each friend you meet,
Stop backing toward the wall.
Stop eating only of the husks,
Stop throwing up your guard;
Stop wearing undertaker looks,
Stop saying times are hard,
Stop worrying about your tires,
Stop driving 'round in low;
Stop saving on the Peppy Gas.
Stop all that stuff and—Go!

GO

Go get yourself a Grinmobile,
Go get equipped for speed;
Go after everything in sight,
Go get the joys you need.
Go smiling to your daily task,
Go after business, too;
Go where it never was before,
Go where it waits for you.
Go where the jokers congregate.
Go tell a few, and then
Go home and tell 'em to your wife.
Go pass 'em around again.
Go where you think the blues abide,
Go where the gloomers sit;
Go hear their pessimistic plaint.
Go talk them out of it!
Go make them all stand up and shout:
"Go, 'Twenty-one! adieu";
Go flood the world with but one song:
"Go dig in 'Twentytwo."

—Wm. Hershell.

Elmer Utter has sold his hardware stock to Walter and Guy Rogers, at Sanford, Mich.

Takes Greenwood To Test Saws

EVERY woodsman and mechanic knows that green wood will "test the metal," as well as the set, balance and finish of any saw. Perhaps that's how it is that R. E. Greenwood has risen to be assistant general manager of the Simonds Manufacturing Company, in particular charge of the hand saw or hardware department of the business.

It's not "all in the name" with him by any means. This affable, sociable, well-versed, keen gentleman wholly belies the first half of his name, and his cranium is so vital with energetic cerebrations that not even his worst enemy (if he had one) would venture to suggest the presence there of an atom of the rest of his name.

He has mastered saws and the saw business among other things and we only wish that all our readers "on the firing line" behind the counter or on the road could come in contact with his expert knowledge, his hearty enthusiasm and his dynamic energy. He wishes so, too.

Know the Goods You Are Selling

"After a thorough study of all phases of the hand saw problem, I believe the crucial factor is the man who actually sells 'em. He's the fellow we are anxious to reach. If we could get the sales points at his finger tips as sharp as the teeth on the saw he has to sell, if he would only sell good tools with the same pride and discrimination as the skilled mechanic buys them, our problem would be simple. A saw is a fine instrument that only responds profitably to the expert touch after thorough study."

So you who have the privilege of selling saws, take Mr. Greenwood's advice and know everything there is to know about the tool you are selling as well as those you are selling against. The manufacturers have this information at your disposal, but it's only so much ink and paper until you have made it yours.

It's comparatively easy for saw manufacturers to reach the cross-cut saw trade. These saws are used by woodsmen and sawyers who put so many hours of back behind their saw from week to week that they are eager for enlightenment on the fine points of saws and sawing. Here is the thirst which is the fountain of all knowledge. Expert demonstrators go from

camp to camp making tests and giving exhibitions.

The merchant has the same opportunity, through his salesmen and among the mechanics of his community. Why not an expert hand sawyer in every store? Let him take a saw customer out in the back room and show him how to use a saw to best advantage and the best saw to use. In slack times in the store let him visit the carpenter shops, the contractors, the mill man in the neighborhood, to solve saw problems and show them the saw you know is best.

Mr. Greenwood's Faithful Service

To return to Mr. Greenwood (the sylvan suggestion of whom may have tempted us to wander), he grew up as a Fitchburg (Mass.) boy, and it was naturally always in the back of his mind to work into the big Simonds organization. Not that his forbears had been in the saw business, but he had seen the happy way Simonds people worked together, and the very high character of the personnel.

After a little sally into the fundamentals of the plumbing business, young Greenwood "saw" the light and had the opportunity he was awaiting. After some years at the factory he was attached to the Montreal office, with valuable chance for insight into the sales and distribution problems. In 1914 he was sent to Vancouver, B. C., as branch manager, and for the five war years successfully handled the business of the company in Western Canada. So his present status is but a natural evolution and development through hard work, close study and seizing opportunities as they were presented.



R. E. GREENWOOD,

Assistant General Sales Manager Simonds Manufacturing Company, in charge of the hand saw business through the hardware trade. The company aims to put the name only on saws that are just as perfect as human ingenuity and skill and the best materials can produce, and the personnel of the organization, of which Mr. Greenwood is typical, is on the same standard.

Aug. Lautenback recently opened a hardware store at Granton, Wis.

Dwight Curtis has purchased the hardware business of Fred W. La Due, at Homer, Mich.

Vick & Johns Hardware Co. at Douglas, N. D., recently suffered an \$8,000 loss by fire.

The Banner Grocery and Hardware Co. at Prairie Grove, Ark., recently suffered a \$6000 loss by fire.

J. R. Browne of Reedsport, Ore., has purchased the hardware and furniture stock of J. C. Klein & Son and will increase the stock.

Leading Jobbers Adopt Profit-Sharing Plan

Dunham, Carrigan & Hayden Co. have announced to the public as well as to their employes that, dating back to January 1, 1922, a profit-sharing plan has been put in operation which will enable all employes of the company to share in the net earnings.

As far as we know, this is the first announcement by a wholesale hardware house of a general profit-sharing plan, based on the net earnings of the institution, to include all employes, and its operation will be closely watched. Such plans have been instituted in other fields, in industrial plants and in smaller commercial organizations.

Perhaps the complexity and difficulty of operation of the hardware jobbing business has hitherto prevented such institutions from announcing a general profit-sharing plan. Bonuses have been paid to salesmen and commissions and other over-ages based on sales or volume. The company believes their plan is more fundamental, absolutely fair, and in its ramifications based on a foundation of sound, far-sighted economic thought.

In making the announcement, the company has not resorted to generalities, possibilities, or hazy theories that are open to evasion or technical interpretation. A letter to each sales representative of the company, a general letter to all employes in the house, and a conference of department heads and executives made the plan absolutely definite and fully understood from the very start.

The project provides that interest on the invested capital of the firm shall first be set aside. Beyond that the firm and the employes will share equally in the profits.

Naturally the business men whose money is invested in any enterprise have a fundamental right to a fair return on their investment, an

Dunham, Carrigan & Hayden Co. Further Demonstrates the Far-Sighted and Progressive Spirit That Has Characterized Seventy-three Years of Business Life.



BRUCE HAYDEN,

Affectionately acclaimed by hardware men universally as "our grand old man," who grows stronger and more active every year and whose labors, thought and love for the trade, as expressed in 64 years' continuous service for one house are now returned many fold in the achievement he has directed and the immortal influence he has borne.

even greater claim than they would have if their money were in a bank or in securities. For there is an element of risk involved, and at all times a liability for assessment and further demands upon the stock holders.

Dividends will be earned, not donated. The company will not "give away" one cent. An opportunity is offered for every employe to share in the profits, with the incentive to work for this object.

73 Years Growth and Development

It is natural that the institution which has taken this forward looking step is one of the largest and soundest in the West, having been continuously engaged in business since 1849. Dunham, Carrigan & Hayden's financial position is the soundest, commanding the unlimited confidence and credit of manufacturers, bankers and other financial agencies, as well as the heartiest respect of their competitors, cus-



1849 — Beginning of what is now Dunham, Carrigan & Hayden.

tomers and associates in the hardware trade.

The policy of the house is the same today as it has been since the start, and is best typified as well as most effectively set forth by Brace Hayden, "the grand old man" of the hardware fraternity, as he is affectionately known, beloved by every hardware man in the United States with whom he has come in contact, whose services the best interests of the company are now in their sixty-third year.

Brace Hayden's Unflinching Leadership

It is a real inspiration to see Mr. Hayden busy at work in his office or in and out of the other offices and all over the building. Though well over 80 years old, he keeps long hours four days a week and is closely in touch with every phase of the business. His mind and memory are a wonder and inspiration to his associates, for every incident and turn of events in the company's history are at his finger tips. Thus the present management has the benefit of counsel which has been enriched by the accumulated experience of nearly three quarters of a century, combined and utilized by a mind of phenomenal grasp and judgment.

Mr. Hayden has been vice-president of the American Hardware Association since its organization, and has always taken a keen interest in general affairs affecting the trade. He has represented the West in the councils of the national hardware jobbers, and has earned enviable repute for his analysis, his fairness and justice, and his grasp of problems and situations that have occurred.

CAPTAIN J. G. LANGDON,

Vice-President and General Manager. A solemn injunction has been served upon us in what we might say of the vice-president and general manager, yet he himself cannot deny our merely repeating the statement that he fully lives up to and justifies the title of general manager in name and fact.

Consistent Policy Builds Friendships

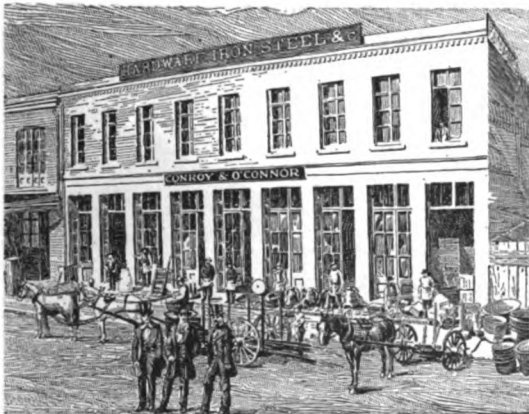
Naturally the house has but reflected the spirit of its master. Fair and square dealing have been at the base of trade relationship, both with jobbers and customers, which have spanned years by the score. Employees of the organization who entered as boys have remained until they are the executives and department heads. Long-continued and faithful service to the house have meant the same benefits for the customer. As jobbers, the company has consistently protected the dealers, believing that it is the function of the wholesaler to carry the stock and take the risks, so that the merchant can make his profits on turnover and keen selling. During the last year or two it has been a source of gratification to Mr. Hayden and the other officers of the company that merchants in general are following just this course, letting the jobber carry the stock and depending on frequent shipments and rapid turnover.

Romantic Pioneer Beginning

The firm was founded as Conroy & O'Connor in a tent on the San Francisco waterfront in the gold rush of '49. There was then only the difficulty of getting stock and guarding it against the lawlessness of the early days. After ten years of great growth, Brace Hayden, Benjamin F. Dunham and Andrew Carrigan, Sr., among others, entered the employ of the company, Mr. Hayden being in the New York office, where the buying was done. In 1883 the company moved into a four-story building at 17 Beale street, where the first catalog was published. The lines changed from those for the miner and pioneer to those for the rancher, the orchardist, the home builder and the needs of city, town and country.

After the death of Mr. Carrigan, in 1889, and Mr. Dunham in 1897. Mr. Hayden moved from New York to become president and assume the management of the firm's affairs. In 1906 the entire plant and stock of the company were destroyed in the great fire, but the records were saved and in a month a larger business was being done than ever.

After temporary occupancy of the best available quarters, a great four-story building was erected, covering an entire city block and containing nearly a quarter million feet of floor space, designed to house most efficiently and adequately a great stock patterned after the



When Mr. Hayden entered the employ, this was the "Company Front."

needs and opportunities of the western empire.

The site has the advantage of spur trackage on two sides, trucking proximity to the freight depots and piers of railroads and steamship lines, and a location central to all parts of the city.

300 Members of the Organization

The present personnel of the company includes 300 employes, and they may be more properly termed a big family than by so formal a term as "organization," except for the fact that they are organized, by a unity of spirit, of aim and of interest.

Although the announcement of the profit-sharing plan has just been made, and it is too early to draw any conclusions from it, the executives point with pride to an already noticeable quickening of morale, individual initiative, and spirit of industry and efficiency are even greater than ever.

Management in Able Hands

Associated with Mr. Hayden in the actual operation of the business are executives of his own type, in hearty sympathy with him in spirit and action. As general manager, Captain J. G. Langdon brings many years' army experience into the management and organization of their great commercial campaign.

Ability or training on the field of battle is equally valuable in the field of business and vice versa. Fundamentally the problem is one of analysis, far-sighted strategy, discipline and organization.

At times an editor is handicapped by knowing too much of the details of a business, of what has been accomplished, and of the "power behind the throne" in its direction. In such a predicament we find ourselves at this moment, for it is an unwritten law among those jealous of the true ethics of trade journalism that any trust and confidence must not be betrayed, even though it would make an inspiring story and would give well deserved praise.

To pay this tribute would violate a confidence and we must forbear for none would be more quick to say "nay" than Capt. Langdon. He disclaims knowing anything about the hardware business, although such a statement would be "challenged" and not "pass muster" with his co-workers.

Curtiss Hayden Sales Manager

Although only lately come into possession of the title of sales manager, Curtiss Hayden is now in name what he has been approaching in fact for some time. The great volume of work that an assistant sales manager can do until the time comes to lay aside such a qualifying title is known to all who have filled that position.

In every respect he is a real son of his father, with the same earnest sincerity, the same application, and always the frankness and genuine democratic interest in the men he meets, whether they be other members of the organization, customers, competitors, or any others connected with the trade.

Naturally Curtiss Hayden has grown up in the atmosphere of the trade, always with an ambition to take his share of the burden and responsibility from the revered shoulders of his father. Eleven years ago he began at the house, at the very bottom, just as any young man would enter the employ.

It was his father's idea that no favoritism should be shown merely because he was the son of his father. In fact Mr Hayden, senior, was anxious that his son should undergo a strict training, well knowing that in such discipline his true worth and merit would be developed and proved.

He spent his days among the stock bins, behind an apron and a truck, and his later days as clerk, on the road, in the purchasing department, pricing, accounting, mastering the complexities and varieties of the business. All the while he has earned the hearty respect of his



CURTISS HAYDEN.

Second Vice-President, Secretary and General Sales Manager. Any one bearing such a name, made illustrious in merchandising channels, is destined to prove a splendid force for the best in the hardware business. From all one may see and hear, the name is assured continued distinction. Mr. Hayden Jr. has thoroughly earned his spurs and enters upon the sales manager-ship after many years of thorough, practical hardware training.



One month after the fire of 1906 the company was doing a larger business than before.

fellow-workers for his absolute fairness and unwillingness to take a single step that he had not first earned.

The newly announced profit-sharing plan will depend in large part for its success upon the accomplishments of the sales department, and Mr. Hayden is enthusiastic in furthering the progress of the plan. He is convinced that the company's field is unequaled in richness of possibility, just as the territory is destined to wonderful growth and development.

In addition to the sales managership, Curtiss Hayden is second vice-president and secretary of the company.

Assistant Sales Manager Rampe

David W. Rampe is a typical member of the big family, who began as a boy 24 years ago, worked and studied and learned, and who now receives his reward in high executive responsibility. Any company is indeed fortunate to have a "Dave" Rampe at the top of its sales department, for he combines the experience of years and a wide acquaintance with the company's entire territory and customers, and at the same time enjoys the confidence and proud friendship of the entire sales force associated with him.

For over a year Mr. Rampe has directed sales in a large division of the territory and so assumes his new title not without executive experience. Through sheer industry, faithfulness, application and reliability he has worked his way to the top, and while he is being justly and rightfully congratulated, we also take this occasion heartily to congratulate the company on having an organization that produces Dave Rampes, as well as the good taste shown in making the most of an excellent investment of his kind.



DAVID W. RAMPE,

Assistant General Sales Manager. Mutual congratulations are in order when a career of faithful service and constructive work for a single institution receive the natural reward in promotion to executive responsibility. It is just as fortunate for the house that Mr. Rampe is assistant general sales manager as it is for Mr. Rampe to have so fine an institution and organization behind him.

EFFECTIVE COLOR COMBINATIONS SUGGESTED

Here is a schedule of effective color combinations, and while these are suggested with reference primarily to window displays, they are helpful to the man who is planning color advertising.

The following are colors which make excellent combinations:

Orange red with yellow.
Violet with yellow.
Violet with yellow-green.
Violet with green-yellow.

The following make good combinations:

Scarlet and turquoise.
Violet with orange-red.
Violet with orange.
Violet with blue-green.
Turquoise with orange.
Orange with blue-green.
Orange-yellow with purple.
Yellow with purple.

The following make strong combinations:

Normal-red with blue-green.
Normal-red with green.
Scarlet with green-yellow.
Purple with normal-green.

The following make fair combinations:

Orange-red with purple.
Orange-red with yellow-green.
Orange-red with green-yellow.
Orange-yellow with turquoise.
Orange with green.
Scarlet with green.
Normal-red with green-yellow.
Purple with blue-green.

The following make poor combinations:

Yellow with normal-red.
Yellow with scarlet.
Yellow with turquoise.
Yellow-green with purple.
Normal-green with scarlet.
Normal-green with orange-red.

The following make very poor combinations:

Blue with blue-green.
Blue-green with yellow.
Blue-green with green.
Blue-green with yellow-green.
Blue-green with turquoise.
Normal-green with turquoise.
Turquoise with green-yellow.
Green with orange-yellow.
Orange with purple.
Violet with normal-red.
Violet with scarlet.
Red (of any kind) with pink.

The following are six rules which can successfully be carried out in making trims:

1. Contrasts of two colors or graded shades of one color are correct.
2. Dark colors should be used below light ones, never above.
3. Never use more than three colors in one scheme.
4. Use light colors in dark places.
5. Use soft shades where the permanent colorings of the store itself are pronounced.
6. Never put two floral designs near each other.

Stanley Supply Co., at Stanley, Wis., has increased its capital from \$50,000 to \$75,000.



The present quarters cover a large city block.



BUSINESS GETTING SUGGESTIONS

BUSINESS TO BE HAD IF YOU ASK IT

The Automotive Equipment Association has demonstrated to the satisfaction of all jobbers, traveling salesmen and dealers who have co-operated with them, that business is to be had for the asking.

As a matter of fact, many salesmen and dealers have been greatly surprised to find how easy business comes. Heretofore they had been holding back, impressed with the pessimistic talk that "theorists" and "economists" have been setting forth that business could not be had, that "prices had to come down," that "nobody was buying" and all of that sort of talk.

Many in the trade had reached a state of mind that they more than half way inclined to the same line of thought.

What the Automotive Equipment Association has done can be done by any dealer if he will simply make up his mind to try it out. While, of course, there will be times when he will miss sales, yet the percentage of sales he will make, the business he will develop will undoubtedly encourage him to further efforts.

Try it out and ask 'em to buy, show your goods, call attention to what they need, and sales will result more than half the time.

In selecting your toy stock and choosing the juvenile goods you care to handle, remember that your shelves, tables and windows must carry toys in keeping with the rest of your stock. You sell good hardware, tools and materials of the highest grade. You have trained your community to use and demand this best-in-the-long-run merchandise.

See that in the toy department you carry expensive toys of the highest grade, for the most particular and the best trade. Then train your community to demand and to come to you for these things.

You will not be proud of, and your clerks will have no interest in a toy department that is a mere fill in. "Jim-cracks" and novelties will be a poor investment. You probably won't want books or dolls or games.

Good "he" playthings with merit in the making and red blood in the using—these are your game. Hit high. Buy the best wheel goods, mechanical and structural toys, play-ground apparatus, etc. Tell your town, especially the children, you have these and you'll sell 'em.

FIVE-CENT SALES BUILT WOOLWORTH AND WRIGLEY BUILDINGS

Any merchant who may be inclined to look down on a nickel transaction can get a very different viewpoint when he looks up at the colossal Woolworth building in New York—or the Wrigley building, Chicago's most lofty office building.

These two structures represent constant turnovers, constant nickel sales. Undoubtedly all merchants could materially increase their business on lines that they are permitting other merchants to carry if they would only let their customers know they carry them.

The nickel gave us the Woolworth building, one of the seven wonders of the twentieth century. Now it has given us the Wrigley building, Chicago's most lofty office structure. Spearmint, Doublemint and Juicy Fruit put up this magnificent skyscraper.

The building is not only a credit to Mr. Wrigley, but it is also a monument to advertising. It is advertising that gives the nickel its fortune-making potency. It opens up the purse-strings of the masses for the product that sells for only a few cents. The vast majority of our 105,000,000 population are prospects for a five- or ten-cent package of many things.

How the demure nickel plus advertising multiplies markets is well illustrated in the case of the astounding success of the five-cent package of raisins, recently put out by the California Associated Raisin company. The nickel unit wrought this business miracle, just as it has done before in so many cases.

A certain Milwaukee firm makes every business letter carry a line of special booster material for the business. This line is typewritten at the bottom of the page, and in quotation marks. In dictating the letter or in writing it, the proprietor has dozens of one line sentences from which to choose, so no time is lost and many a sales seed is planted for later use.

A Minneapolis merchant has recently made a marked feature of changing from a credit to a cash basis. He announced that, "Old Man Chargeit died today after a lingering illness of a good many years."

He is comforted by the thought that a fine young man by the name of Cash has taken his place, and that the new cash prices will make the public smile.

DO YOU USE THE RIGHT ARGUMENTS?

The executive of one of the large mail order houses was talking to a number of business men. He was bewailing his lot. He was telling some of the difficulties under which they labored, and they were both many and large.

One of the greatest was their inability to get the "personal touch" with their customers. They were obliged to depend entirely on advertising and the mail. They wrote their letters to be sure with consummate care and skill, and embodied in them all the atmosphere of friendship which was possible, but a letter, he explained, no matter how cordial, was a poor substitute for personal touch, the spoken word, the look of the eye, the tone of the voice, and the innumerable number of little gratis favors which the local merchant is able to give.

He said that many local dealers play on the wrong string when bidding for trade as against mail order houses. Some of them emphasize price, to their great disadvantage. For the mail order houses buy many of their goods in train-load quantities, immediate cash, and their contracts often name surprisingly low figures. They are therefore able to quote a certain proportion of their goods at prices a local merchant cannot meet, and these they emphasize in their advertising, which naturally gives the impression that their prices are incomparably low all along the line.

Some local merchants, he said, base their arguments for custom on the theory that the public should, as a matter of sentiment, support their local dealers. And they bring forth a number of reasons to support their claim. This too, is playing into the hand of the mail order houses. For a man or woman pushes sentiment out of the room when engaged in the business of buying. They are not sentimental in their business transactions, and he who attempts to make them so is playing on a string of human nature which is not strung for action.

The most forceful argument a local dealer can make as he sees it, is to come out boldly in defense of the service which he renders by being on the ground. If the goods are wrong, even the slightest, he takes them back without any hemming or hawing. The purchaser sees the goods before he buys, and therefore knows exactly what he is getting. The delivery is immediate and not several days or weeks from the time of ordering. And the many incidental features of usefulness rendered by the merchant on the ground constitute a factor of real significance.

He stated that many dealers advance their arguments in a halting and negative manner, whereas they should be outspoken and positive in the value of these benefits. A customer does not realize them unless he is told, and he does not appreciate their value unless he is told in plain and unmistakable language and with a respectful earnestness which carries conviction.

A "RUSHING" BUSINESS

Often merchants complain that customers "rush by" their stores and never come in. Whose fault is it? Did you ever think that over calmly?

Customers "rush by" stores that do not attractively display their merchandise in their windows.

Customers "go in" stores that have attractive window displays.

It is said the average number of people passing a window in various sized towns is about the following:

Number of Inhabitants.	Number Passing Window in Twelve Hours.
1,000	178
2,000	356
3,000	534
4,000	712
5,000	890
10,000	1,780
15,000	2,670
20,000	3,560
25,000	4,450
30,000	5,340
35,000	6,230
40,000	7,112
45,000	8,000
50,000	8,900

How many of these prospects are your customers? They are buying somewhere. Why not of you?

FAVORS HARDWARE TRADE FOR HIS ELECTRICAL GOODS

Director Walter L. Wilson, of the United States Electric Company, believes, after many years' experience in selling electrical devices, that the hardware jobber and merchant are the logical distributors, and for that reason the light dimming devices of the Anylite Electric Company, of Fort Wayne, as well as the hot plates of the Liberty Gauge and Instrument Company, of Cleveland, for which lines Mr. Wilson's organization is Western sales representative, are sold through Western hardware jobbers.

It is the declared policy of the United States Electric Company to sell exclusively through the jobber, and over fifty accounts throughout the West testify to the trade's approval of this policy as well as the lines handled.

Mr. Wilson himself has spent the last ten years in direct contact with the buyers of electrical goods. Until three years ago he represented the Stransky Manufacturing Company with lighting fixtures, and when the company's sales policy changed several years ago he resigned to take up his present work. The headquarters of the company are at 710 Polk street, San Francisco.

Automotive Equipment An Opportunity

**Worth While Suggestions From a Well-Known
Hardware Jobber**

WHY do so many hardware salesmen, who have for years successfully sold a line of general hardware, pass up the opportunities for larger sales and increased earnings offered by the automotive equipment department of their house?

There is no difference between selling automobile supplies and any other line of merchandise. A salesman must, of course, have some knowledge of the different parts, their use and what they are for, but this knowledge is also necessary to successfully sell builders' hardware, carpenters' tools or any other line.

In calling on a garage or dealer handling the Buick car, for instance, it would be a waste of time to talk replacement parts for Ford cars or cylinder head gaskets. The Buick does not have a detachable cylinder head, therefore, a cylinder head gasket is not used and surely there are no replacement parts for Fords that will fit a Buick.

A salesman certainly would not mention wire rope or collar pads to the buyer of a drug store, but would confine his efforts to pocket knives, razors, flashlights, and such items as the drug store buys from the jobber.

Yet the writer has known a hardware salesman to try to sell Ford windshield glass to a Hudson dealer. Of course, the general accessory dealer or repair shop might be interested in parts and accessories for all makes of cars, but the average dealer or garage is interested only in equipment pertaining to his own line of cars.

Work Each Town Thoroughly

As a rule the hardware salesman will say he hasn't time to devote to the garages, but if he will study the needs of each individual customer, find out what each one buys that he has to sell, it will certainly take very little extra time.

Why pay transportation to the next town when the one he is in has not been thoroughly worked? The business is there, the garages are needing material every day and are buying from some one. If a salesman is so pressed for time that he cannot work every prospective customer

the territory is too large and should be divided.

Overlooking Cash or C. O. D. Customers

Some hardware salesmen will say, "No use calling on that man, my house won't ship him." If his house won't ship this customer on open account, nine chances to ten no one else will, and this customer buys either cash with order or C. O. D. When a customer of this kind is sold and the money collected, or a small deposit secured and the balance shipped C. O. D. it is a sure bet that this order will be given prompt attention when received at the office, and not be held up by the credit department for credit reports, or waiting for a check for an account already past due.

Study the Needs of Your Customer

When calling on a Dodge dealer, think of what you have to offer for the Dodge car. If you have a new accessory or replacement part particularly suitable for this car, open up on this item, and if you have an actual sample to show, the order is half sold.

Mention such items as rim bolts and nuts, carbon brushes, Dodge Special Spark Plugs, special bumpers for the Dodge and items pertaining to this particular car. Let the dealer see you know what his car requires and he will soon think you are an expert on replacement parts and accessories for his particular car.

Don't Overlook These Suggestions

The automotive equipment business is in its infancy. New items are being brought out every day. A great many articles that are selling big today can't be given away six months from now. The business is not stabilized like the hardware business, but will be some day.

A sample of some new item carried every trip will help wonderfully. While a sale might not result every time the sample is shown, the customer will remember where he can secure it promptly when he begins to have calls for it. Many accessories can be sold by the car dealer to his customer when the car is sold that cannot be sold two weeks or a month later.

A new owner is always proud of his car and



LEE M. ROSS

Manager Automotive Equipment Department C. M. McClung & Co., Knoxville, Tennessee, speaks from a thorough knowledge and a close study of this most important department of their business. Put these suggestions into practice and increased sales are sure to result.

likes to dress it up, and the time to sell him accessories of this kind is when his car is new. Suggest to the dealer that he equip his demonstrator with front and rear bumpers, spare tire cover, spot light, motometer and windshield wiper.

When the car is sold either add the price of the accessories to the price of the car, or tell the customer they can be removed if not wanted. It will be a surprise to the dealer when he finds out how easy this extra profit is made, as it is very seldom the customer will refuse to buy the extras at list price.

No Excuse for Not Knowing

There is no reason why the hardware salesman cannot roll up a good volume of sales in automotive equipment. Almost every salesman either travels in a car or owns a personal car at home. He has had practical experience with automobiles that he has never had with a cross cut saw, still he has no trouble in selling saw tools, files and cross cut saw handles.

All hardware salesmen know the correct size screw to use with a 3 x 3 L. P. butt, and it is just as necessary to know the proper size spark plug to use in a Chevrolet 490 car to successfully sell automotive equipment. This information is very easily obtained; in fact, is incorporated in almost every accessory catalog, but how many hardware salesmen have taken the trouble to learn spark plug equipment on the proper cars?

A great many orders for automotive equipment sent in by hardware salesmen do not give the information necessary for correct filling of the order. On account of not having this information a letter must be written to the customer or salesman for more information, resulting in delay in shipping, extra office work and, a great many times, in loss of the order, as the customer does not always reply, but buys the item wanted from some competitor who happens around at that time.

A hardware salesman certainly would not write up an order for "1/2 M shotgun shells" without giving the gauge and size of shot wanted, but the writer has handled many orders for such items as "One top recovering for Ford car," "4 rims for Dodge car," 6 bumpers for Essex cars," etc.

Ford cars are made in both touring and roadster models, both of which require top recoverings and a cover for a 1914 model would not fit a 1918 model. Dodge cars have been equipped with Kelsey and Dodge rims in both 32 x 3 1/2 and 32 x 4 sizes. A bumper that will fit an Essex car without snubbers would not fit a snubber equipped car.

A little more attention to giving the model, make and equipment of the car for which the part or accessory is wanted would result in prompt and correct shipping of the order.

With very little study the fundamental knowledge of the automotive equipment busi-

ness can be acquired and when this knowledge is acquired the selling of automotive equipment will be easy for the hardware salesman.

PRACTICAL DEMONSTRATION OF WASTEFULNESS

Go into any store or office, any manufacturing plant, and glance around at the wastefulness apparent through neglect of material, supplies, stationery, etc.

Paper, pins, stationery, envelopes, stamps, rubber bands, string, nails, tools, anything used about an office, store or factory—do your employes give any attention to them? Are they not left lying around, each waiting for some one else to pick up or put by—not considering it "their work" or their business to attend to it?

Realizing this condition, Samuel Vaucain, president of the Baldwin Locomotive Works, Philadelphia, Pa., recently gave this demonstration:

"I had the pleasure of giving the Director of Public Works a very complete lecture upon how to run a workshop and how to handle workmen. I illustrated by throwing some money on the ground, which the men all ran after to pick up.

"This explained very forcibly the fact that everybody would scramble to pick up money, but that nobody there seemed to have the slightest desire to pick up the machinery lying around all over the shop floor, each piece of which was more valuable than any of the money which I had scattered.

"They all saw the point at once, and thought it was a good way to demonstrate the reckless manner in which they were handling things. The director announced that they would be corrected at once and thanked me for the illustration, saying that they had never before thought of it in that light."

How rare it is to find an employe so careful and conscientious, who will make it his or her business to endeavor to stop waste. A good salary could be earned in almost every store or establishment by what could be saved.

PUTTING IT PLEASANTLY

Motorists entering an Ohio town see this sign:

"Drive slow and see our city;
Drive fast and see our jail."

C. Henry Olson will turn his hardware business over to Larsen & Jacobsen at San Pedro and will open an exclusive furniture store.

The San Pedro Hardware Co. at San Pedro has been making alterations and additions to give them the facilities for carrying an increased stock.

O. C. Adams of Visalia has moved into a new building in order to give him facilities for carrying an increased stock of hardware and implements.



NEW PETERS WESTERN MANAGER

When the Peters Cartridge Company wants a good, big, man-sized job done, they put L. B. Keplinger on it. He is the company's "special" man, and he is that very thing. That may be the reason why he took over the management of the company's Western district a few months ago and, even in the brief time since, there has been definite response to his thoughtful, thorough, experienced, firm directing hand.

When he left the home office and factory at Cincinnati on this last special detail he was assistant to the president, and shortly before that he had been advertising manager, so that his abilities are not confined to one locality or one department of the business.

Only a few years ago he was sent to New Orleans as branch manager, and he terminated his own commission by cleaning up the stock and closing this branch. But that didn't mean closing himself out of a job. The Peters people think too much of the "linger" section of his name. They keep' him!

More years ago than one would guess from a glance at his picture or a personal meeting, Mr. Keplinger entered the Peters plant. First he only directed a broom, but with the same determination and vigor that has always characterized his work and thought, he worked up and has accumulated production, sales and executive experience in such degree that he ranks among the most forcible products of an organization whose business it is to produce potent forces.

As a first class executive, naturally Mr. Keplinger is long on organization and system. In the line of metallics and loaded shells, a principal problem is the arrangement of stock, for the jobber and dealer as well as for the branch house of the manufacturer. Six days after he had taken his present command he had arranged

all the cases and broken lots in stock exactly according to the catalog pages, and in neat array on the warehouse floor, "dressed up" as carefully as any crack regiment. Result: easy access, neat appearance, and exact knowledge of the "longs and shorts" of the stock at a glance.

So valuable are Mr. Keplinger's suggestions and experience along this line that we have prevailed upon him to record them for the benefit of our readers who have exactly the same problems to meet in a lesser degree.

MARSHALL-WELLS PURCHASE WOOD, VALLANCE & LEGGAT

Announcement has been made of the purchase of the well-known jobbing house of Wood, Vallance & Leggat, of Vancouver, B. C., by Marshall-Wells Company. This completes a round half dozen establishments in the Pacific Northwest and Canada for this well-known institution and makes them probably the largest jobbing distributors on the American continent.

YOU'LL HAVE TO SHOW ME!

(AND PLENTY MORE LIKE ME)

If you're a merchant, with good goods to sell,
Fix your show windows, to show 'em up well;
I am dead anxious to see what you've got—
A glance—an' I'll know if I want it—or not;
An' if your windows with me make a hit—
You've won a customer—an' I am it!
Fill your show windows with things I can see—
I'm from Missouri—you'll have to show me!

When I'm out scoutin' for good things to buy,
Every show window is catchin' my eye;
I look into this one, an' look into that—
Some are appealin'—an' others are flat!
My wallet's hefty, with money to spend,
As down the highway I leisurely wend,
Poking about, seeing what I can see—
I'm from Missouri—you'll have to show me!

If your show windows appeal to my eye—
An' you've got goods that I'm wantin' to buy.
You've won a customer—an' I'll waltz in
With my thick wallet—an' wearin' a grin!
An' I'll go out, packin' bundles galore—
Singin' your praises—an' boostin' your store!
So fill your windows with things I can see—
I'm from Missouri—you'll have to show me!

Two hoboos met on a blind siding. One had been a salesman whose hours were 10 a. m. to 4 p. m. The other one didn't have any money either.

"I don't say that all lawyers are villains," said the doctor, "but you'll have to admit that your profession doesn't make angels of men."
"No," retorted the lawyer, "you doctors certainly have the best of us there."

Keeping Ammunition Stock

By L. B. Keplinger, Western Manager Peters Cartridge Co.

(Note: Mr. Keplinger has had supervision of store and warehousing of many items and will be glad to answer questions on stock arrangement or handling. Address him in our care.—Ed.).

A GREAT many jobbers and large dealers who have put into practice modern and economic methods of keeping stock in most lines, often, for some reason, neglect their ammunition stocks, with the result that these orders are not always filled when goods are really in stock, odds and ends are permitted to accumulate, contents of broken cases become shop worn and soiled, paper cartons become broken and contents scattered, and full cases are opened unnecessarily to fill small orders.

It has been found in stocking articles which run into many numbers, that a stock arranged so as to conform to catalog pages offers the best solution and arrangement. This has been found to be true in keeping an ammunition stock.

To properly arrange an ammunition stock it will be necessary to make a study of the available stock records, which will show the maximum quantities of any load and any size of shot. A diagram of the space available should then be made and the floor space plotted to allow for the warehousing of these maximum stocks. This becomes a simple matter, as there are only six sizes of cases used in loaded shells—one for each gauge—and they are of standard size.

All catalogs take one grade of shell and run from 12 to 28 gauge in sequence, so that a fixed rule can be followed in plotting the floor space. For example, in Peters ammunition, the Referee shell is the first shell encountered in the catalog. The first load listed in quantities by the jobber is the A 90 series, which runs from 2 to 10 shot inclusive. For easy handling, 9 or 10 cases high is standard practice in piling up ammunition. There is no danger of ammunition, so stacked, falling when not supported.

Allow Space for Maximum Stock

If the maximum stock of No. 2 shot is 5000, one space marked off on the floor marked A 92 will take care of all your No. 2 shot. Same will probably answer for 3's. Your No. 4 shot may run over 5000, say 10,000, therefore allow two spaces marked 4. So on through the shot sizes, as per sketch No. 1. Where more than one space is used for one size shot it may be alongside of, or back of the space, depending upon the arrangement of your floor space.

Chilled shot will be placed either directly in back of soft shot (sketch 2), or alongside of soft shot, or following the soft shot numbers. Balance of floor can be laid out in this manner, following whatever method is determined upon in the beginning.

Following Ammunition Catalog

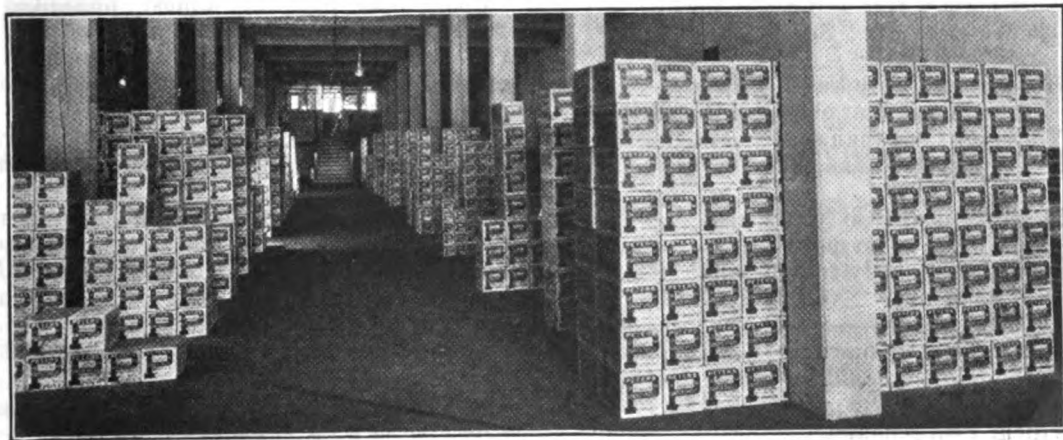
The same procedure should be followed with metallic ammunition. It is usually preferable to stack this against a wall on account of the varying size cases, but the floor space can be set aside in the same manner and should follow the catalog, Semi-Smokeless or Lesmoke cartridges appearing first, and next to them the Smokeless; then the Semi-Smokeless or Lesmoke of the next load as they follow in the catalog (see layout).

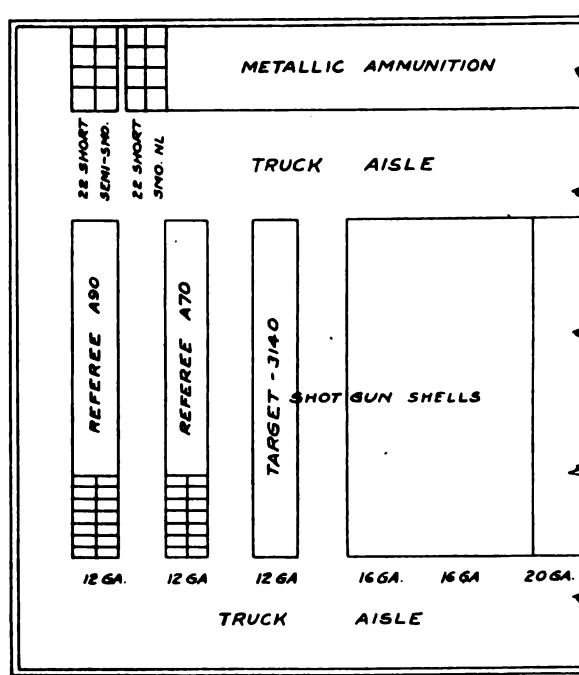
A series of bins or shelves should be set aside for all broken case goods, and such goods should also follow in sequence as found in the catalog. It should be a rule in every establishment that as soon as the lid is off a case, the goods remaining in the case must be removed from the full case stock and taken to the bins where broken case goods are kept.

All orders for less than case lots should be filled from this broken case stock. In this way there will be no accumulation of partially filled cases and no accumulating of odds and ends in the shelves or bins. If these broken case lots are kept under lock and key, there is no danger of minor losses through theft.

Inventory Easily Taken

A system of this kind will result in jobbers filling more orders than they can fill where no systematic method of stock keeping is followed. The newest employe can find goods if they are listed by catalog number and according to the sequence in which they appear,





Model stockroom layout for the ammunition department. Although this is planned for a Peters stock, it could be adapted to any shell and metallic stock.

but only a seasoned veteran who originally laid out the stock can find items which are piled for convenience. When no fixed rule is used in breaking cases, it is sometimes much more simple to take a full case and take the lid off than to hunt for a portion of an unfilled case, if it is any trouble to look for it.

This system makes the taking of inventory a very easy and a very accurate performance. It can be done by using the stock record itself. If all red tape has been eliminated from stock taking methods, this system permits simply a master record being made up and checked directly against the stock.

SAFETY FIRST

If you could only look ahead
And see the things in store
For careless chaps who motor 'round
And like to hear it roar!

If you could only figure out
Which tire would like to burst,
And scatter you along the road;
You'd be for "Safety First!"

If you could only know in time
The things that chance might bring,
You might not then say, "Let her go"
And with the angels sing!

So think it over as you speed,
Or drive as no man durst,
And mutter softly to yourself:
"Remember 'Safety First!'"

First Father: "Your son is an undertaker! Why, I thought you said he was a doctor?"

Second Father: "No; I said that he followed the medical profession."

A MINE IN YOURSELF

Men are like gold mines because, in order to produce, each has to be worked.

There are clay banks and gold mines, coal beds and diamond fields. More money and greater utility comes from the clay products than from the gold mines; more wealth from black coal beds than all white diamond fields of the world.

The old Greek axiom of "Know Thyself" is best applied to an inspection of your possibilities and a realization of your limits.

Pure, native metals are seldom found; they are usually combined with other elements from which they must be separated by refinement, with fire or acid. Some men, some mines produce a low grade ore and can be worked steadily for a long time at a small profit per ton; while other mines, like brilliant men, contain lodes or rich veins of metal. Nuggets and gems of rare value are seldom uncovered. Veins are scarce and hard to find, and though often more valuable, sooner or later play out, drop off and are no more. The lode mine may be very profitable while it lasts, but the perpetual revenue lies in the mountain of low grade ore.

We are all mines, of one kind or another, somewhere on the list between the clay bank and the diamond field.

Some are but the abandoned shafts of an unproductive prospect. Some with surface nuggets promise untold possibilities but with working prove unprofitable. Some with blasting and tunneling yield mediocre success. Some yield rare gems, and others are "gold of fools."

"Know Thyself. Inspect and introspect. Are you a clay bank, copper mine, coal bed or diamond field? Are you worth prospecting? How much refinement can you stand?

What grade of ore do you produce? What grade can you produce? Are you near the market? Is there a sale for your product both profitable to you and your purchaser?

Is your ore in rich veins or broad, deep deposits that will continue to produce year after year?

Coal beds produce almost unlimited by-products. Crude oil has untold possibilities. What are you doing to develop your tailings and by-products? Are your methods modern and up to date?

The most divine thing about man is growth or development. Opportunity for either is continually at hand.

"Know Thyself." Your mind is your mine. Dig deep. Tunnel through. Work persistently and continually. Watch your by-products.

There is a market for your output if you will but refine your native metals.

—E. G. AUBREY.

Ellis J. Levy Company of Willows are the successors to Hochheimer & Co. in the mercantile field.

Stock Them **LOCK WASHERS** Sell Them

**Every Auto Owner in Your Vicinity
a Possible Customer**

The Hardware Salesman

(ARTICLE ONE)

These articles will deal, for the most part with advice and suggestions to young men employed in small retail hardware stores where one, two, three or four clerks look after the work and duties in a store of the average size. The idea is to begin at the bottom and familiarize the clerk with the usual work expected of him, and assist him to become useful to his employer as well as to himself and thus increase his usefulness in the community.

The young men reading these articles are, no doubt, anxious to make a success of their chosen calling, so it will be necessary to follow some principles of good business practice to insure them of success in the years ahead. To plan for this desired success a person must be **HONEST, INDUSTRIOUS and COURTEOUS**. These three virtues will, if faithfully followed, insure to you success, happiness and prosperity in your business.

You will readily realize these three business virtues as you get further along in the series of articles. Imprint on your memory these three vital principles. Success is sure if you follow and make them a part of your equipment for the future, remembering that while you may be working for others, you are, at the same time, gathering a fund of information which will become your best capital in the coming years. You will carry with you the information you consciously or unconsciously pick up along the journey of life; this makes for experience and experience is personal capital. It is yours. It is valuable. But it must be earned before it can be possessed.

The very first thing to begin is to put into practice that virtue **Honesty**. No doubt you have promised your new employer to be on hand at the hour agreed. Therefore, be at the store promptly on the hour. A little earlier would be to your advantage. This habit formed in the early stages of your life will be of untold advantage to you in the future years of your activity.

Assortments

Straight Sizes

We make all sizes from the smallest to largest used

RETAIL HARDWARE DEALERS MAKE NICE PROFITS SELLING LOCK WASHERS

(Ask Your Jobber for American Lock Washers)

The American Nut & Bolt Fastener Co.

Factory: PITTSBURGH, PENNSYLVANIA

REPRESENTATIVES

San Francisco, Cal.,
J. M. Jackson & Co.,
320 Market St.

Chicago, Ill.,
B. A. Dunning,
29 So. Clinton St.

New Orleans, La.,
Harry R. Davies,
Canal Com'l Bank Bldg.

Detroit, Mich.,
American Nut & Bolt Fastener Co.,
Book Building

Montreal, Quebec
E. Bacon & Company



A heart to heart talk with you, Mr. Dealer, from the Sales Manager

INVENTORY time is past—the big buying season of the year is at hand. Probably as you read this, you are considering the products you will discard and the new lines you will take on.

To the dealers handling Peerless Products, renewal orders will be a matter of course. For Peerless Products have proven that they sell—sell rapidly and easily—and pay a good, long profit to the jobber and dealer.

Investigate Peerless

To the dealers who have never sold the line, we urge an especial investigation of Peerless merits. Ask Ford owners who have used them—ask other dealers who have sold them. You will find this true:

Peerless Products include a line of necessary replacements—no fancy specialties but staple sellers—Peerless Guaranteed Honeycomb Radiators, Peerless Fenders, Tool Boxes, Combinations, Wheel Discs and Radiator Caps. Each is a quality product, built to give greater service, more value per dollar of cost than any similar product on the market. Each is the kind of article in demand the year 'round; they don't clutter up your shelves from buying season to buying season.

A Big Profit for the Dealer

The entire line has been so thoroughly merchandised and advertised that today it is the best known line of Ford replacements in the country. There is no sales resistance to use up time, no lengthy selling talk necessary. Every article sells on sight.

Along with this rapid turnover is a profit as large or larger than that offered on other accessories and replacements. It is a profit that, considering the easy selling qualities of the line, is exceptional. It is a profit that you as a live dealer in the business for profit, cannot, for your own sake, afford to overlook.

Before spring breaks and the buying starts, get Peerless Products in your store and notice the increased sales. Your jobber will supply you. If he can't, write us direct.

Director of Sales

RADIATORS

FENDERS

TOOL BOXES

PEERLESS

PRODUCTS

FOR FORD CARS

COMBINATIONS

WHEEL DISCS

RADIATOR CAPS

THE CORCORAN MFG. CO., CINCINNATI, O.

Ask Your Jobber About Peerless Products

Bissell Sweeper sales have been at high water mark this spring. There is a reason. It is that the carpet sweeper is needed and used every day



Bissell's "Irresistible" Display. A cardboard "cut-out" 30 by 40 inches. Girl's head by Gene Pressler in most striking colors. A particularly high class display. Offered with dozen lot Spring orders, either direct or through jobbers.



BISSELL CARPET SWEEPER CO.
GRAND RAPIDS, MICHIGAN

New York Office and Export Dept., 46 West Broadway

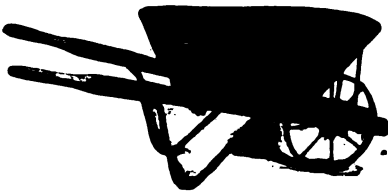
Oldest and Largest Sweeper Makers



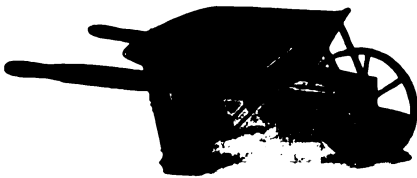
HARDWARE WORLD

It's a Good, Sound Policy to Stick to the Reliable Lines

"K. & J." Concrete



"Pan American"



"Columbus" Tubular



From coast to coast "K. & J." Wheelbarrows and Scrapers have been accepted as a quality standard for more than forty years.

"K. & J." is a mark of standard value the world over. From Soerabaii to Vladivostok, from Cape Town to Alexandria, from Santiago, Chili, to Mexico City, the "K. & J." Brand is the same passport to the buyers' confidence that it is in San Francisco.

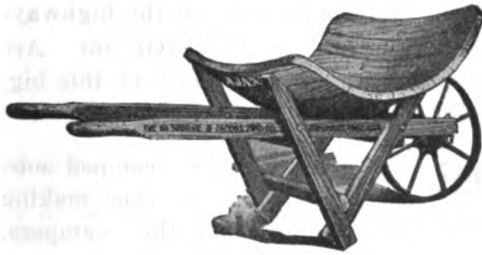
Consider the responsibility this places on the "K. & J." Factory. Consider the great care in manufacture necessary to sustain this world wide standard of quality. Consider the vigilance that must be maintained over "K. & J." Service.

The Kilbourn & Jacobs Mfg. Co.

Columbus, Ohio, U. S. A.

NEW YORK, 120 BROADWAY



"Ajax" Stave Tray**"K. & J." Concrete Cart****"Columbus" Drag Scraper****"K. & J." Pressed Bowl Wheeled Scraper**

"K. & J." Products are packed in the most convenient manner for distributors to store them and set them up for re-sale. "K. & J." Products come to the distributor as they should come, because forty years or more in world-wide commerce has taught the "K. & J." Organization how to cover every point of economy and convenience for the distributor.

"K. & J." Products are uniform. The question—will they be as good as the last lot? — is never asked about "K. & J." Products, because one standard, one practice is accepted without question by buyers everywhere about merchandise bearing the "K. & J." Brand.

The "K. & J." Line is a very complete line. In addition to the types shown you will be interested in:

- "K. & J." Garden Barrows,
- "K. & J." Self-Balancing Concrete Carts,
- "K. & J." Fresno Scrapers,
- "K. & J." "Boss" or Side Handle Drag Scrapers,
- "K. & J." Square Bowl Wheeled Scrapers,

and many other types of "K & J." Contractors' Equipment.

Fig. 201



Fig. 249

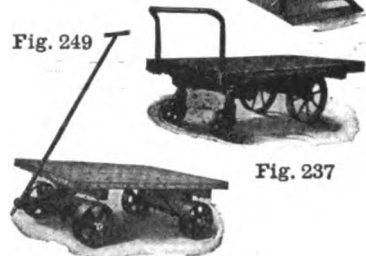


Fig. 237

Write for the complete "K & J" Catalog No. 512

The Kilbourn & Jacobs Mfg. Co.

Columbus, Ohio, U. S. A.
NEW YORK, 120 BROADWAY

Show MUSSO Outfits and You Sell Them



Standard Two-Party outfit with feather mattress, full-size bed and special spring.

80% of the motorists on the highways this summer will camp out. Are you prepared to get your share of this big, clean, happy trade?

FOR six years we have camped ourselves, at the same time making equipment for the use of other campers. Users of our products have the benefit of our experience, **Real Stuff!**



Double outfit with one bed, allows room for cooking and eating under cover.



Two full-size double beds for four persons, roll up to fit running board.



New food box, galvanized inside and black enameled outside, with cooler safe and metal water pan.



Special legs for gas cook stove. Food box opens to make dining table.

Now is the Time!

Let us tell you what other live dealers have done.



WRITE OR WIRE US

—for special proposition to dealers.



MUSSO OUTING EQUIPMENT CO.

190-192 West Santa Clara Avenue San Jose, California

How the Retail Dealer Can Build Up His Business

It's a Poor Business Man Who Will Not Find in This Excellent Address Ideas and Suggestions He Can Turn to Good Account

IN one of the early addresses of Abraham Lincoln, the great man uttered these words, "If we but know where we are and whither we are tending, we could better judge what to do and how to do it." This advice, so full of common sense, is applicable to the business situation today. So, the first thing that the retailer should do at present to build up his business is to find exactly where he stands.

If the goods upon his shelves are shelf worn, out of date or are held at the original cost, a drastic step is advisable, as a situation like this is extremely costly and grows more costly each day. The time is here to charge off losses. Manufacturers have done it, jobbers have done it, many retailers have done it, some farmers have done it. It will be better for all of us when all farmers and retailers have done it and start anew on a complete physical inventory based on replacement costs.

Do not think because the economists say that we are facing a declining market for perhaps thirty years that this means that there will be no successful business during that period.

My prophecy is that when you get real busy, as you will be busy within the next year, that you will forget all about declining markets and economic theory and will find that, so far as you and your business are concerned you won't know any difficulty, because your profits will result from volume sales and increased turnover and more aggressive selling.

Advantages of Departmentizing Your Store

Not only by a complete inventory based on present costs, but by departmentizing his store will the dealer find himself able to determine exactly where he stands.

One dealer has found the following the very best division into departments:

- First, hardware and building supplies.
- Second, mechanics' tools.
- Third, factory supplies.
- Fourth, house furnishings goods.
- Fifth, cutlery and specialties.
- Sixth, plumbing goods and supplies.
- Seventh, sporting goods and auto accessories.
- Eighth, paints, oils, varnishes, glass and lubricants.
- Ninth, fertilizers and agricultural implements.
- Tenth, ornamental and field fencing.
- Eleventh, shipping, delivery and receiving.
- Twelfth, financial and bookkeeping.

This is a rather extensive system of departmentizing. The president of the Illinois Retail Hardware Association, H. B. Beatty of Clinton, says that he has found that the added expense of departmentizing his store is inconsiderable and that it is far offset by the fact that he knows at all times what lines are profitable and

what lines are not profitable and dead. Mr. Beatty also says that if he had the departmentizing to do over again, he would reduce the number to five or six departments as the best number for a hardware store.

It stands to reason, gentlemen, that unless you know what is making you money you are taking a jump in the dark in a business way when you might have the light of reason and knowledge to render safe your every business step.

Carelessness Ruins Business

This leads up to the third means by which the retail dealers may know exactly where he stands, that is by accurate records. Carelessness has ruined more business than business depression ever did. Why is it that out of 4619 stores covering a period of thirty years, as some time ago was published in a magazine, more than half of them went out of existence during that period and that the average length of the hardware store was the longest of any other business and yet was only 7.9 years; clothing stores being the shortest, namely, 6.4 years.

The chief reason for this, gentlemen, is ignorance on the part of retail managers of the requirements of modern business, inability to make the store attractive, warm and truly serviceable.

The atmosphere of pessimism and crape hangers can never build up a successful business. People like to deal with happy, hopeful, cheerful men.

When you can put these traits into your customers you have not only assured yourself of repeat orders but you have gone a long way to make business permanent in your community. Of course, you will deal in good goods, but if you will in addition dispense hope and courage and self-reliance across your counter, you will be the best merchant that ever appeared in your district.

Building a Permanent Business

After having found where you stand, the next thing is to place definitely before you just what you want to do. We suggest the following: That you set your goal for the best reputation in your community for honest methods. Inspire your clerks with the sentiment, that sharp business practices mean short business lives and the only way to stay in business permanently and properly is on the basis of the square deal. Trickster's triumph is fleeting.

This policy will lead you of course to handle only reliable goods. Let your slogan be, "We sell reliable goods that do not come back, to customers who do."

You will find that you and your clerks may well have a hobby of studying the goods you handle. If you establish a reputation for knowing more about your goods than your competitor knows about his goods, you will get the business. Get the reputation in your



CAPTAIN JOHN W. GORBY

Director of Research, Cyclone Fence Co., whose addresses to hardware conventions have been an inspiration. He is a magnetic speaker, a broad-minded business man, and a thorough American. Captain Gorby was a banker for 12 years before the World War, when he served the colors. He was a college classmate of General Dawes.

community that at all times you have the earnest desire to go the limit to please the customer, that no man in your community will go farther to make your trade happy in the enjoyment of the goods you sell.

Another Valuable Asset

But of all the reputations you should achieve, you may well aspire to be your town's biggest booster. If you do not like your city, you will confer a favor upon it by giving way to some man who does, because in our broad land there are thousands and thousands of splendid communities, urban or interurban or severely rustic, where the most fastidious may be completely suited.

Therefore, resolve to be the best and biggest booster for your community, permitting no man or woman to outdo you. This will endear you to the community and will bring you many orders where all other methods fail.

Keep Close to a Money Supply

Not only by good record keeping and the achievement of a reputation may a retail merchant achieve the highest success. Many merchants do not work in close cooperation with their bankers. Under the federal reserve system, the banker has taken on a greater significance in the world of business than ever before. Under the present system there is utterly no reason outside of crookedness or flagrantly poor judgment why a banker should not prove to be the most substantial foundation for business development.

The banker's business is to rent money, just as the landlord's business is to rent frontage or square footage. If you need another room for your store you do not hesitate to rent the area and if you need money to discount your bills or to lay in a supply of much needed goods and can borrow it at 6 or 7 per cent and make 10 or 12 or more, do you not see that you are losing the difference?

Dealers over and over have found that it pays to work with the banker to the success of both. Not only by the cultivation of the banker does the retailer find his best success. You know in your community who spends the money for the household, for the public institutions, for the building contractors.

It will pay you to make your store attractive to women, who have been found in nearly every American community to spend the most of the money for the household. You will not only cultivate those who spend it now, but those who spend the money in the future, namely, the boys and girls, who should grow up with a warm enthusiasm for you and your store.

Make Your Store a Procession—Not a Warehouse

By these methods you will make your store not a warehouse but a procession. Let your jobber carry your surplus stock. For the favor and profit of your trade your jobber must recompense you with prompt service so that you will not lose customers by waiting for your shipments from him to come in.

Along with this there goes the fact that up-to-date merchants are educating their clerks in salesmanship, which is today another name for service. Some retail hardware associations are placing before their members a course in retail hardware selling. During the last few years speakers have urged upon state retail associations to develop a course in retail selling and we are happy to note that Wisconsin has taken the lead in this line, as indeed she has done in many other lines. This is a distinct step in advance because salesmanship has now developed to the point where the principles are well understood and may be mastered by any studious man to his very great financial advantage, not to mention the success of the store where he works.

Point of Contact With Customers Is Your Clerk

You should not forget that through your clerks, which is the point of contact with your trade, lies a large part of the effectiveness of your advertising, which is after all one of the most important considerations in dealing with the urgent problems of the hour.

To many persons the word advertising suggests the newspaper, which is, to be sure, and always will be one of the most important channels of conveying your message to the trade, but it is only one and there are other channels of publicity which are a close second to the newspaper.

Your advertising to be effective must be developed. It must be yours and nobody's else on earth. Second, it must be based on the secure foundation of pleased customers. Third, it must be compelling in its interest to the customer, in other words it must meet the customers' desires more than half way. Advertising must respond to a definite human need, otherwise it is wasted money.

What Then Is the Public Interested In?

It is interested in what you have to sell, in the quality of the article and in the price and that is all. Therefore confine your message to these three essential points. All reference to details, which however interesting they may seem to you, are of small moment to the customer.

Many dealers have found the store paper the most effective of all advertising. It gives you the excuse of going to the customer or prospect regularly without the annoyance of the follow-up letter.

Again, many dealers have found that the price ticket adds greatly to the effectiveness of their advertising.

Again, many dealers have found that the jobbers price service, enabling them to advertise a broader service to the public, is invaluable and not only is a splendid advertising talking point, but also multiplies turnover as perhaps no other feature of their service can do.

Value of Personal Calls

All these methods when followed in your own individual way will give your store a personality which it must have in order to attain the highest success. You cannot therefore pay too much attention to the personnel of your clerical staff.

Select the best salesman you have, the man who most perfectly typifies your store and send him out frequently to mingle with the trade. Some people call it solicitation. I prefer to call it visiting with the customer. If rightly done it will outdo in effectiveness all ordinary solicitation for business, because in reality it is taking your store out to the customer, promoting good will and enabling your service not only to extend its horizon, but to intensify its usefulness.

Wide-awake merchants all over the United States are following this practice and find that it results in a great deal of new business. In principle it represents the traveling salesman of manufacturers and jobbers and makes your store complete after the manner of the best business organizations.

Do not be content with any less than the best for only such ambitious ideals will enable you to make the most of the next few years in trade. Above all do not tie yourself down to details in your store, so that you are unable to supervise the business and give personal attention to customers. These two elements of successful store management are frequently overlooked or crowded out to the immeasurable loss of the business.

Do not spend your time worrying about business conditions, which are now happily improving every day and will result within the not distant future in a very large degree of prosperity for us all, especially those who practice thrift and industry.

Edison Glad He Never Knew of the Eight Hour Day

Thomas A. Edison recently said, "Today I am wondering what would have happened to me by now if fifty years ago some fluent talker had converted me to the theory of the eight-hour day and convinced me that it was not fair to my fellow-workers to put forth my best efforts in my work. I am glad that the eight-hour day had not been invented when I was a

young man. If my life had been made up of eight-hour days I do not believe I could have accomplished a great deal. This country would not amount to as much as it does if the young men of fifty years ago had been afraid that they might earn more money than they were paid. There ought to be some labor leader strong enough and wise enough to make trade unions the means of fitting their members for better jobs and greater responsibilities."

To get more business, work harder for it, attend your state conventions and your group meetings, study diligently the methods used by successful dealers as told about at your conventions and through your trade papers and in good time you will attain your goal.

VETERAN TRAVELER RETIRES

W. J. ("Billy") Flynn announces that he will take an extended vacation, as reward for his over thirty years on the road. He is thoroughly able, both physically and spiritually, to handle his route for the Simmons Hardware Co., but after the loss of his younger son, several months ago, he and Mrs. Flynn will settle at Merced, where his elder son, Raymond, is proprietor of the Merced Hardware Co.

Starting with the Wyeth Hardware Co. at St. Joseph, his boyhood home, then with Simmons for two years in Wisconsin, before his assignment to the West, he has made his territory continuously. He is one of the few salesmen who have never used an automobile, always traveling by railroad.

L. E. GREEN AS REPRESENTATIVE

The General Equipment Co. has been organized by Leland E. Green and Frank A. Blaisdell as manufacturers' representatives. Mr. Green has been associated with Dunham, Carrigan & Hayden Co. for 17 years (though he doesn't look it) and at the time of his resignation as manager of the metals department.

Among the lines whose sales are directed by the new organization are: Minimax Co., fire extinguishers, New York; Chicago Watchmen's Clock Works; C. C. Hendee Co., brushes, Milwaukee; Pines Mfg. Co., lawn trimmer, Chicago; Desmond Stephens Mfg. Co., Chicago; Acme Pipe Strap Co., Detroit; Cornish Wire Co., spool wire, New York.

The headquarters of the General Equipment Co. are at 25 Minna street, San Francisco.

"THE HARDWARE SALESMAN"

The *HARDWARE WORLD* is very often referred to by merchants as a text book in educating and developing themselves, as well as their co-workers and associates, being used in the weekly or monthly meetings of store merchants. We receive so many letters from young men just starting in business who are anxious to know what is essential for a young hardware man to succeed, we are going to publish a series of articles for retail hardware salesmen, the first of which appears in our issue this month on page 121.

These articles are written by a practical and successful hardware man. They are written in a way that the young lad just starting in business can easily understand. Hardware men develop from hardware boys. This hardware man writes from the boy's viewpoint, in a plain, every-day manner, just as he would talk to the young fellow in the store or who was applying to him for a job.

Watch for a separate article or lesson on this page every month.

The Strong Hardware & Furniture Co., at Strong, Ark., was recently damaged by fire.

J. H. Devaney has purchased the interest of P. A. Kobb in the Kobb & Devaney furniture and hardware business at Cascade, Iowa.



ARCH-HOUSEHOLDER GEO. S. TOUCEY

Any man who has devoted many years of his life to supplying household goods to his community is a householder of the first order, particularly when he himself is a happy consumer in his own home. Such a man is George S. Toucey, manager of the house furnishing department for Holbrook, Merrill & Stetson. In case you are not quite at home in pronouncing his name (as was the case with us), let us suggest that it should rhyme with "juicy."

In 1911 Mr. Toucey struck out from the jeweled movements and niceties of Waterbury, Conn., to seek his future fortunes in the West. After his transcontinental journey he walked right into the waiting arms of the Southern branch of Holbrook, Merrill & Stetson, where he sold goods from the floor and gradually worked in as A. D. Stewart's assistant. Later he took over this department, and four years ago he was one of the executives who accompanied H. Morris to the main house. With the resignation of Mr. Branscheid, last fall, Mr. Toucey assumed management of this important department of the company.

It is Mr. Toucey's policy to stock staple goods and confine his department to a limited number of lines, doing in all respects a general supply, rather than a specialty business. The mere fact that he loves his work and is vitally interested in it is evidence enough of his accomplishment and the standing of his department.

Week-ends and holidays Mr. Toucey is a golfer, and just as his ambition is to make the house furnishings department as nearly up to 100 as possible, so his passion on the links is to finish as far below 100 as possible. Perhaps that proves what pure, unqualified recreation golf is.

The Central Hardware and Paint Co. is a new enterprise at Green Bay, Wis.

Ernest Altaffer, Alfred Fraga and N. Freitas are entering the hardware trade at Tulare, Cal.

The Larson Hardware Co. has been incorporated with a capital of \$600,000, the incorporators being Albert F. Larson, George E. Larson and Oscar Larson.

Jay Bottensek has purchased the interest of John Hagan in the Hagen & Jones Hardware store at Hortonville, Wis. The new name will be Jones & Bottensek Hardware Co.



STARTED HIS CAREER ON A DARE

The college graduate often has a reputation among hard-headed business men for looking for a job that carries a big title, all the modern conveniences, and a minimum of effort. Now and then a young man fresh from college runs up against just this situation, when it is cynically inferred that there is a job, but that the man who fills it would have to be willing to take his coat off and work.

R. S. Milligan is today Western branch manager for the Cleveland Metal Products Co. and one of the star field executives of the company, but he only has to look back a dozen years to the time when he took his first permanent job on a dare—and it was the germ that has developed into a well-rounded "position."

Fresh from an Eastern college, young Milligan and a couple of his fellow-graduates went down South on what promised to be an excellent prospect. It wasn't, and in a few months young Milligan had to go out West and visit a relative, where he could regain the weight he had lost.

After a few months, when he was just about to leave for his home in the East again, a family reunion one evening brought an uncle from out of town in for dinner. "What are you doing for a living?" he asked the young fellow.

"Looking for work. Do you know where it's to be had?"

"Sure. We need a man in the yard. But it would never do for you. This is a real job with no swivel chair. It pays \$55 a month."

Just because it was put to him that way, even though young Milligan really didn't need the job and wanted to get back home, he took it, for the aspersion roused his "Irish."

Quickly Transferred to the Office

That was his start with the Standard Oil Co., and it didn't take the company long to find that they were losing money as long as he was heaving hogsheads. He finally found his level as manager of the oil consuming device business, at the time when the company sold heaters, stoves, and other appliances. At the office they called him the "junk man," and that shows just what chance the side issues had alongside the main commodity.

About two years ago the Cleveland Metal Products Co. took over this business as an entirely separate enterprise, and naturally Mr. Milligan went along as Western manager, with 12 states and three branch stocks as well as a large corps of salesmen under him. With

headquarters at 381 Thirteenth street, Oakland, Mr. Milligan's organization handle sales of Aladdin utensils and Perfection stoves and heaters over an area that comprises a third of the United States, geographically.

Company's Star Office

Other Western offices of the company are at Kansas City, Minneapolis and Dallas, Texas. Stocks are carried at all important trade centers.

This Oakland office has won distinction commensurate with its territory. The recent national contest of the company for a \$1000 prize was won by Lawrence L. Lewis of Fresno, in this territory. Five out of the 25 cash prizes offered to the world went into this territory. And the office was first in the proportional number of replies received from its territory in a contest waged among all the branches of the company.

Branch in Enlarged New Quarters

The western branch of the Cleveland Metal Products Co. has recently arranged for greatly enlarged headquarters, where the general offices and a large warehouse will be under one roof.

Manager Milligan has arranged for a \$100,000 building at 45th and Hollis streets, in the Emeryville manufacturing district. An area 120 by 250 feet will provide 37,500 square feet in a reinforced concrete building, all on one floor.

The building will be ready for occupancy July 15th, and by that time it may be difficult to get enough Perfection heaters, stoves and Superflex burners to fill it, judging by the present activity all along the line.

PASSING OF ADRIAN McCALMAN

In our last issue we overlooked mentioning the passing of Adrian McCalman, vice-president and former general manager of the Failing-McCalman Co., of Portland, who passed away in Pasadena recently, after an illness of over two years.

Mr. McCalman was a native of Ontario, Canada, going to Portland in 1882, where he secured his first position as stenographer in a mercantile house with Foster & Robertson. He quickly demonstrated his ability and when Foster & Robertson and Corbett, Failing & Co. consolidated, Mr. McCalman became one of the stockholders in the new firm. When Corbett, Failing & Robertson took over the business he became vice-president and manager.

Outside of his business and family, Mr. McCalman's main interest was in the Masonic order. He was master of Willamette Lodge No. 2, A. F. & A. M., for two years and was treasurer of the organization up to the time of his death, having just entered on his twenty-second term. In October, 1919, he was elected by the Supreme Council of the Scottish Rite for the Southern Jurisdiction as an Honorary Thirty-third Degree Mason. He was a man of exemplary habits and character, quiet and unostentatious.

Mr. McCalman is survived by a wife and one son, to whom he was devoted, and his passing will be regretted by hundreds of friends who knew him both in a business and a social way.

Burns & Foster are erecting a new building at Sumner, Wash., to provide facilities for larger stocks.

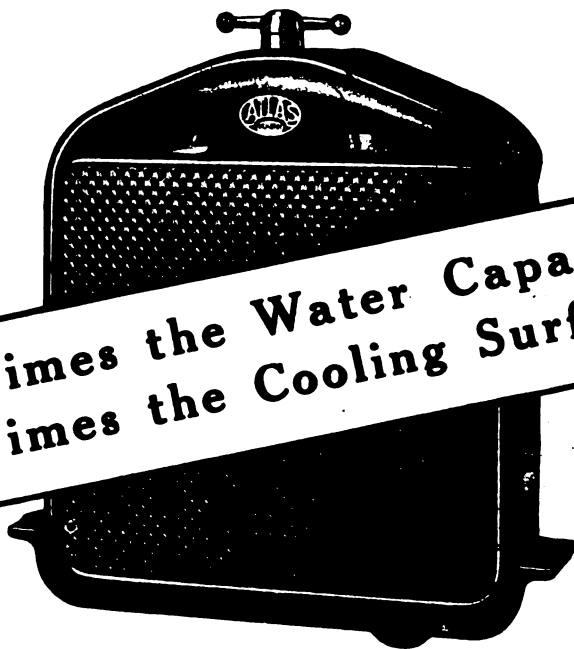
M. B. Rushton has purchased the interest of his partner, O. W. Works, in the Kamiah Hardware Co. at Kamiah, Idaho. Mr. Works will remain with the company.

The Live Hardware Co., at South Pasadena, is planning a new store building, 50 by 150 feet, and it will be adapted in every way to the growing business of this firm.

Judge S. C. St. John, who has been absent from the trade for eleven years, has returned to Fresno, Cal., where he will manage the hardware department of the Lauritzen Implement Co.

ATLAS RADIATORS

FOR FORD CARS



3 Times the Water Capacity
5 Times the Cooling Surface

The figures tell the story. For every claim of superiority, there is a definite construction feature to prove it. Increased water capacity and cooling surface to give better radiation. Strengthened brass honeycomb core to resist freezing—the Atlas holds the record for successive freezings without bursting. An exclusive method of construction that prevents any spread of the frame, protects the radiator from road shocks and lengthens its life. A handsome finish that makes the Atlas a really attractive addition to the Ford.

Our merchandising policy insures sales for the dealer and profit on those sales. Write for detailed information

STEIDLE MFG. CO.
 CINCINNATI, OHIO

This is the sign of quality. Every genuine Atlas Radiator carries it. Look for it.



The Atlas Radiator costs more than other radiators for its quality clear through. It's worth every cent of its selling price.



SPORTING GOODS TRAIL BLAZER

F. J. Holtz entered the sporting goods business while he was young and where it was young. He sees to it that he remains young and makes it a point to locate himself where the business is young and in the making.

When he was selected by Thomas E. Wilson & Co. to open its western branch office, two years ago, as manager, it was the fourth distinct job of sporting goods pioneering he had undertaken, and he just rubbed his hands and smacked his lips in anticipation. Breaking in, developing, recruiting, organizing—these are Mr. Holtz' joys. Those acquainted with the almost phenomenal growth of the business on Wilson goods in Mr. Holtz' territory will credit him with being a finished pioneer.

As a boy out of school, Mr. Holtz entered the employ of Dunham, Carrigan and Hayden, resolved to be a

hardware man. The firm was just organizing its sporting goods department, and young Holtz was drafted into the service. With a pleasant manner, a happy smile and plenty of endurance, he attracted the attention of competitors as well as customers in the sporting goods department of the trade, and in time he went over to Wright & Ditson's organization, then just getting under way.

Here was another trail-blazing job, through eleven western states, under the able direction of L. B. Icely, then western manager. Mr. Holtz further earned his increasing reputation by "distinguished service in action."

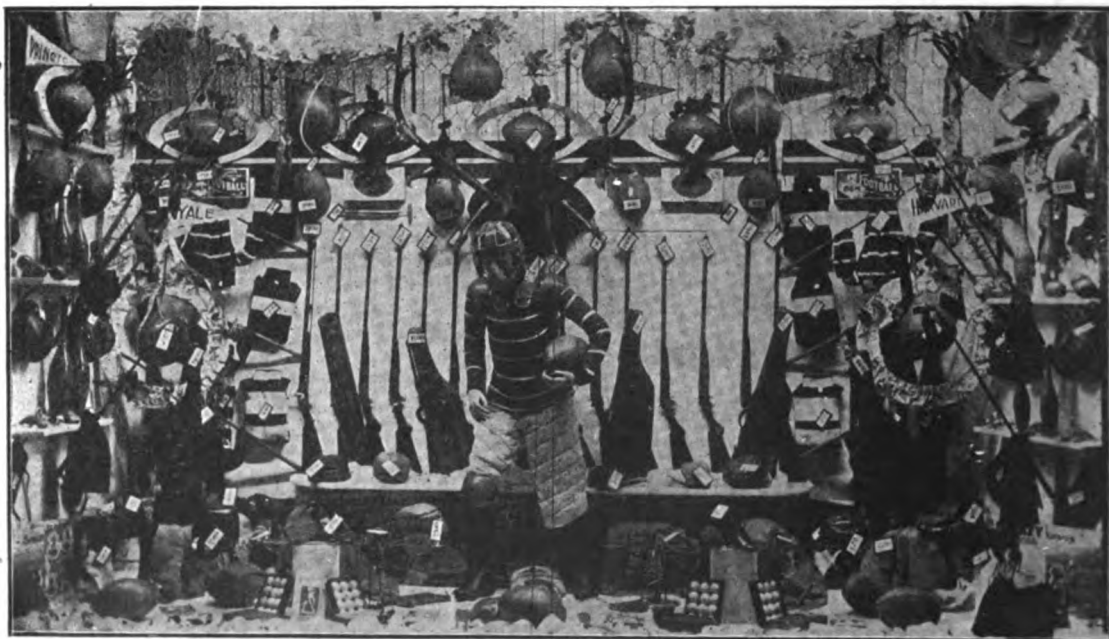
Four or five years ago the company decided to invade the Philippines, an absolutely untouched spot for them at that time. So Mr. Holtz was loaded on a steamer with a big stock in the hold, and set adrift. That was the most fun and best experience he had had up to that time, for all was on his shoulders. He was so far away that he had no salesmanager to depend on for help or instruction. Not only did that stock go at a profit, but steady shipments followed, and the court of Wright & Ditson was smoothly paved for many years to come.

When L. B. Icely became general sales manager of Thomas E. Wilson & Co., in 1918, it wasn't long before he had Mr. Holtz in charge of the western branch. A wonderful business has been developed, growing larger all the time. Every eye in the trade was opened recently when a contract was made with the Coast League to supply baseballs to all the teams for ten years to come.

The Wilson line and Mr. Holtz are like two peas in a pod in their popularity with the trade, their driving and bounding qualities, and the way they wear well. It is hard for us to believe that Mr. Holtz will have the opportunity to do another job of pioneering. He has just about exhausted the possibilities.

T. A. Holmes has opened a hardware store at Peck, Idaho, and will carry a general line of hardware and implements.

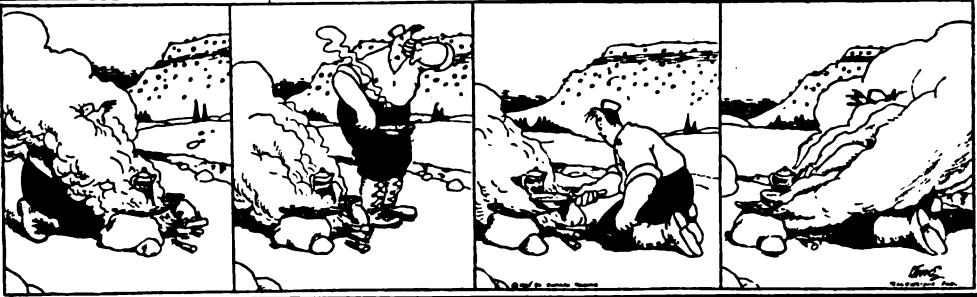
The Plaza Hardware Co., who purchased the stock of the Oxnard Hardware Co. and succeeded them in their old location.



This window display of Sporting and Athletic Goods of one of the **HARDWARE WORLD'S** subscribers is typical of thousands of our readers who are large distributors of everything pertaining to sports and athletics, including tennis, golf, baseball goods.

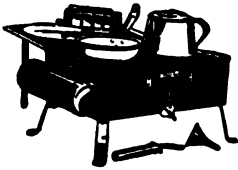
Even
have this
take the joy
out of your
meal!

GASOLINE ALLEY—ROLL YOUR OWN WORDING



WHEREVER you see a camp stove illustrated, in cartoons, in story illustration, in moving pictures, it's usually an Auto Kamp Kook Kit—the universal favorite among campers and tourists—used wherever the best is wanted and always giving practical, efficient service.

There's a reason for Auto Kamp Kook Kit popularity. Every desirable feature and improvement is embodied in the new 1922 models — polished brass tank—detachable key for controlling flame, giving a cold handle at all times — master burner, generating both burners at once — accurate pressure gauge—in fact everything that's necessary to make it most efficient and serviceable.



Two Burner Model

Price complete with equipment.....\$15.50
Price without equipment.....\$13.50



Two Burner Model, closed. All equipment packed inside.

KAMP KOOK KITS



AUTO Kamp Kook Kit burns motor gasoline — gives a hot steady blue flame that a thirty-mile wind cannot blow out—folds up like a suit case with all equipment inside.

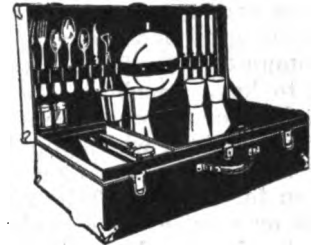
Made in several sizes from the One Burner Model at \$8.50 to the Six Party Suit Case Outfit at \$45.00.

You can make a real profit on Auto Kamp Kook Kits and you'll be backed by our National Advertising campaign as well as by our dealer helps, booklets, folders, window cut-outs, etc.

Write or wire today for details

Prentiss-Wabers Stove Company

18 Spring Street
Wisconsin Rapids
Wisconsin



4 Party Suit Case Outfit \$42.00
6 Party Suit Case Outfit 45.00
2 Party Suit Case Outfit 25.00

Walt
is wise. He uses
an Auto-Kamp
Kook-Kit. He uses
real thing
too.

GASOLINE ALLEY—A PAIR OF MISTS—OPTI AND PESSI



COL. THOMPSON ON TAXING

In announcing the discontinuance of the Navy League's Magazine, Sea Power, Colonel Robert M. Thompson, its editor, gave some farewell advice to members of the league. Aside from his position as president of the Navy League, he is a well-known and successful business man, and for some years was connected with the hardware business. We reprint part of his remarks here:

"In the past, I have written to you on various economic questions. You will remember that soon after the Armistice, when the cry for lower prices was first voiced, I urged you to use your influence against this mistaken idea, but the American people demanded lower prices and they have got them. But they have not got prosperity. It makes no difference to a man who has no money in his pocket whether a dinner costs a dime or a dollar. If he gets the dinner, somebody has got to give it to him, and if he takes it, that makes a pauper of him.

"Unfortunately, our people have been acquiring the pauper spirit. The creation of new Federal taxes which procure a large income from a comparatively few of the states, has encouraged the other states to demand assistance from the Federal Government. But roads that are built by other people's money and land that is irrigated at other people's expense, may benefit a few, but will injure the mass.

Resist Growth of Pauper Spirit

"I am saying good-by to you now, and I am very sorry indeed to say it—but as my farewell, let me urge upon you to resist upon every occasion the growth of the pauper spirit in your own community. You find it in the desire of the people to have somebody else pay their taxes. A craving for a government that shall do much for you and for which you do nothing, is exactly the same as the craving of the pauper to be given food for which he gives no equivalent in cash or service. If everybody paid a fair tax, the burden would be light for all. When you attempt to put the burden on a small class, you encourage extravagant expenditure, and in the long run you will fail to get your money.

"A tax means each year taking part of that year's production and using it for government purposes. There remains for division amongst the community only what is left after the government demand has been satisfied. If the government demand is unduly large, the money to be divided amongst the rest of the community is to that extent too small. And inevitably a considerable number of people will receive not only less than they want, but less than they need.

"The whole idea of the super-tax is an unjust one. It is founded upon the old principle: 'Let him take who has the power, let him keep who can!' The power to take today rests with the mass of the voters, but the power to keep rests,

as always in the past, on the ability of the holders to resist.

"In the desire to punish a few hundred people who in the eyes of the mass have been over-prosperous, laws have been passed which have promoted extravagance in the expenditures of towns, villages and counties all over the country, and have promoted the creation of a mass of securities, many of which will sooner or later be repudiated with a great economic loss to the whole community.

"Congress has passed legislation which, to some extent, minimizes the evil influence of the super and excess profit taxes, but such taxes will always remain bad taxes.

A Consumption or Spending Tax

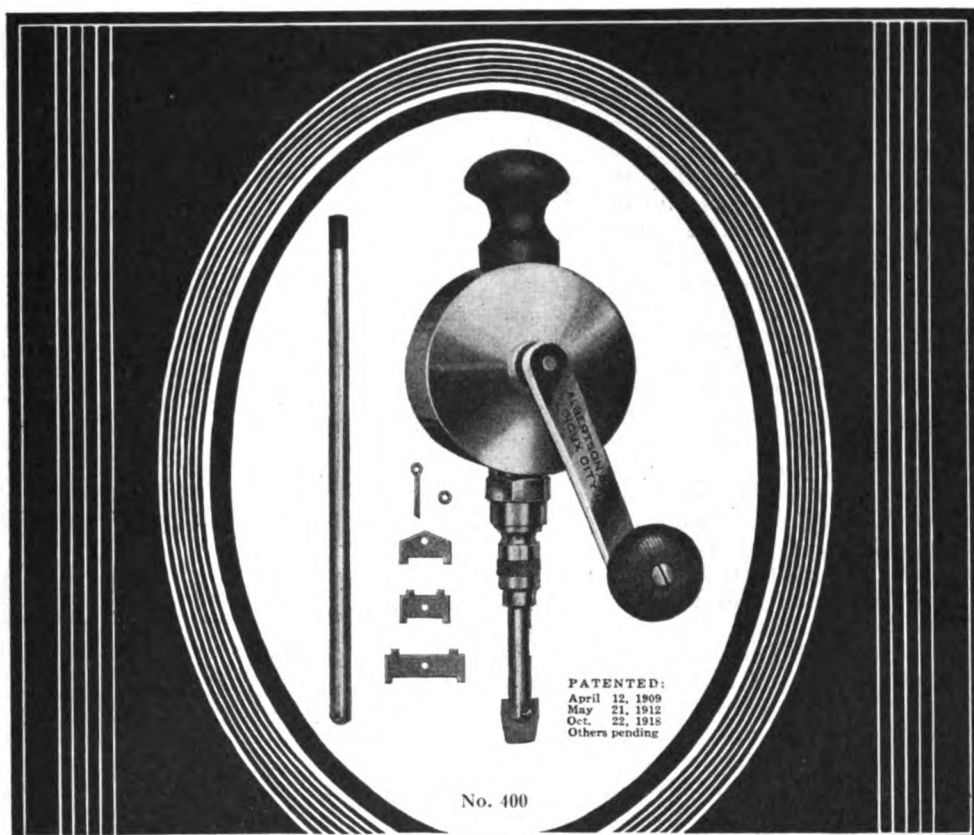
"The income tax, widely distributed, is a fair tax. A much fairer tax than that, however, would be a consumption or expenditure tax. Then the tax will be a voluntary one. No one can object to paying a heavy tax on luxuries so long as they don't have to consume the luxuries. But human nature is such that some people will buy things irrespective of cost because it is fashionable to buy or have such things. Well, let them buy and let them pay. It does not hurt them and it is good for the community. But when, by law, we deliberately create classes and say to one class: 'You shall have government free,' and to another class: 'You shall have government at a much higher price,' you are violating the very foundations of our government.

"Laws are no longer passed on the theory that all men are equal before the law. And the representatives of the states in Congress are no longer jealous of the right or the individuality of the states, when they can impose a tax by which they can collect large sums of money from the Eastern states and spend the money on roads and irrigation projects in the West and South. They do it not because they think it right, but because they know they have the power to do it. But the tyranny of a mobocrat is as bad or worse than the tyranny of an autocrat. If all men were perfect, a democracy would be an ideal form of government, but when men are selfish and dishonest, the government under a mass of them is very likely to have the characteristics of the governors."

AMERICAN CHAIN HEADQUARTERS MOVED

The western district headquarters of the American Chain Co. have recently been moved to San Francisco, at which point E. O. Johnstone, district sales manager, will henceforth be located. Both Portland and San Francisco will be continued as sales offices.

The local staff at the San Francisco office includes C. W. Moody, welded and weldless chain division; W. J. Reese, automotive division; W. P. Stoner, office manager. In the Northwest R. H. Atkinson will continue in charge of the welded and weldless chain department, while M. H. Mayne has charge of sales to the automotive field.



Valve Grinder

Grinds correctly and quickly. You'll find them everywhere in garages the world over — giving the utmost satisfaction.

The simple mechanism and the impossible - to - wear - out parts produce that reciprocating, or back and forth motion on the valve, so necessary for perfect valve grinding.

**Your Jobber
Sells Them**

ALBERTSON & CO., Sioux City, Iowa

SIoux VALVE GRINDER

IF ONE AUTOMOTIVE DEALER CAN DO THIS, WHY NOT YOU?

When a merchant or salesman complains he is not getting his accustomed volume of business, or that business is slow, nine times out of ten there is a reason and generally the reason lies with himself. Either he has cold feet, influenced by the pessimistic talk of others, or his own attitude needs an entire change.

There probably is no business that has been harder hit than automotive equipment.

But the automotive equipment people are waking up to the fact that a great part of loss of business and lack of trade was due to themselves; that each was to blame, to a certain extent, and in a great many cases to a greater extent, than anything else.

However, they have now awakened to the fact that nine times out of ten sales can be materially increased merely by asking customers to buy—by pointing out to them appliances or conveniences that they need or would find most convenient and helpful. Here is an illustration:

Down in Jackson, Mississippi, a traveling salesman called on one of his customers one rainy morning. Everyone knows that if there is anything that will cause discouragement and pessimism it is a dismal, drizzly, cold rainy morning, especially when it continues all day.

This salesman walked into his customer's place of business and, as usual, found him "down in the mouth," speaking about "rotten business," "bad collections," and "people not buying"—you know the talk. The salesman saw here was an opportunity to practice what he had been reading about: the Ask Them to Buy Campaign. He looked over his data so as to refresh his memory and immediately began to see if he could not inject some pep into the dealer.

It wasn't long until one of the dealer's customers drove up in a Ford car and asked for two back curtain lights to replace broken ones.

The salesman and the dealer began to look over his car to see what it had on, and what suggestions they might make.

The Ford owner had his wife and daughter with him and before he left the dealers' store here is what he purchased:

3 Rear Curtain Lights.....	\$ 1.50
1 30 x 3½ Casing	13.95
2 Porcelains .....	.80
1 Spark Plug .....	.75
1 Time Roller .....	.50
5 Notches Differential Grease .....	.25
1 Jack	3.25
6 Gallons Gas	1.50
2 Quarts Oil .....	.50

\$23.50

Less allowance old casing.. .45

Amount of Check\$22.55

Here was a customer who came to spend a dollar; before he left he had given his check for \$22.55.

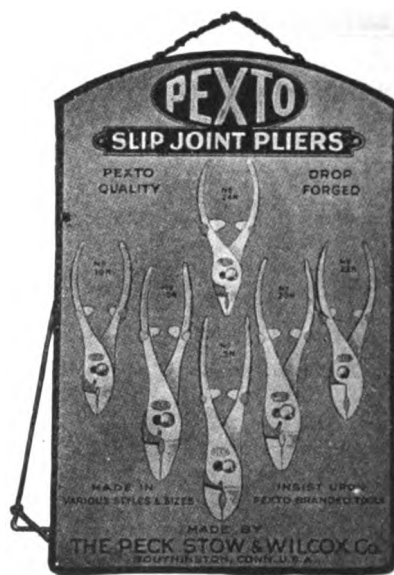
Was this an exception? No, Jackson is not in an overly prosperous part of the country, and business hasn't been any better in the vicinity of Jackson than in any other part — and certainly their farmer customers and people in that neighborhood are not any more wealthy or prosperous than in any other section — they all confess they are not half as prosperous.

This is simply an instance that can be repeated over and over again, provided the salesman and the dealer will take a little more interest in their business.

It may not happen every time, but suppose you sell the man double instead of twenty-two times as much as he came to buy? Wouldn't you be satisfied with double the volume of business you are doing?

Another dealer who has been practicing this campaign of "Ask Them to Buy" writes: "Damn it, I have got to have another man, as one floor man cannot take care of the floor, and the gas tank, and take care of customers that want to buy automotive equipment."

These instances can be repeated without number.



SLIP JOINT PLIERS DISPLAY FIXTURE

In line with their policy to co-operate with the trade in helping them increase sales on the Pexto line, Peck, Stow & Wilcox Co. are furnishing, with each assortment of their pliers, an attractive fixture, which is lithographed in four colors—orange, blue, black and white. It is equipped with a wire easel for standing on the counter and with a chain hanger for the wall.

The assortment consists of twelve Pexto Slip Joint Pliers, six of which can be mounted on the display fixture.

The display fixture is packed in a corrugated box, and the pliers in individual cardboard boxes.

Increased sales are sure to result from its use.



Making Good Business Better

You know how your sales of tires and other automobile necessities pick up with the coming of spring. Automobile owners brush up their old busses for the outdoor months. They need a lot of new equipment, paints, varnishes, etc.

Why not go after more of this good business than you are getting now? A Wayne Honest Measure Gasoline Pump on the curb OUTSIDE your store will make business better INSIDE.

When automobilists stop for gasoline, call their attention to your stock of accessories. The result will be many sales not otherwise thought of, and perhaps new friends who can be developed into regular customers.

A Wayne Honest Measure Pump in front of your store will stop more than its share of passing motorists. Most drivers, wanting honest measures of filtered, water-free gasoline, naturally prefer to buy from a Wayne Pump.

Wayne Pumps are not expensive. One will quickly pay for itself in the sales of gasoline alone. And it will prove a mighty big help in the selling of all your other merchandise. Send for descriptive bulletins of Series HW.

WAYNE TANK & PUMP COMPANY

777 CANAL STREET

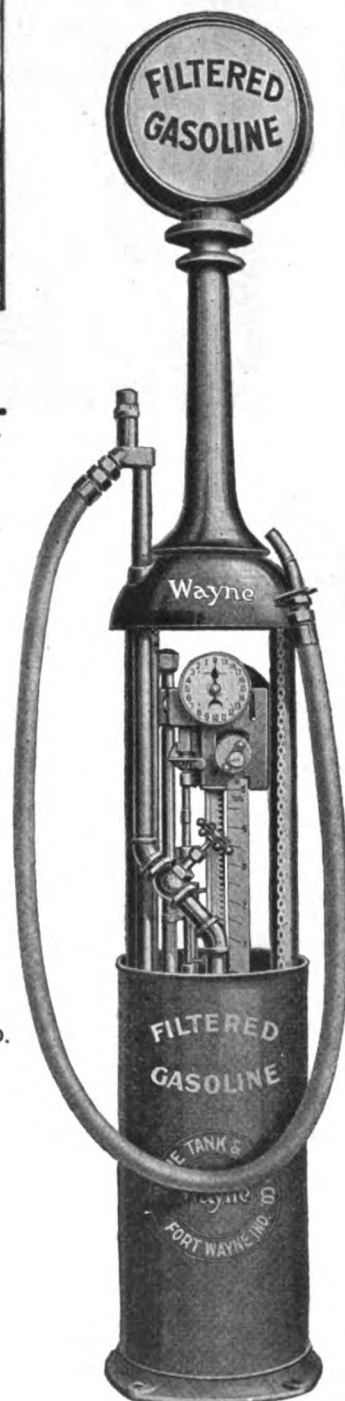
FORT WAYNE, IND.

San Francisco Office: 631-633 Howard Street.
Canadian Tank & Pump Co., Ltd., Toronto, Ont.

*An International Organization with Sales and Service
Offices Everywhere*

REG. U. S.
Wayne
TRADE MARK

HONEST MEASURE PUMPS



Gasoline and Oil
Storage Systems

Heavy Metal
Storage Tanks

Air
Compressors

Water Softening
Systems

Oil Filtration
Systems

Oil Burning Systems
Furnaces and Forges



FREER WITH PURE OIL CO.

Leonard Freer, formerly Western manager for the Tide Water Oil Sales Corporation, is now in charge of the Pure Oil Company's Western district, doing his part in seeing to it that Tiolene motor oils and greases go into every state of the nation. From marketing centers established in Boston, New York, Philadelphia, Atlanta, Pittsburgh, Columbus, Chicago, Minneapolis, Kansas City, Dallas, San Francisco and Los Angeles, Tiolene is invading every region, district and community where lubricants are used. Tiolene motor oil is not a new product. It has been exported in important volume for more than seventeen years, and the name ante-dates most of the other brands of motor oil marketed in this country today.

Owing to its control of vast producing fields, the company is said to be one of the largest producers of Pennsylvania crude in the United States. Crude oil from the famous Cabin Creek field, from which Tiolene is made, has regularly commanded a premium price over standard Pennsylvania crude. At the present market, with the Pennsylvania price of \$3.25, this Cabin Creek crude is commanding a price of \$3.75.

Last fall H. J. Guthrie joined the Pure Oil Co. He was formerly vice-president and general manager of the Tide Water Oil Sales Corporation and his experience has been particularly broad and successful in this field. As manager of the motor oil department he has built a new organization composed of men who have specialized in lubricants and who have records of success.

The far western territory will have its headquarters in the Alexander building, San Francisco. This will include all the area west of Denver, in which there are over a million motor cars. Management of this territory will be in charge of Leonard Freer, and Samuel Wigney has been appointed assistant manager. A substantial organization, both as to personnel and physical facilities, is being developed in this territory. It will include warehouses at principal points and a strong force of salesman.

The Brooklyn Hardware Co., 4222 Brooklyn Avenue, who recently engaged in business at Los Angeles, report a good season and an excellent outlook.

Irwin & Bush, who recently engaged in business at 4659 Santa Monica Boulevard, Hollywood, have been so pleased with the trade developed that they have taken a ten-year lease on the building.

DEALERS' OPINION OF HARDWEAR TIRES

The Hardwear Tire Corporation of East Rutherford, New Jersey, have recently issued a booklet of some 30 or more pages containing voluntary letters of expression of opinion of dealers as to the merits and quality of Hardwear Tires and their desirability as an agency.

In all the many letters published there seems to be a unanimous opinion that the Hardwear Tire Corporation are offering to dealers one of the best tire agencies a dealer can have.

The co-operation and treatment which the Hardwear Tire Corporation extend to their representatives, the service their tires give to their customers, and everything pertaining to the transaction is spoken of in the highest terms by retail dealers.

The Hardwear Tire Corporation cater especially to the hardware trade. Knowing the problems of the hardware dealer, they are in a position to offer them a tire at a price that enables the dealer to build up a splendid business, and one that is sure to prove profitable and satisfactory to both customers and dealers.

They will be glad to give further information upon request.

Among a few of the dealers who we note are readers of **HARDWARE WORLD** who are mentioned in this booklet are the

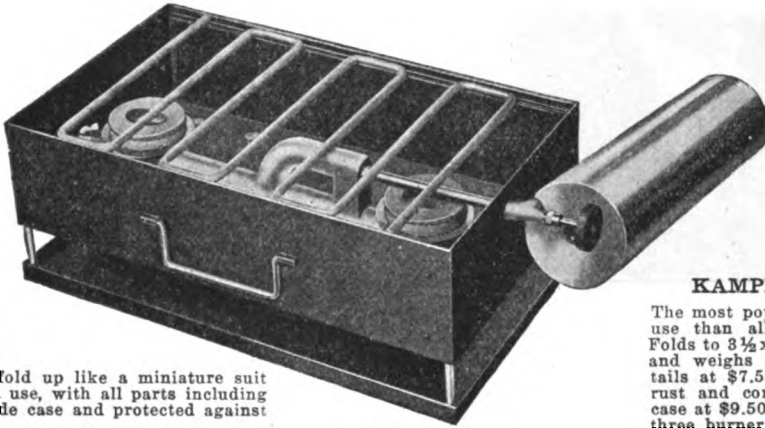
Gates Hardware Co., Indianapolis, Ind.
 E. T. Seigle & Sons, Warren, Ill.
 Simmons Bros., Beaver City, Neb.
 C. F. Mundt, McMillan, Mich.
 Colvin & Co., Osawatomie, Kan.
 Watts Hdw. Co., Leesburg, Fla.
 Hamilton Hdw. Co., Blakely, Ga.
 Jager-Asmus Hdw. Co., Wyandotte, Mich.
 C. F. Pantle Hdw. Co., Marion, Kan.
 Geo. L. Gillum & Sons, Russellville, Ky.
 Dry & Sappington, Mexico, Mo.
 Lamborn Bros., Yates Center, Kan.
 Peoples' Exchange, Phoenix, Ariz.
 Milkey & Sons, Nashville, Ark.
 T. B. Petton & Son, Hopedale, O.
 H. M. Coldren, Bellaire, Mich.
 Kolloge Hdw. Co., Milwaukee, Wis.
 W. M. Lewis, Cottonwood, Ala.
 W. K. Corbett Hdw. Co., Tucson, Ariz.
 Henry Bahr Hdw. Co., Gridley, Kan.
 Geo. Overbeck & Son, Dietrich, Ill.
 Ray Newkirk, Pleasantville, Ind.
 M. M. Trevino & Co., Laredo, Texas.
 S. L. Finlay, Flagstaff, Ariz.
 Palmer Bros., Canton, Ga.
 A. J. Ross, Cambridge, Ill.
 S. H. Pennington, Industry, Ill.
 Rud Rippenthal, Hilbert, Wis.
 Lomas Hdw. Co., Cresco, Iowa.
 C. E. Erickson Hdw. Co., Ironwood, Mich.
 M. C. Peterson & Sons, Charlotte, Iowa.
 W. C. Burke, Gard, Ill.
 S. N. Schell & Sons, St. Elizabeth, Mo.
 E. L. Mapes, Eli, Neb.
 Stowe Merc. Co., Oakfield, Wis.
 C. H. Blanding Hdw. Co., Harvey, N. D.
 Union Hdw. and Furn. Co., Montgomery City, Mo.
 Peterman Hdw. Co., Plattsburg, Mo.
 Van Bensehten Hdw. Co., Poughkeepsie, N. Y.
 L. Birkel & Sons, Louisville, Ky.
 C. W. Moore, Boyne City, Mich.
 F. E. Sipple, Chautauqua, Kan.
 Frier Hdw. Co., Louisiana, Mo.
 E. S. Calliham, Geneva, Ind.
 B. A. Schroeder, Barrington, Ill.
 Colvin & Co., Osawatomie, Kan.
 Miller Hdw. Co., Burlington, Ind.
 Fisher Hdw. Co., Wapakoneta, O.

The Sale-Martin Hardware Company has been incorporated with a capital stock of \$20,000 at Shreveport, La.

AMERICAN KAMPKOOK

TRADE MARK REG. U.S. PAT. OFFICE

THE IDEAL CAMP STOVE



All Kampkooks fold up like a miniature suit case when not in use, with all parts including tank packed inside case and protected against loss or breakage.

KAMPKOOK No. 3

The most popular size. More in use than all others combined. Folds to 3½x9x15 inches in size and weighs eight pounds. Retails at \$7.50. Also made with rust and corrosion proof brass case at \$9.50; larger size \$8.50; three burner size at \$12.00.

The Kampkook Leads

THE American Kampkook was the first successful gasoline camp stove ever placed on the market. Into this first Kampkook were incorporated the ideas and features which a quarter century's experience in the manufacture of gasoline heating and lighting appliances had proven essential to dependable and satisfactory service.

The attempt to imitate these ideas and features, which have made the American Kampkook the choice of more than a quarter million motor tourists and campers, is the best testimonial and highest compliment to Kampkook superiority, a tribute to Kampkook leadership.

Consistent, intensive national advertising from the first has made "Kampkook" a household word with motor tourists everywhere. It is the stove they invariably ask for.

Kampkook dealers know that the Kampkook is profitable to handle because our sales policy assures 100 per cent protection and a liberal profit on every sale. And there are no come-backs; the Kampkook always stays sold.

If you are not a Kampkook dealer you should write today for information about our complete line of Kampkooking appliances and name of nearest jobber.

Kampkooks are Distributed by Leading Jobbers Everywhere

AMERICAN GAS MACHINE CO., Inc.

FACTORY, ALBERT LEA, MINN.

EASTERN BRANCH, NEW YORK, N. Y.



L. RIESER A MIGHTY TRAVELER

If there are in the trade swifter travelers, or more constant, than Laurens Rieser, western sales representative of the New England Enameling Co., we do not know of them. At his present rate, Mr. Rieser could hardly do better with an aeroplane.

In the last nine months, Mr. Rieser has made five transcontinental trips, calling on the trade in the entire territory west of the Missouri River and making such enthusiastic jobbing connections for the company that the factory is running full time and the goods are appearing in thousands of merchants' windows throughout the West.

The New England Enameling Co. makes a comparatively short line of gray enameled ware, in both quality and competitive grades, allowing the dealer and jobber a smaller stock and a more rapid turnover. The company is strict in its through-the-jobber-exclusively policy and Mr. Rieser believes the policy has been amply justified by the volume and distribution in his territory.

The company has been engaged in enameled ware production for 19 years and carries on the entire process at its Middletown, Conn., factory, where the raw sheets are received from the rolling mills. The sales office of the company is in the Fifth Avenue building, New York, where Sales Manager Melvin H. Hecht makes his headquarters.

A. W. Clark and James M. Carroll of Pasadena have purchased White's Hardware store at Lamanda Park, near Pasadena.

G. W. Ballard of Portia, Ark., is planning to erect a new building to give him facilities for carrying an increased stock.

Eppe, Call & Grunert is a new enterprise at Fortuna, succeeding the business formerly conducted by Leach & Smith and Frank Grunert.

Earl Hewerton Co. has taken over the hardware and furniture stock of J. A. Howerton, at Ilwaco, Wash., and will combine the two stocks.

Fendall's Hardware Co., at Forest Grove, carrying a stock of household and builders' hardware, chinaware, glassware, crockery, paints and oils, report a good business outlook.

Ben Klein is planning to open a hardware store at Filley, Nebraska.

Morris Hunter is planning to open a hardware store at Sherman, Texas.

H. A. Eagan has purchased the hardware stock of W. T. Beaty at Paxton, Ill.

F. H. Spear has purchased the hardware business of N. H. Rediger at Pioneer, Mich.

Henry T. Connolly has succeeded Connolly Bros. in the hardware business at Wahpeton, North Dakota.

The Gilkey Duff Hardware Co. has been incorporated with a capital stock of \$25,000 at Lawton, Okla.

Geo. B. Marsh, Inc., is erecting a new building at Nogales, Ariz., for his hardware and implement stock.

R. L. Cole has opened a hardware and grocery store at Glendale, Arizona, and will carry a complete line of hardware.

J. S. Klaus of Lewiston, Idaho, has purchased the hardware and implement business of E. J. Cheatman & Sons of Ellensburg, Wash.

Kennerly Hardware Co., at Gainesville, Texas, has been incorporated with a capital stock of \$50,000, the incorporators being S. J. Kennerly, Mrs. M. Morgan, W. B. McKinney.

The Leader Hardware Co. of Los Angeles recently opened for business in the California Bank building, Fifty-fourth and Vermont streets, and will carry complete lines. The proprietors are C. E. Stephens and R. A. Johnson.

STOVE AND GRILL FOLDED TO ABOUT 1/4 INCH THICK

PATENTED DEC. 10, 1917, OTHERS PENDING

TOP OF STOVE WHEN SWUNG BACK OVER GRILL

2 IN 1 FOLDING CAMP STOVE AND GRILL IN USE AND CLOSED

Patented January 4, 1921

Heating surface 20"x22"x7" high. Will not warp. Weight 10 lbs. Grid for broiling. Top for frying. Our gasoline connection makes the only combination wood-gasoline stove made. Thousands in use. Send for our folder. Get our prices and trade discounts. Most jobbers and dealers stock our stoves.

COMBINATION FOLDING CAMP STOVE CO., Inc.
Main Office: 521 Mason Bldg., Los Angeles, Calif.
Factory representatives:
Alden Glaze & Co., 143 2nd St., San Francisco, Calif.
Albert Lilly Co., 463 Stuart Bldg., Seattle, Wash.

THE SWINGSPOUT EMERGENCY UNIT

A New Invention: A running board unit for Gasoline, Oil and Water, embodying all of the desirable features of the SWINGSPOUT in combination with two improved types of holding Racks.

ATTRACTIVE, COMPACT, SUBSTANTIAL, QUICK SELLING



Lock Type Rack

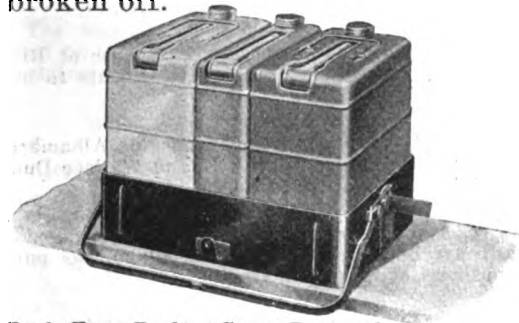
LOCK TYPE —

Bolted securely to running board with two concealed bolts.

Cover clamped tightly down by lever bar which may be locked.

UNIT and contents secure against theft.

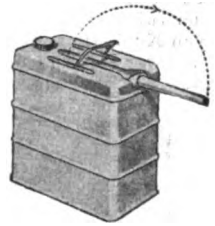
Does not overhang running board and has no projecting parts to be broken off.



Lock Type Rack — Cover Removed

THE SWINGSPOUT · CONTAINER

eliminates the Funnel and Waste of spilled oil or other liquid. Containers, holding Rack and Cover finished in baked enamel. The top cover is felt lined, preventing dust or dirt accumulations on top of Containers.



Quick Detachable Type Rack

QUICK DETACHABLE TYPE —

Clamps to running board.

Dirt-proof cover held in place by spring clamps.

This type quickly removed from running board by loosening two thumb screws.

MANUFACTURED BY

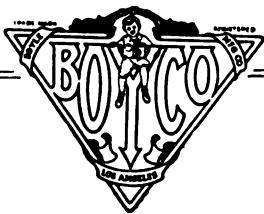
SWINGSPOUT MEASURE CO.

251 South Avenue 17, Los Angeles, California

Sales Representative

C. A. GILBERT

1225 Post Street, San Francisco, California

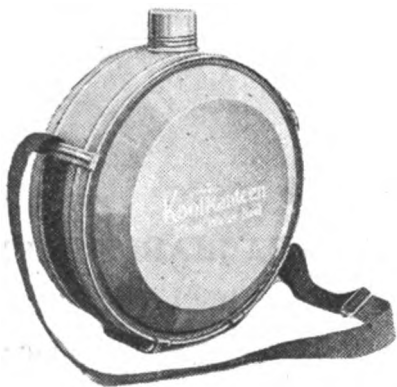


Boyco Service Units Boyco Kool-Kanteens

Here are two Boyco business builders for summertime. Boyco Service Units are emergency equipment no auto owner can afford to be without—as useful and necessary as the spare tire. The Boyco Kool-Kanteen is new this season and comes in answer to the long-felt need for a water container that keeps its contents cool.



Boyco Service Units are combinations in compact form of Boyco Autocans for gasoline, oil and water. They clamp conveniently to the running board; provide ample emergency supplies; carry conveniently and neatly. Rattle-proof, durable, attractive. Made in two styles and a variety of capacities. Year 'round sellers. Practical everywhere.



The Boyco Kool-Kanteen positively keeps its contents cool, regardless of the heat of the day. Four quart capacity; strong web carrying straps; nickled filling cap designed for use as drinking cup. Ingenuity of design, durability, and practical usefulness make the Kool-Kanteen a ready seller for every outing purpose.

Write for descriptive folders

BOYLE MANUFACTURING COMPANY
LOS ANGELES
CALIFORNIA

BACON BEGAN AS NEWSBOY

The Charles A. Bacon Co. is known to all buyers of glassware, crockery, toys, household and hotel sundries throughout the West. Yet not all the friends who respond to Mr. Bacon's genial personality, his boundless energy, enthusiasm or expert knowledge of his line know that he had his first lessons in salesmanship as a boy on the streets with a bundle of newspapers under his arm.

Naturally this first sales course was of the cut-and-try sort, and often mastery was through bitter experience. Yet it is such stern discipline as this, being cast on young resources and initiative, that strengthens fiber of self-reliance or later, greater responsibilities.

Fifteen years ago he worked into his present line of business, first as an employe in a retail store and later as proprietor. Yet his aims and personal force felt restrained, so he took on the representation of manufacturers' lines, allowing the force of his sales personality the entire West for expression.

The company that bears his name now represents such lines as the Wilson Manufacturing Co., McLaren Sleigh Corp., Superior Aluminum Co., West Lafayette Manufacturing Co., Indiana Glass Co., Weston Glass Co. and Byesville Pottery Co.

Headquarters are at 50 Main street, San Francisco, with a branch at 1253 South Figueroa street, Los Angeles and a resident agent in Honolulu.

REMINGTON POCKET KNIFE WEEK

Remington have just completed their first national campaign covering their new product—pocket knives. This campaign was announced to the general public through national advertising and special window displays.

One of the displays—an elaborate design printed in five colors—was unique in point of construction. It consisted of a cardboard cover to fit over a Remington 12-gauge shotshell wooden case. The background against which the knives were displayed was a reproduction of green plush.

Remington Pocket Knife Week is the forerunner of a continuous national advertising campaign on cutlery. Novel features in merchandising and advertising pocket cutlery in connection with jobber and dealer co-operation will be introduced from time to time.

B. A. Mahlum has purchased the business of Mahlum & Swenson at New Effington, S. D.

The Allen Hardware Company of Comanche, Texas, are adding to their stock and facilities.

Ralph Dodini is erecting a warehouse at Riverdale for his recently added line of implements to his mercantile business.

O. W. Lehmar and W. K. Jones of Alhambra have purchased the interests of J. E. and Wallace Dunbar in the Alhambra Hardware Co.

W. A. Cochran, who was formerly engaged in the hardware business at Rathdrum, Idaho, has purchased a business at Silverton, Ore.

Messrs. Wagner & Rivers have opened a new hardware store at 2032 South Garfield avenue, Los Angeles. They will carry a complete line of hardware, paints, garden tools, etc.

I. R. Evans and D. E. Pyle of Suisun have purchased the hardware business of Chris Sieber & Co. of Woodland. Messrs. Evans & Pyle also own the Suisun Implement Co. Mr. Evans will manage the Suisun business, while Mr. Pyle will take charge of the new store at Woodland under the name of Evans & Pyle.

BOYLE CANTEEN PATENTS HELD VALID

The following letter to the trade, mailed last month from the offices of the Boyle Manufacturing Co., is self explanatory and will doubtless be of general interest:

"You were advised in September, 1921, that on the 16th day of that month, in the U. S. District Court, a decision was handed down by Benjamin F. Bledsoe, District Judge, in favor of W. J. Boyle, Sr., versus Woolwine Metal Products Co., of this city.

"This suit involved the invention, and construction, of a certain type of canteen, originated by W. J. Boyle, Sr., president of the Boyle Manufacturing Company, and which the Woolwine Metal Products Co., imitated soon after its appearance on the market, and they have continued to do so ever since.

"Article 4 of the decision reads: 'That an injunction be issued against the Woolwine Metal Products Co., a corporation, perpetually enjoining, and restraining, its officers, directors, attorneys, workmen, servants and employees, and each and every one of them, from hereafter making, using or selling, or causing to be made, used or sold, in any manner, directly or indirectly, any canteen or container or device containing, or embodying, the inventions patented in and by letters patent No. 14695, or any canteen, container or device capable of being used in infringing thereon, and either directly or indirectly infringing upon either or any of said claims; 2, 3, 4, 5 or 6, of said re-issued letters patent, in any manner whatsoever.' (This injunction was stayed, pending appeal, upon defendant putting up bonds.)

"An appeal was taken from the decision of the U. S. District Court by the Woolwine Metal Products Co., such appeal being heard in February of this year before the three U. S. Circuit Court of Appeals Judges: Judge Ross, Judge Morrow and Judge Hunt. On April 3rd a decision was rendered by these Judges, sustaining the findings of the U. S. District Court, upholding the interlocutory decree of Judge Bledsoe in every particular.

"This decree, which is somewhat lengthy, states in conclusion: 'The interlocutory decree of the District Court provides, that plaintiff, W. J. Boyle, Sr., president of the Boyle Manufacturing Company, recover from the Woolwine Metal Products Co. the profits and damages caused by defendant's infringement of the re-issued letters patent. We do not find that the Woolwine Metal Products Co. acquired any intervening rights against Boyle's rights under the re-issued patent; therefore, the decree of the District Court is affirmed.'

The mandate of the Appellate Court will be issued to the lower Court by May 3, 1922, putting the decree of the lower Court into effect."

Yours very respectfully,
BOYLE MANUFACTURING COMPANY.

JOINS CHICAGO BELTING CO.

Leonard W. Kearns, one of the prominent men in the leather belting industry, has affiliated himself with the sales organization of the Chicago Belting Company of Chicago.

Mr. Kearns has been active in the leather belting business for twenty-two years, eighteen of which have been in the service of one company. He has been branch manager at Atlanta, Ga., Charlotte, N. C., and Chicago, and has sold belting throughout the United States and Cuba.

As a salesman he has had marked success and his friends will be interested in knowing that his new activities will cover a broader field than ever before.

W. B. Son recently sold the Idaho Hardware & Implement Company at Eden to E. M. Patterson, Twin Falls, Idaho.

"BREAK ANY 'HEXALL' WRENCH AND WE REPAIR IT—NO CHARGE"

THIS is the guarantee under which every "HEXALL" Socket Wrench is sold—internationally-known to jobber, dealer and customer alike—Sedgley's Bond of Faith with his trade.

Think what the "HEXALL" Line means to you—easy selling, repeats, splendid margin of profit—the good will of such a line, that always gives satisfaction and service. Stock "HEXALL" Socket Wrenches in all models—they're winners.

R. F. SEDGLEY, Inc. *Est. 1897*

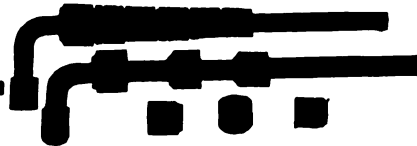
Also Makers of "BABY" Hammerless Revolvers

2311-13-15 North 16th Street

PHILADELPHIA, PA.

Pacific Coast Representatives:
McDonald & Linforth, San Francisco, Cal.

"HEXALL" Socket Wrench, No. 5 — 8 Pieces
Patented Dec. 31, 1918



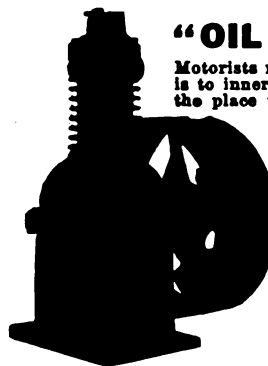
Small Cars
\$10 Black
Nickel \$1.50 more

NEW ERA SPRING BUMPERS

Double bars — double strength. Utmost strength and good looks at bedrock prices. Same with the distinguished DUPLEX. With these for leaders the dealer can win big trade and profits.

**NEW ERA SPRING and
SPECIALTY CO.**

65 Cottage Grove Avenue
Grand Rapids, Mich.



"OIL RUINS TIRES"

Motorists realize what a great menace oil is to inner tubes and, therefore, look for the place where they can fill tires with

**CURTIS AIR — FREE
FROM OIL**

Five different sizes of compressor, 125 different combinations of outfits. In stock at most jobbers. Price is right. A result of 25 years' experience in compressor manufacturing. Send for Bulletin O-5.

Curtis Pne. Mch. Co.
1512 Kienlen Av., St. Louis
530-L Hudson Term., N. Y.

CYCLONE FENCE COMPANY PUTS OUT NEW PRODUCT

Everyone is looking for merchandising ideas. Several good ideas for increasing sales are suggested by a product recently put on the market by the Cyclone Fence Company, Waukegan, Illinois.

This product has been aptly named the Cyclone Utility Basket. It's a handy wire basket for all around use and because it may be used for so many purposes it is an article which should cause a demand at all times of the year.

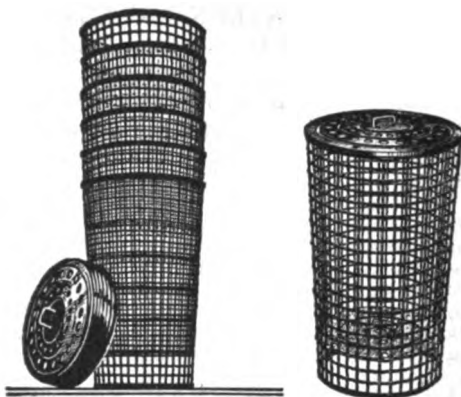


Some of its uses, however, will bring a greater demand for this utility basket at certain times of the year. The spring season—clean-up time—should find this product in particular favor, as one of its principal uses is for burning rubbish. Waste paper, rubbish, leaves and all combustible material can be burned without scattering burning fragments. The fine 1½-inch mesh eliminates danger of spreading the fire.

This basket also serves as a convenient receptacle for the disposal of paper and refuse in parks, playgrounds, at street corners and other public places. It is strong and sturdy. As the intersections are electrically welded it should last many years.

or basement. Made of crimped wire and attractively painted, it is not only sightly, but can be kept sanitary. It is made in two sizes. Its tapered shape permits com-

Grocery and fruit stores can use this new Cyclone product to excellent advantage as a fruit or vegetable



container. It helps to sell apples, oranges, and other foods by displaying them attractively and in a novel way. A display basket of this kind should soon pay its cost by the savings it effects in this way.

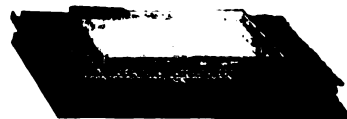
Every home has need for a basket of this kind. It makes a first class clothes hamper for closet, back hall pact nesting of baskets for shipping and also on the dealer's floor or warehouse. Covers are also nested for shipping. Lively sales are predicted for this new product, as it has many sales angles which dealers can use to effect quick turnover.



IRON HORSE CAMP STOVE

There is no meal tastes quite so good as the one cooked out of doors—over blazing coals and served at the journey's end. It is the most enjoyable part of a whole trip, provided your equipment includes a Camp Stove that is built right. As for instance the Iron Horse Camp Stove, assembled in a minute's time, as rigid as if made from one piece of metal, with a perforated metal bottom plate for the coals, and a heavy wire grating above for holding the food to be cooked, while notched openings at either end insure proper combustion and a good fire.

And then there is an oven attachment with its hinged cover and tray, which can be hung on the side of a stove in an instant or folded away in a space less than one inch high. Built of a high quality of sheet iron, spot welded together and carefully made. These stoves make camping and auto trips a real pleasure.



The Blythe Furniture & Hardware Co. at Blythe, has been incorporated, with a capital of \$25,000.

Garage & Barn Door Hardware "1080"

for folding, sliding doors



"1080" Represents but one of many types of Allith-Prouty door hanger equipment. Each, suiting its own particular uses, reflects the same high degree of engineering skill in its design and conscientious workmanship in material and manufacture that has been built into all A-P Hanger Hardware, Light Hardware and Hardware Specialties for more than 20 years.

Reliable Door Hangers and Round Track for parallel sliding doors for barns, garages, warehouses, etc., are an especially satisfactory, fast moving line.

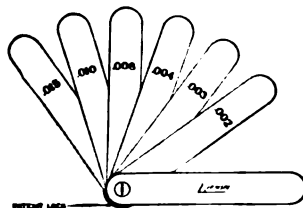
ALLITH-PROUTY COMPANY
Danville, Illinois

Write Today for
Catalog No. 90



ALLITH-PROUTY
"Satisfaction in Hardware"

NEW THICKNESS GAGES WITH LOCK



can be locked and held firmly in any position. This feature adds to the value and convenience of gages on all classes of work.

In a special way certain of these gages will appeal to automobile mechanics and garage repair men. For example, in making adjustments of tappets on motors the leaf in use being held firmly by the locknut permits the use of the gage in its full length $5\frac{1}{2}$ inches, and the feature of the locked leaf is almost indispensable where work must be done at an angle, as on V type motors. Then, too, gages No. 06 and No. 07, 6 and 7 leaf, contain only the thicknesses most commonly used in automobile work, and while first class tools, yet can be offered at a popular price.

No. 06 carries leaves size .002, .003, .004, .008, .010 and .015; No. 07 is same with the addition of .0015 leaf. No. 09 has 9 leaves, a good range of sizes. On these three gages the .015 leaf and name plate form the case and the others when closed and locked are well protected. No. 109 is a 9-leaf, same as 09, but with regular case. On all, the blades are $\frac{1}{2}$ inch wide and three inches long. On these gages any two or more leaves separated from the others and locked convert the tool into a limit gage. The removal and inserting of blades are easily accomplished.

Lufkin Thickness Gages are of highest grade and best design. Each leaf is accurately ground to thickness, tested and marked with its thickness.

The Lufkin line of mechanics' fine tools now ready for the market includes also combination squares, steel scales and hook scales, depth and center gages, with the other kindred items soon to be added. Catalog supplement on mechanics' tools gladly sent on request.

The Hawthorne Hardware Company, at 1062 Hawthorne avenue, Portland, has been incorporated with a capital stock of \$10,000. They will make a specialty of builders' hardware. K. L. Mendenhall has taken as his partner J. A. Thurn, who has been connected with the Northwest Steel Co.

PROFITABLE ARCADE SPECIALTIES

The Arcade Mfg. Co., of Freeport, Illinois, make a variety of hardware specialties which dealers find are trade bringers. They are illustrating in this issue an addition to their line of dampers and lid lifters.

The Damper illustrated is one of many types they offer. All are designed to give long satisfying service.

The Lid Lifters are made in all the wanted lengths and finishes. These retail at an attractive price and are sure to bring sales.

L. A. Wilkerson has purchased the Bluffton Hardware Co. at Syracuse, Ind.

The Economy Hardware Store is a new enterprise at Hollywood, with Wm. J. Maguire as proprietor. Paul Cheyney will manage the new store for Mr. Maguire.

The Haines Commercial Co. of Haines, Ore., has purchased the hardware stock of W. A. Green and William Ashwood. The stock will be consolidated with that of the Commercial Company.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated and polished ..\$2.00	No. 3 Gunmetal finish\$1.50
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Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.
Western Representative, Walter A. Scott Co., Mills Bldg., San Francisco, Cal.

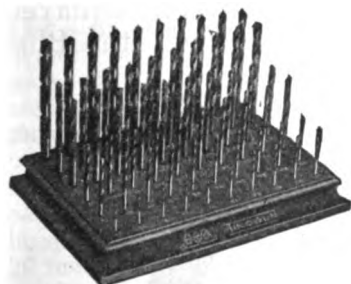
Electric Appliance Company

807-809 Mission St., San Francisco

JOBBER OF ELECTRICAL AND AUTO SUPPLIES AND ACCESSORIES

Electric Ranges	Washing Machines
Suction Cleaners	Ironing Machines
Fan Motors	Heating Devices
Wiring Materials	Auto Accessories
Tires—Tubes—Ford Parts	

Genuine Crank Shaft and Connecting Rod Bearings, Etc.



The GTD trademark is one of the best known symbols in the small tool world. It stands for quality wherever it is found. The excellence of GTD taps and dies is unquestioned and GTD drills are in every respect on a par with other GTD products.

Handle a well-known and proven line.



These are GTD Drills

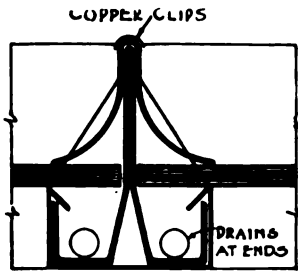


"The Sign of Accuracy"

Made by the same people that make "Little Giant" Screw Plates. Made with the same care and accuracy that have been built into GTD small tools since 1873. Order GTD drills next time you buy taps, dies or screw plates. An examination will prove their quality — and a single shipment means less trouble and expense on your part.



PUTTYLESS SKYLIGHTS

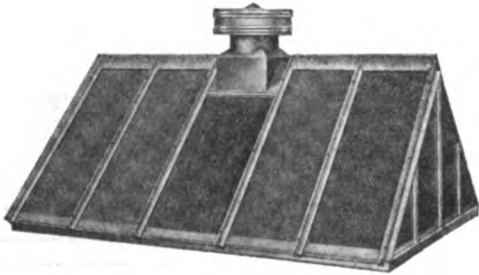


CROSS-BARS

The accompanying illustration gives a very good idea of puttyless skylight construction. The old way of putting in the glass in skylights required a good deal of time, which cost money, both in the original installation and in case of breakage of glass after skylights were installed on the roof.

Puttyless skylights differ from the ordinary

skylight principally in the bar construction. The bar proper is riveted and soldered, making rigid, enduring joints. Puttyless construction is heavier and more substantial than standard construction. The bar cap is fastened to the bar by metal clips. The caps have curved flanges, which spread each side of the bar, and when placed in position rest on the surface of the glass.



The bar itself is so constructed as to act as a support for the glass, at the same time affording a channel each

side of its center, for the drainage of rain from the upper side of glass or condensed moisture from the under side.

The Milwaukee Corrugating Company, makers of the puttyless skylight shown herewith, are manufacturers of both puttyless and standard skylights in all the various styles—single or double pitch, also hipped, with stationary or movable louvers in sides and ends. Some are made with metal and some with glass ends, and practically all styles can be furnished with roof ventilators if desired. Any style can be furnished, either of puttyless or standard construction. The firm issues a booklet showing stock patterns, but they also make skylights to order from the drawings and specifications of the customer. Circulars showing different styles of skylights sent on application.

HYGRADE CANDELABRA

The Hygrade Lamp Co., of Salem, Mass., are illustrating four different bulbs, either frosted or clear, in this issue — a bulb that is very desirable for candle lamps, sconces and similar fixtures which use small lamps for decorative purposes.

They are made with the same engineering skill and thorough workmanship that has always characterized the Hygrade Lamp.

They will be glad to give full information upon request.

These lamps are in demand and are profitable trade bringers.

Their line is stocked by jobbers in all parts of the country.

George & Harris, who do a large hardware and plumbing business at Pomona, report a satisfactory season's trade and a good outlook.

The Anacortes Hardware Co., at Anacortes, has been incorporated with a capital stock of \$6000.

Sell the Blue Ribbon Line Hand Saws

UNDER the Simonds Standardization plan the Blue Ribbon Line Hand Saws are the best proposition for any dealer to carry. Their quality and cutting efficiency appeal to the customer and the saws give him satisfactory service. Simonds Saws are perfectly finished and when displayed attract the largest amount of attention. Eight styles constitute the Blue Ribbon Line—that means every style that is necessary.

Our selling proposition and dealers' discounts will appeal to you. Write for them.





William L. Diemer
President



Walter H. Diemer
Secretary



Harry A. Diemer
Sales Manager

HANDSOME OFFICIALS INTERCHANGEABLE

Through incorrect identification in our offices, a likeness of E. X. Schaeffhold, consulting engineer of the American-National Co., was published as the picture of President Wm. L. Diemer.

In order that our readers may have full evidence before them to pass judgment on our guilt or innocence, we append herewith as Exhibits B, C and D, photos of President Diemer, Secretary Diemer and Sales Manager Diemer. Now referring also to our March issue, we ask our readers to agree with us that in good looks no one of these gentlemen is exceeded by any other.

It seems now that we erred in fact, not in judgment. We are glad of this opportunity to identify all the good officers of this institution, which we should not have enjoyed if we had been "right the first time."

The Young Hardware Co. at Napa is erecting a new store building in order to give them facilities for carrying an increased stock.

The Teton Hardware Co. has been incorporated with a capital stock of \$30,000 at Teton, Idaho.

E. W. PEABODY'S PASSING

Twenty-eight years' faithful service in the hardware business was suddenly brought to an end last month when E. W. Peabody suffered a stroke while seated at his dinner table, and passed quietly away two days later.

Mr. Peabody enjoyed a very wide acquaintance in the trade throughout the entire West, accumulated during his long connection with Baker, Hamilton & Pacific Co. in various sales capacities. At the time of his death he was in charge of the company's corporation business, and the hundreds of friends who attended the funeral testify to the high esteem in which Mr. Peabody was held by his business associates.

Few men enjoy a wider circle of friends and admirers than Mr. Peabody, and his accurate and wide knowledge of hardware lines in all branches made friends and customers for him consistently. In any group of men Mr. Peabody stood out, and his many years' faithful work in the trade has contributed a leavening and distinguished influence to the institution he represented as well as to the trade in general.

For two years F. G. Jilson has assisted Mr. Peabody in handling the corporation business, and he now takes charge of this important department, trained by a master and with his examples as a model.

The new Bennett Hardware Co. building at Vancouver has been completed and is now occupied by them.

Stuart-O'Byrne Hardware Company, a new enterprise at 638 South Western avenue, Los Angeles, are specializing in builders' hardware.

Mr. Stuart was for ten years with the Union Hardware & Metal Co., two years with Baker, Hamilton & Pacific Co., and also several years with Harper & Reynolds and the Dressler Hardware Co.

They are well equipped to make a success of the business.

This Revolving Shade Display Free to Dealers

AS A DEALERS' selling help we are offering this artistic revolving shade and display stand free of charge. Any dealer may have one by writing us. To gain attention there is nothing like action. This display in a window does that. An ordinary 40-candle power electric bulb is placed beneath the shade and the heat from it causes the shade to revolve. The lamp holds an actual saw 24 or 26 inches across the face of the display.



Ask for yours now

Simonds Manufacturing Co.

Fitchburg, Mass.
Portland, Ore.
San Francisco, Cal.

"The Saw Makers"

Chicago, Ill.
Seattle, Wash.
Vancouver, B. C.

ARCH KEYSTONES IN THE KEYSTONE ARCH

Once a year, about the middle of the summer, when the mercury bulb runs up the tube and the beads run down the brow, the entire sales force of the Keystone Steel and Wire Company meets at Peoria for a week's conference and



convention with the executive officers and department chiefs of the company. The meeting is no staid, formal session, but partakes more of the nature of a big family reunion.

Here is the 1921 group, and merchants from every part of the West will be interested in picking out the Keystone who personally tends to their Square Deal fencing. We cannot identify every man in the group, and perhaps our readers can fill in some of the missing personalities.

On the top row we recognize McMillan (Kentucky) as the second man from the left, Millard (Oklahoma) fifth, Carl Whipperman (Wisconsin) seventh, then Schraub (Nebraska), Marshall (Illinois), Wessel (Missouri), E. E. Brown (California), Stanford (Kansas), G. J. Brown (Indiana), Pier (Indiana), Hardy (North Dakota).

Second row, left to right: Binford (credit manager), Walker (Iowa), W. H. Sutfin (special group salesman), Bartlett (Minnesota), Thomas (Oregon and Washington), Graham (Tennessee), Kinsey (Texas), Stringfellow (Missouri), Stapleton (Indiana), Hause (Iowa), Smith (special agent), the late W. L. Dickel, W. G. Whipperman (Arkansas), Jones (Nebraska), Knowles (Michigan), Douglas (Ohio), Tracy Sutfin (Michigan), Pratt (auditor), Seegar (price department).

Third row, left to right: Schlatter (auditor), representative of the Sheldon School for Salesmen; Brock (advertising manager and assistant sales manager), W. G. Hume (sales manager Western division), A. A. Nelson (sales manager Central division), C. W. La Porte (assistant to the president), H. G. Moore (vice-president and general sales manager), P. W. Sommer (president), B. L. Sommer (secretary - treasurer), W. H. Sommer (general superintendent), John Sommer (superintendent), Captain John W. Gorby (Cyclone Fence Company), Bailey (assistant), Herman (wire mill superintendent), Dan Sommer (office manager), Racine (shipping superintendent).

Fourth row, left to right: Kastien (purchasing agent), Black (Montana), Snyder (comptroller), then skipping four men to P. W. Sommer Jr., Shafer (traffic superintendent), Reuben Sommer and (third from his left) Henry Sommer (chief chemist), Hennesey (employment manager), and Slischer (printing superintendent). The last man on the right is Guy Eaton (assistant Western sales manager).

Front row, left to right: 1, Simon (transfer department manager); 4, Anderson (former sales manager); 8, Bailey (engineering department); 9, Hermann (rolling mill superintendent); 13, Roy Eaton (assistant traffic manager).

Each man wears a big keystone-shaped card with his name on it, and if our eyes were only good enough we should be able to identify each immediately. This group represents the kingpins in a great organization of from 1600 to 1800 men employed in the great mills at Peoria.



WINNING CARDS FOR "SQUARE DEAL-ERS"

No man can spread the fame of Keystone "Square Deal" fencing without becoming a four-square dealer himself, while he attracts to him square dealers all over the land. "It's in the cards," as the saying goes.

So Representative E. E. Brown is both cause and result of the strength of Square Dealing. So are George W. Grove, in the intermountain territory; Lloyd L. Black, in Montana; Paul F. Kinsey, with headquarters at San Antonio, Texas; W. D. Thomas, in the Northwest, and L. C. Brown, who continues the former work of his brother in Missouri, out of the St. Louis office of the company.

Fencing is a study and an art in itself, as our progressive readers know. At one time fencing with foils was the bulwark of personal self-defense. Now fencing with Square Deal or some other wire mesh is an essential of self-defense to the farmer, stock man, poultry raiser or householder.

Mr. Brown has made a specialty of Keystone fencing for some years, calling on the trade in Missouri. He is thoroughly grounded in the point of view of the retail merchant as well as the needs and wants of the land-owning buyer.

Just as there are Browns and Browns in the world, so there is more than one Brown in the E. E. Brown family who knows the top, bottom and both sides of Keystone fencing. Mrs. Brown has always felt a close interest in her husband's business, including the sales conventions she has attended with him and her complete familiarity with the great Keystone factory and all stages and kinks in fence construction.

Now comes their keen little daughter, Maurita, and she promises to be a "fencer to the last ditch." She makes business trips with her father. She is the youngest member of her high school class and always among the first scholars, and it is her ambition to develop a clientele and a territory that will put an end to rail splitting, picketing, stone piling and other antiquated methods of fence construction.

Special Virtues of Square Deal

Any member of the Brown family (even including little Roy, who has to keep away from the post holes lest he fall in over his depth) can tell you that Square Deal is made from the best open hearth steel wire, full gauge, with heaviest galvanizing guaranteed.

A firm but flexible joint is formed by "the knot that never slips." The stiff, picket-like stay wires give rigidity, allow less frequent posts, and prevent the hogs and other burrowing animals from bending an opening

at the bottom. The line wires are well crimped, so that the fence stands tight and trim.

In the matter of price, live dealers are showing their prospects how fencing has dropped thirty-three and one-third per cent in the last year, and taking big orders that were held up for the drop. The company reports that one Keystone dealer made \$2500 clear profit in one month this year by delivering ten carloads of fence and barbed wire to customers. The company has issued a folder outlining his methods pretty fully, which any representative will gladly furnish to any merchant who is not already familiar with its contents.

55-HOUR WEEK FOR LOVELL

Western Sales Manager Harlan G. Grosscup, of the Lovell Manufacturing Co., was a recent caller at the HARDWARE WORLD offices, and reports that the huge Lovell factory at Erie is now operating 10 hours a day, five and a half days a week, supplying a large share of the world's demands for wringers and mouse traps.

Three times a year Mr. Grosscup makes the rounds of the company's customers west of the Mississippi River, including practically every jobbing house in the hardware and house furnishing line in the territory. In the South, the company is similarly ably represented by "Pop" Ennis, who was a familiar figure at the New Orleans convention last month.

Mr. Grosscup reports many straight carload orders from many jobbers, as well as pooled cars at frequent intervals to the distributing centers.

O. L. Scott has sold his hardware business to the Carroll Park Hardware Company and will continue the business at 2148 East Fourth street, Long Beach. A. G. Hartenstein and P. G. McEntee are the proprietors.

The Bear Valley Mercantile Co. report a good business at Pine Knot, in hardware, housefurnishings, automobile accessories and similar lines.

Buckner Sprinklers

Heavy
In-
destructible
for
Lawns
1 Doz. Per
Box



Circular
Spray
or
Long,
Narrow
Strip,
Uniform
Distribution

Adjustable Underground Heads

The BUCKNER underground head is the latest invention in this type of sprinkler and the result of years of experimenting, and is known throughout the United States as the only underground head ever designed to irrigate either a circle or long, narrow strip. No underground system can be satisfactory without different forms of sprays. They are absolutely essential in all installations on large lawns.

These heads are installed flush with the soil, hidden by the grass and not found by the lawn mower. They are never suspected as being in the lawn. No obstructions for people to fall over. In fact an invisible system, eliminating all labor in connection with lawn irrigation. Simply turn a valve and the work is done.

BUCKNER MANUFACTURING CO.,
FRESNO, CALIFORNIA

THE NEW SUPERFLEX BURNERS

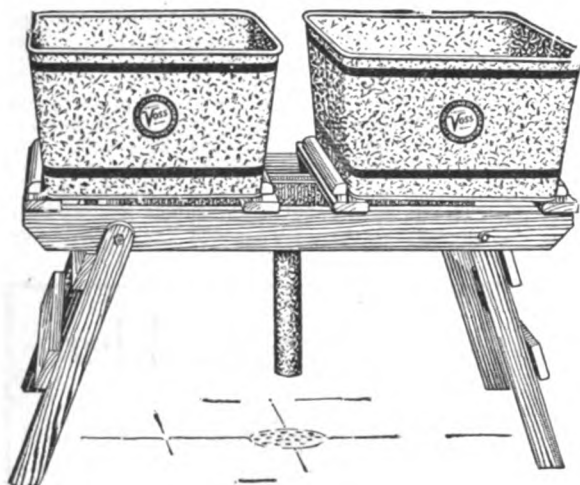
Attention is directed to the two-page announcement of the New Perfection Oil Cook Stoves with Superflex Burners, which is claimed by the Cleveland Metal Products Company is an invention that revolutionizes cooking. The announcement shows in detail some of the super-sales features of the new range, which provides abundant heat that is absolutely clean and odorless.

The Superflex burner provides greater economy and reliability of cooking with all grades of kerosene oil.

Stove model 304 (four burners) is illustrated—one Giant Superflex and three standard size Superflex—identical in construction to the Giant, but smaller—enables the dealer to offer to his customer an oil stove that he can recommend with satisfaction and confidence that is going to please his customers and bring new trade to him.

It is claimed that the new "300 line" of Superflex New Perfection ranges matches the cooking speed, economy and convenience of gas, summer and winter, on either farm or town or city. The wonderful efficiency of Superflex Burners is due to perfectly balanced air drafts and a new and positive automatic stop.

A dealer now can have a complete line of oil cook stoves and ranges fitted to every purpose and purse. An attractive agency proposition can be had by dealers.



VOSS SELF-DRAINING TUBS

Voss Bros. Manufacturing Co., of Davenport, Iowa, announce its new Voss self-draining tubs and bench, which can be used in connection with any type of a swinging wringer washer.

Since offering these self-draining tubs and bench, they have found a ready sale for these.

These self-draining tubs are sure to appeal to the women of the family and only need be displayed to make sales.

It is a household convenience and utility needed in every family.

PACIFIC PUMP AND SUPPLY NEW DISTRIBUTORS FOR SHARPLES SEPARATORS

The Sharples Separator Co. has appointed the Pacific Pump & Supply Co. as distributors and representatives in the far western territory. Up to this time the Sharples Co. has maintained a branch office in San Francisco.

As the trade well knows, the headquarters of the Pacific Pump & Supply Co. are at 853 Folsom street, where they are principal distributors of Leader water systems, Fuller and Johnson engines, Star windmills and Hoosier pumps.

FOREIGN ARMS TRADING ON COLT'S REPUTATION

Colt's Patent Fire Arms Manufacturing Company, of Hartford, Conn., aware of the importation and sale of revolvers not of their own manufacture, but which closely resembled the Colt, in fact so closely that they were likely to be mistaken for the genuine Colt, after receiving legal advice, decided to proceed against Messrs. Cowdrey & Winkhaus, of New York, one of the importers of this class of arm.

As a result of this action, with the consent of all parties, a decree was entered in the favor of the Colt Company on March 2, 1922, and an injunction issued by the District Court of the United States, Southern District of New York, enjoining Messrs. Cowdrey & Winkhaus from the importation, sale or offering for sale of the several revolvers covered by this action, or any other revolvers so similar in appearance to the Colt revolvers as to be likely to be mistaken therefor.

The trade at large will welcome this information and it will be of interest also to know that it is the intention of the Colt Company to proceed along similar lines wherever they find evidence of the importation and sale of such revolvers which by reason of their appearance and design closely resemble the genuine Colt and will be likely to be mistaken for the Colt.

MURPHY STAY SHARP KNIVES

The steel in an R. Murphy Stay Sharp Knife holds its quality.

Merchants can recommend the Stay Sharp brand with every confidence that it will not only please their customers, but will increase their trade for this well-known brand.

They make a variety of knives for many purposes.

They furnish dealers with bright colored display cards and sales helps and will be glad to give full information to any of our readers upon request.

Thayer & Bower are their Western selling representatives.

PIVOT DOOR HARDWARE SHELVEING

Attention is directed to Heller's Pivot Door Hardware Shelving, which is comparatively inexpensive, of convenient length, easily installed and will give lasting service.

Any merchant who is considering changing or rearranging his store, or putting in new fixtures, will find that Heller's Pivot Door Hardware Shelving will save time and money and will be an investment that will pay big dividends by the additional sales it will create.

They have an attractive catalog that they will be glad to send to any of our readers on request. Address W. C. Heller & Co., Montpelier, Ohio.

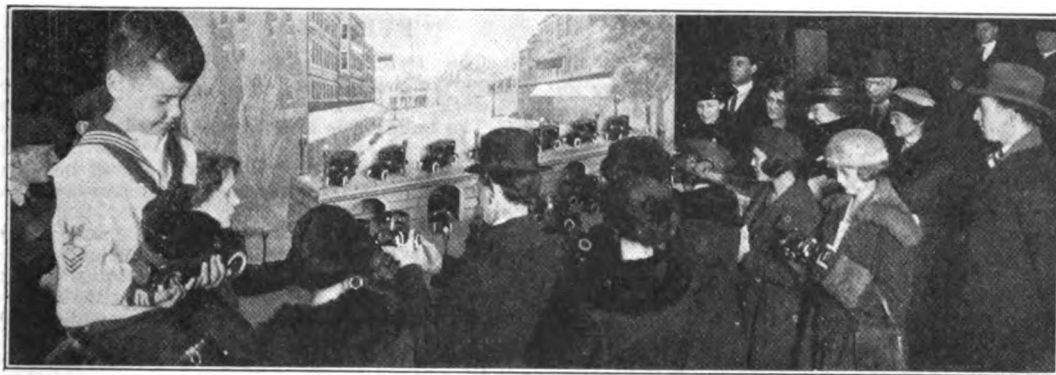
TWO POPULAR SELLING LAMPS

The Whitelite Electric Company illustrate two of their most popular selling lamps. The Whitelite Nitrogen Lamp, made from 40 to 1000 watts, under the General Electric patent, is recognized as being a superior lamp.

They claim that Whitelites are superior in candle power and length of service to cheaper lamps. In actual tests the difference is all the more striking. They ask that the ordinary 200 watt cheap lamp be tested and compared. An average candle power of 165 will be had, whereas by testing a 200 watt Whitelite one will obtain a candle power from 225 to 230. This is a splendid talking point.

The Dualite has the double filament feature, making the lamp of double the service. It can be furnished in 40, 60, 75 and 100 and 200 watts.

They will be glad to answer inquiries from any of our readers. Address the manufacturers at 368 Broome street, New York.



ARCADE'S REMARKABLE TOY NOVELTY MINIATURE YELLOW CABS SWEEP COUNTRY LIKE WILDFIRE

For forty years the Arcade Manufacturing Co., Freeport, Illinois, has been making coffee mills and cast-iron toys. Toward the close of 1920, the Arcade Mfg. Co. conceived the idea of building a toy yellow cab, an exact miniature of the yellow cab which we see on the streets of most of our large cities. Then the company protected the novelty by several patents, registered the trademark and secured a copyright on the name, "Toy Yellow Cab."

One of these Toy Yellow Cabs was shipped to every large taxicab company in the country. A letter was also sent, giving the prices of these cabs in quantity. Immediately the company found they had struck the bull's eye. Orders began to pour in, at first slowly, then in larger quantities. Then the officials of the factory, who had prepared for the production of several hundred a week, found themselves confronted with orders which came in at the rate of 2000 and more a day and are still pouring in, in ever increasing quantities.

It is now estimated that in 1922 over a million of these patented toys will be built by the Arcade Mfg. Company.

This miniature cab is made of cast iron, and is 9¼ inches long. It is brightly painted in yellow and black and white, with an iron chauffeur sitting on the front seat. The wheels revolve, but there is no clockwork to get out of order.

Jobbers and dealers everywhere are pushing Toy Cabs hard. Orders have been pouring in, not only from hardware and general merchandise stores all over the country, but from a dozen other fields as well.

Apparently all that is necessary in order to sell this cab is to show it. An attractive model display was recently erected in the Hotel Sherman lobby, Chicago. This display contained a railroad station, viaduct, traffic cops, street signs, lamp posts with shining electric lights. The display has been constantly surrounded by a crowd not only of youngsters, but of grayhaired persons, ever since it was first erected, and sales have averaged as high as ten dozen a day. A Chicago department store ran a very small item in one of their large full-page ads in a Chicago evening paper in order to test out the popularity of this toy. They decided from the way in which people poured into their store the next day to buy the toy cab, that they had stocked a very fast selling item. They had a display put in on the first floor of their main aisle, and a window display which showed this toy cab on a moving belt, traversing the streets of a toy city.

One taxicab operator in Omaha, Nebraska, has distributed, through local dealers, over 200 dozen in the past four weeks. A dealer in South Bend says it is the most popular thing he has ever put in his window. Several of the largest New York hotels have given valuable space to the display of this unique toy, realizing that it is something of great amusement and interest to their guests in their lobbies. News companies and railway stations are selling quantities of them every day to the traveling public.

Children are besieging their parents for one of these inexpensive toy cabs, and no sooner are they given one, than they demand two, and three, and more, to build up a fleet of their own.

And the interesting thing about the sale of this cab is that it proves we are all still children at heart, regardless of age. Grayhaired men and women have been seen pushing these toys, apparently for some child or grandchild, but in reality to take home where they can put it on the library table and push it back and forth as delightedly as any towheaded youngster.

The success of this cab also proves that the people will respond to something that is cute, clever, and which is a miniature of its big brother, the real taxicab, the carrier we are all so familiar with.

A simple metal toy such as this, appealing to people of all ages and manufactured by an established concern in trade channels, is just the leader our readers are looking for, starting now. Ask your jobber or write the company for further particulars.

KESTER WIRE SOLDER

Manufactured by the Chicago Solder Company is a profitable and rapid selling article and needs only to be displayed to make sales. All that the customer needs is this solder and heat.

The hard part of soldering, the part that requires most expertness, the part that takes most time and requires most explanation is eliminated when using Kester Wire Solder. The acid flux, scientifically prepared at the factory, is in the hollow core of this wire solder. Just before the solder is melted the flux is released and a perfect bond is the result. They will be glad to send samples to any of our readers upon request. When one sees how much better work can be done with this genuine tin-and-lead solder, you can understand why it is in such great demand. It is a profitable selling article and is sure to make sales for the dealer displaying it.

Two Guns in One

Every outdoor man wants Marble's Game Getter. Upper barrel, .22 cal., rifled — lower, .44 cal., smooth bore, for shot, or round ball.

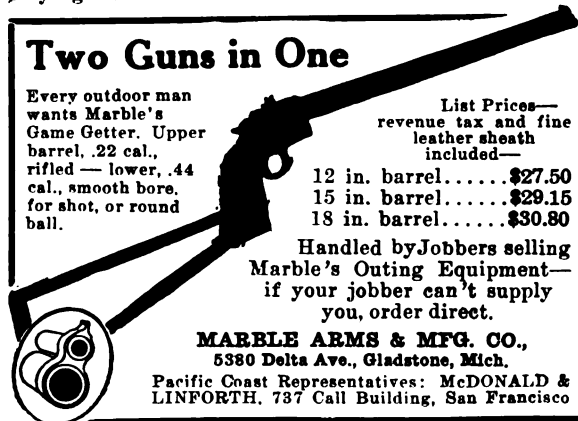
List Prices—
revenue tax and fine
leather sheath
included—

12 in. barrel.....\$27.50
15 in. barrel.....\$29.15
18 in. barrel.....\$30.80

Handled by Jobbers selling
Marble's Outing Equipment—
if your jobber can't supply
you, order direct.

MARBLE ARMS & MFG. CO.,
5380 Delta Ave., Gladstone, Mich.

Pacific Coast Representatives: McDONALD &
LINFORTH, 737 Call Building, San Francisco



DISSTON WILL HELP YOU SELL MORE TOOLS

Attention is directed to the special double page announcement of Henry Disston & Sons, Inc., on pages 2 and 3 of this issue. Turn to it and read it. To increase the sale of Disston tools, they have prepared several attractive displays for the dealers' windows and their stores.

These displays will attract customers to your store if you will only use them. Dealers who have tried them out say they are the most successful business getters they have had. Many tool buyers know that the saws most commonly used are Disston made, they do not know of all the other Disston products which contain the same high Disston quality.

The sales helps are shown on page 3, but it is worth while asking for them. That's all you have to do. They will do the rest.

CLEAN CUT CATALOG NO. 72

Dunham, Carrigan & Hayden Co. has published and distributed to the trade their newest catalog, No. 72, embodying not only the full Clean Cut line in all departments, but also a description and illustration of the thousands of sundry, miscellaneous and special items included in the stock. In fact the new volume bears out the statement made in its introduction that it marks an epoch in catalog publication, in that it goes far beyond the ordinary merchandising index until it is a compendium of useful information for the merchant, with tables and supplementary data.

The actual merchandise pages number 2766, not including the index or special inserted illustrations of Clean Cut display boards and special tool panels. Parcels post, weight, measure, and general specification tables are also included.

In the introduction the company reaffirms its fixed policy to solicit only the business of legitimate dealers who conduct their affairs along strict business lines.

The volume was issued under the direction of G. W. Safford, whose experience and enterprise in catalog building places him among the leaders in this department for the entire country. First a hardware man, he has become also a skilled editor and publishing director, and this latest fruit of his hand carries a step higher the standard he has set in former catalogs on the Clean Cut line.

2 IN 1 FOLDING CAMP STOVE

Attention is directed to the 2-in-1 Folding Camp Stove and Grill illustrated in this issue. It has a heating surface of 20"x22". It is 7" high, so constructed it will not warp, and is one of the most convenient and practical stoves made. It folds when not in use, and stove and grill can be folded to about half an inch thick. It is the only combination wood and gasoline stove made. Full description and prices can be had by addressing their main office, 521 Mason building, Los Angeles, California.

HERRICK TOOL RACK PAYS FOR SELF

A merchant who installed the Herrick Revolving Tool Rack, enabling him to display tools in an attractive manner, recently reports that it more than paid for itself in one day from the sales made.

Everyone is unconsciously influenced by the goods they see on display. The Herrick Revolving tool rack is one of the best investments a retail merchant can make, for this purpose.

It is a silent salesman that is always showing your goods. It is made of highest quality, best workmanship, is adjustable and the price will surprise you.

Dealers need these display racks because they are economical, both in time and space, and have a good sales value.

PYRENE'S NEW FACTORY

The Pyrene Manufacturing Company, inc., has moved into its new factory at 520 Belmont avenue, Newark, New Jersey.

The building is of thoroughly modern fireproof construction.

The general offices, formerly located in New York City, and all manufacturing departments will now be located under one roof.

Mr. G. P. Rogers, general sales and advertising manager, states that it will be the policy and purpose of the Pyrene Manufacturing Company, Inc., to improve, if possible, the service rendered their customers.

With this idea in view, they have installed a department for the sale of a complete line of safety devices as well as their long line of fire fighting appliances.

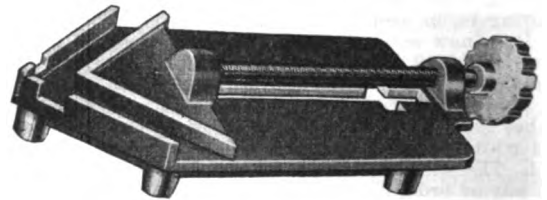
The complete line will now embrace nearly everything in first aid, fire fighting appliances and safety devices, covering everything from "No Smoking" or "Danger" signs to gas masks, hand drawn chemical engines and hand fire extinguishers.

PRACTICAL CAN OPENER

The Du-Blake Can Opener, made by the Du-Blake Mfg. Co., of Toledo, Ohio, has been called one of the most unusual can openers ever put on the market. It cuts a clean, smooth edge, quickly and with less effort—in fact requiring no strangle hold on the can, no danger of slipping, leaves no ragged edge to cut and poison the flesh.

It doesn't have to be steered. Just push the blade and work as a lever. The two-edge blade cuts and the steel fulcrums turn-in the raw edge.

Dealers can display and sell this can opener with every confidence that it will prove a profitable selling article. Write for samples and prices.



REEVES MITRE CLAMP

This clamp is a time saver for woodworkers, to joint together and permanently fasten miter joints effectively and with speed. It is essential to have some convenient means of clamping up the adjacent pieces of material. The mitred or square ends must be brought together and held solidly, in perfect alignment, while the slip tongues, brads or fasteners are driven in, to reinforce the glued joints, and while the glue sets. For this purpose the Reeves Mitre Clamp, a small portable device of simple construction, has been brought out by The Reeves Hardware Mfg. Co., 14 North Desplaines Street, Chicago, Ill.

This mitre clamp is made of malleable iron and has projecting lugs on the base to facilitate anchoring it on a work bench or table.

One clamp may be set up and used singly or in conjunction with one or more others.

Owing to its small size (9 by 4½ inches) and light weight (3 pounds), it can be carried to the work when desired and used attached in any position.

The design of the clamp permits of using it for testing the accuracy of mitred joints before they are joined. Time and material today are more valuable and to be considered. The Reeves mitre clamp is designed along these lines and every woodworker appreciates the neatness and accuracy done by this clamp, which also prevents the splitting of the mitred or square sections when fastener is driven into the ends through the notches.

MYERS RIGHT ANGLE GARAGE DOOR HANGERS

Are illustrated and described in an attractive booklet issued by the well-known manufacturers the F. E. Myers & Bro. Company, of Ashland, Ohio.

This booklet illustrates and describes the construction and operation of these hangers, for which the manufacturers claim points of merit and superiority not found in any other.

Anything bearing the well-known trade mark of F. E. Myers & Bro. is a good guarantee of it being absolutely first class in every respect.

They will be glad to send this booklet and full description to any of our readers upon request—it is worth having.

HYGRADE PRICES REDUCED

The Hygrade Lamp Company, the well-known manufacturers of high grade incandescent lamps, advised that the prices of all Hygrade lamps were reduced April 1st, and that the new price list would be mailed to the trade upon request.

KIRKPATRICK SELLING LYON BUMPERS

C. W. Kirkpatrick, well known to the trade for his former connection with the American Chain Co., is now special representative for the Metal Stamping Co., of Long Island, New York, selling the Lyon spring steel automobile bumpers.

One of the main planks in Mr. Kirkpatrick's platform is to show hardware merchants their opportunities to handle automotive equipment in a practical and intelligent manner.

WATER POWER MIXER



One of the newest developments in household mechanical appliances is the "World Beater," manufactured by the World Novelty Company, of Elgin, Ill.

It is a sanitary mechanical water power whipper and mixer, which may be attached in a moment to any standard kitchen faucet. It operates readily with ordinary water pressure and will develop, under such conditions, from 2800 to 4800 revolutions per minute.

The World Beater consists of a water power device located in the top, a tube which carries the water to the sink level and keeps it away from the contents of the jar, and the beater itself, which extends to the bottom of the receptacle.

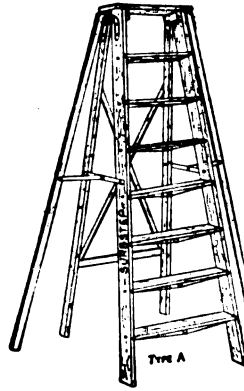
It is claimed for the World Beater that it not only beats eggs, but whips

cream and mixes batters, and that it does so more effectively and more easily permitting a woman to do other work in her kitchen while the beater is working. Cake and pancake batters, salad dressings, gravies and jello desserts can be mixed thoroughly and made more appetizing and creamy. The vogue of egg-nogs, malted milk and other drinks has brought a special demand for home beaters.

An adapter is supplied with each World Beater, so that it may be used on any kitchen faucet, whether it has a screw spigot or not. The jar, if broken, may be replaced with any ordinary mason jar, and all metal parts are rust proof.

The World Beater is just being introduced on the market and is extensively covered by patents.

THE SURE-STEP LADDER



The Sure-Step Ladder Corporation, with executive offices at 103 East 125th street, New York City, and factory and warehouse at Elmhurst, Long Island, have placed on the market the Sure-Step Ladder, here illustrated. It is described as not only being absolutely safe in use because of its special construction, but as a money-saver because "when the ordinary ladder is held while another is working on it, such assistance is very costly when calculated in dollars and cents." It is further described as of superior construction; only selected clear spruce is used; the requirements of the law and of underwriters have been conformed to; the side rails are firmly secured by iron rods passing underneath each step, giving it additional strength.

Two additional side props swinging outward hold the ladder securely in place, eliminating the danger of falling. In spite of workmanship and construction, the company say, the ladder is sold for practically the same price as the better grade of the ordinary type.

ENTIRELY NEW LADD BEATER

Attention is directed to an entirely new Ladd Beater, No. 00, which is the same size as No. 0, but cheaper than any.

It has an excellent wood, white enameled, handle for white kitchens, easy to hold. Every dealer wants them. Need only to be displayed to make sales. By reason of the superior Ladd quality there is sure to be a demand on any dealer who will display them. These goods are stocked by the principal jobbers, who will also be glad to give information to any of our readers upon request.

The products of the United Royalties Corporation, who manufacture the Ladd Beater, have a reputation second to none. Samples and prices can be had for the asking. See their announcement in this issue.

MANUFACTURING CONCERN CATERING TO THE JOBBING TRADE

The Buckner Manufacturing Co., of Fresno, Cal., who have done a large business making giant park and golf course sprinklers, have recently secured several patents of the latest inventions in sprinklers and nozzles for all kinds of work.

They manufacture automatic adjustable underground heads for permanent installations and also underground heads designed to irrigate long narrow strips and the like without distributing water on the sidewalks and other places, causing a nuisance.

They have a novelty sprinkler called "the Shimmy Sprinkler," which does not belie its name. This sprinkler is designed for use on a hose, for watering sidewalk parking strips and narrow borders. Its rapid oscillation gave it the name it bears. They also make small sprinklers for lawn and garden work, patterning them after the larger park and golf course sprinklers, which gave this company such wide notoriety.

In addition to their water distributing devices they also manufacture a device for dissolving, diluting and distributing soluble fertilizers and worm exterminators, through giant sprinklers, during the course of irrigation, which is much sought by the golf clubs and park superintendents. This machine eliminates all the work of hand distribution of foul smelling mixtures; soaks the dissolved fertilizer into the roots of the grasses, where immediate results are obtained.



Profits for Farmer and Plumber in Water Supply Systems

THIS is the time for the plumbing and heating contractor near rural districts to make special efforts to sell water systems. It is timely to say to plumbing and heating contractors: "Are you in touch with your farmer prospects? Have you mailed him the latest literature available on the system you are handling? Have you called on him lately to tell him the additional advantages of having a power driven water system?"

These are questions that should bring a reply in the affirmative. However, if little effort has been spent in the rural districts, it is not too late to get busy now.

Water System Makes Money for Farmer

In selling the farmer, remember that he has something to gain more than comfort and convenience when he buys a water supply system. Tell him that he makes money when he installs it, and prove it in this way. Point out to the farmer the fact that milk cattle improve in yield and condition, especially in the winter time, in almost direct proportion to the extent to which they are provided with fresh drinking water at the proper temperature. Show him the time spent by the farmer or his hired man in pumping and carrying water for live stock costs just as much as the time spent in cultivating crops, and could, with greater profit, be used in the latter way.

Explain to the prospect that illness on the part of the farm help or the household costs money for medicines and medical attention, while also slowing the operation of the farm, is a source of expense which would largely be removed by proper water supply and sanitation.

Point out that the fire danger is constantly over the farmer's head. In a few hours a conflagration will wipe out his entire plant. He can never be sure that a careless hired hand will not kick over a stable lantern, and cause a fire, so that it is a fine protection to have a constant supply of water under pressure to reduce this enormous hazard.

Emphasize that every minute of the time spent by the housewife or household help in carrying fresh water into the house or waste water out of it is just so much of their time withdrawn from other and profit-producing activities. This last is essentially true because there is hardly another line of business activity in which the household is such an integral part of the profit-producing machinery of the business.

Bring the farmer's own intelligence to bear on the point that it is especially true of the man performing manual labor that he invariably feels better, is better and can do more work in the same time, if he has access to unlimited bathing facilities. It should not be hard to prove to the farmer that if he had the means for himself and all of his field crew to enjoy a shower in the middle of the day, before eating, they would all do more and better work that day and the next.

Reaching the Farmer's Pocketbook

The things emphasized in the foregoing show a scheme of selling, calculated to introduce them to the farmer's attention along the lines of the easiest approach to his pocketbook. Many a farmer figures that some day, when he goes off the farm to retire, he will have all modern comforts and conveniences, but if you convince him that these things on the farm will actually help him a long way on the very road he wants to travel, you will find his own intelligence will help your sales argument along.

J. E. Lindman has been awarded the \$50,000 plumbing and heating contract for improvements on the new Moose Lodge building at Spokane.

Wetch & Eddebuttel Company have moved their plumbing stock to a new location in order to give them facilities for carrying an increased stock at Sebastopol.

PERSONAL CALLS ON PROSPECTS

The average plumber could more than double his business, if he would go about it right, said a traveling salesman, who uses his eyes and ears, as well as his brain and hands, when he is out on the road.

If the plumber would merely watch the automotive and implement dealers of his community he would learn something as to how they dig up prospects, and turn those prospects into customers.

At least nine out of ten houses in every town and city, to say nothing of the country, are in real need of better plumbing—and usually it only needs bringing this need, so apparent to the live plumber, to the attention of the house owner, to have it attended to.

Often where people rent houses, personal calls on them showing what is needed for comfort and health, will cause these tenants to take the matter up with their landlords, and much new business can be developed in this manner.

The man who complains of lack of work or business in these days usually has only himself to blame. We should all co-operate to make better business men out of the ordinary plumber—better for him, the landlord and the entire trade.

T. A. Clark is planning to engage in the plumbing business at Zelzah, Cal.

Dependable Service Quality Goods

We are exclusive agents for

**Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating
Valves**

Durable { **Valve Discs
Rod Packing
Sheet Packing
Union Gaskets
Gauge Glasses**

Distributors of

Wm. Powell Valves and Specialties

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**PLUMBING, HEATING AND STEAM
SUPPLIES**

84-86-87-89 Front Street - - Portland, Ore.

Church White Pyralin Closet Seats



are made in our own wood working shop and covered with genuine white sheet Pyralin which is applied by our patented process and should not be confused with enameled or sprayed coatings.

The surface of Church Seats is non-porous and requires only soap and water for cleaning. They can never turn yellow, chip nor crack.

Write for Latest Catalog

C. F. Church Mfg. Co.

Makers of High Grade Bath Room Supplies

Holyoke, Mass.

New York San Francisco Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by the leading jobbing and supply houses.

HOW IS FREQUENT TURNOVER ACCOMPLISHED?

Two things are necessary: "Proper Purchasing" and "Successful Selling." By the first, we mean purchasing those articles which will move off the shelves with reasonable promptness. This is done through a knowledge of what customers need and want. This knowledge, coupled with knowing in what quantities to buy, gives the dealer a most excellent start on the road to frequent turnovers. Buying in proper quantities means taking into consideration the probable demand for an article based on figures compiled from available sources.

It means also that the buyer must guard against the temptation of quantity discounts. Too frequently an extra five or ten per cent is offered for ordering a fifty or one hundred per cent increase in quantity. This looks very tempting, but when you stop to consider that this extra quantity may stay on the shelves the balance of the year, and the money invested in it will not be earning a cent of interest, the fallacy of the argument for quantity buying can be readily seen. Stock purchased during normal times in quantities to last longer than sixty days is going to result in cutting down the number of turnovers per year from what is possible.

Another thing to guard against in buying is tying up money in untried and unknown goods. Stick to standard brands made by manufacturers who know the markets, and who co-operate with the dealers in moving their goods. Beware of the low priced, unknown brand, and its salesman, who paints a vivid picture of quick sales and big profits. It is a delusion and a snare.

Did you ever stop to reason why the successful contractor figures a low net profit on a big job? It is because of the number of times he turns his investment in it, where the contract is properly drawn, to allow him to collect 85 per cent of the selling price every thirty days, on the goods installed and journeymen's services rendered.

By this means he carries a large job with a small capital, using the same money over and over. In collecting 85 per cent of the selling price, he is getting back about 90 per cent of his costs, leaving but a very small amount of his investment, except profit, tied up in the job, and not earning any interest.

Too many contractors do not pay close enough attention to quantities, in estimating. They often order a few, if not many, more of each fitting than is needed. When the job is completed they have a great deal of money tied up in material that is not readily salable. This accumulates from job after job until a large portion of their stock room is occupied with it. In addition to the loss of income on the money invested, there is the expense of insurance and

handling, to say nothing of the inconvenience and worry caused the stockman or those handling stock.

WHO ARE PLUMBING PROSPECTS?

The owners of every building which is supplied with water service, and used for human occupancy of any sort, is a prospect for some sort of a plumbing or heating specialty.

The great trick is in finding out what might be used to advantage. Then it becomes only a question of presenting to the owner strongly enough the ideas of an installation. You will not always "hit the ball." There are very few 1000 batting averages. But a good consistent 300 hitter is always in demand, even in the big leagues. You'll find it not hard to reach that figure when you once "hit your stride."

Spend a Little Time on a Prospect List

It requires only care to make absolutely certain that your list contains practically 100 per cent real prospects. Don't carelessly fill your list with a hit and miss lot of names and addresses out of the telephone or city directory. We have known men, on "special sales," given so-called prospects to call upon and found homes without water or sewer connection. In a certain city, one of the men made seventy-five calls on such homes. All were given him as prospects. This is a statement of a real actual happening.

Then, think of the wasteful expense of circularizing — cost of material itself, the time planning and handling through all the various details—the postage! Enough! But add to that the expense of the "business not done" that should and would have been done if these seventy-five had been real prospects — all possible users and buyers. Make your list a winner—not a loser. Make use of the knowledge gained.

Ben Olson Co. of Tacoma has been awarded the plumbing and heating contract of \$3274 on the new Salvation Army hotel.

Paul Wilson and E. Matthews of Fresno are planning to erect a new building and will engage in the plumbing business at Biola.

The contract for the plumbing and heating work in the Lincoln School building has been awarded to Norton & Spangler of Seattle.

The plumbing and heating contract for the new Wolf & Smith building has been awarded to the Eckart Plumbing & Heating Company at Seattle.

The Portland Plumbing Supply Co., Portland, recently leased a building at 192 First street in which to install a plumbing stock, which they state will be sold direct to the consumer.

Moore's Current Price Lists

*Prevailing Market Information Applying
to the Northwest and Alaska*

Brass and Rubber Goods		F-23	
Qty.	Change	Size	Unit
• BATH COCKS			
21900		Self Closing B.P. 4-arm Brass	
		Hot. China India Pipe with	
		Hot for G.D. Valving	6.00 5.00
21900		Self Closing B.P. China India	
		Lower Hot. Plate Brass Hot	
		with Hot for G.D. Valving	6.00 5.00
21900		Self Closing B.P. Plate Brass	
		Lower Hot. China India Hot	
		with Hot for G.D. Valving	6.00 5.00
• LAVATORY SUPPLY PIPES			
22040		With W.E. Stop	1/2" 6.00 5.00
22040		With 4-arm Brass India Hot.	1/2" 10.00 6.00
22040		With 4-arm All China India	
		Handle	1/2" 11.00 7.00
22047		With W.E. Stop	1/2" 6.00 5.00
22047		With 4-arm Brass India Hot.	1/2" 10.00 6.00
22047		With 4-arm All China India	
		Handle	1/2" 11.00 7.00
• SLIP JOINT ELBOW			
22070		B.P. India L.P. Outlet, H. P.	
		1/4" G.D.	24 .50
• LAVATORY SHAMPOO			
22084		Rapido Lavatory Shampoo	
		Concentrated	10.00 10.00
• PANTRY COCKS			
22090		Rapido B.P. India China Hot	
		Lower Hot. with Hot for G.	
		D. Valving	7.70 5.15
		Additional for Hot Stop	.00 .00
		Additional for Hot Stop	.00 .00
22090		Rapido B.P. Double India	
		China Hot Lower Hot. with	
		Hot for G.D. Valving	17.00 11.00

Specimen Page from Plumbing and
Heating Book—Half Size

Loose-leaf Books with Change Sheets
Once a Week or Oftener Give

Wholesale Costs and Current Resale Figures

For Complete Stocks

Market information is secured from most
authentic sources and prices are compiled
by experts.

Endorsed unanimously by hundreds of
merchant subscribers.

HARDWARE BOOK—Greatly enlarged and revised edition now
being compiled, to contain jobbing cost on all items, as well as suggested
resale price.

Price Complete, with Leather Binder\$12.50

Monthly Service, \$2.00 per Month

PLUMBING & HEATING BOOK—Subscribers tell us this is the best
book of the kind they have ever seen. Third edition now being issued.
Master plumbers and heating men can't do without it.

Price Complete, with Leather Binder\$15.00

Monthly Service, \$1.50 per Month

C. L. MOORE

505-6 PIONEER BUILDING

SEATTLE, WASH.

Plumbing—Past and Present

A Review of History and an Analysis of Present Conditions Shows the Contributions of Sanitary Engineering to Health and Happiness, with the Greatest Possibilities Still to Be Fulfilled

(By Frank J. Klimm, Representative Trade Extension Bureau)

THE earliest discoveries of man as to ways and means of sanitation are lost in the obscurity that antedates any recorded history.

It is probable that the most authentic early record of sanitary measures is found in the old testament of the Bible, in the old Mosaic laws by which the conduct of the children of Israel was regulated. It is interesting to know that even at that early date, experience had brought knowledge that people who lived in any sort of close community, could not afford to neglect to provide for the safe disposal of human waste.

Throughout many of the books of the old testament are found injunctions for care to be observed by the individual in order to prevent conditions that would threaten the health of the community. As was quite natural in those days, it was the duty of the priesthood to enforce the primitive sanitary regulations of that time. Thus these things were made at a very early time a matter of religion, although it was left to John Wesley, a later preacher, to put into a formula of words the fact that "Cleanliness is indeed next to godliness."

Our people of today may well take to heart the idea that cleanliness is next to godliness and that cleanliness, in any true sense, cannot exist without sanitation.

Ruins of past civilizations also bring us evidence that, wherever such civilizations reached their greatest development, in those places were built works of engineering which could have had no other purpose than that of contributing to sanitary science, as far as it had been developed.

Sanitary Achievements of the Past

Thus we find, in the ruins of Pompeii, evidence of most magnificent water supply and baths. The same is true of ancient Rome. In fact, archaeological explorations in the ruins of Yucatan, Central America and Peru show that these ancient peoples also appreciated the need for and the benefit of at least some measure of sanitation.

It is probable that the highest development of these things, up to that time, existed under the Roman Empire.

Rome fell and, for a period of centuries, everything in the nature of a highly developed civilization fell dead.

During this time the lamp of science — in every one of its branches—burned low indeed. Thus we come forward to the day of Queen

Elizabeth of England and find that ideas of sanitation, in many respects, were of a standard even below those set by the old Mosaic law.

However, enough of the knowledge of these things was brought down through the ages by a few learned men here and there, who survived the conditions surrounding them, for a fresh start to be made. This fresh start in science and arts is marked by those periods in which France and Italy began to show evidence of a rebirth of educated knowledge.

Knights of Old Were Bathless

It is a matter of rather humorous interest to reflect that the knights of the days of chivalry, of whom we read so many complimentary things, as far as formal bathing went, were quite content with three baths throughout their life period: one when they were born, one when they were married, and one when they died. This gives a rather humorous twist to the knowledge that in those days, both men and women were extravagant users of high-powered perfumes. Probably the high-power of these pleasant odors were necessary under the circumstances.

Modern Achievements Contrasted

Exemplified at the Panama Canal, and referring more particularly to the general science of sanitation, we find that America leads the present development. While the lifting of many thousands of tons of earth was necessary for the completion of the Panama Canal, and while many other branches of engineering knowledge were called upon, it remains a fact that the very foundations of the successful methods which completed this onerous work were laid upon the science of modern sanitation.

In the city of New Orleans, years ago, an annual epidemic of yellow fever was as regular as the clock. The doctors found the cause, it is true, but it remained for the sanitary engineer—or the plumber if you will—to provide the remedy, in the shape of scientifically designed and scientifically installed drainage and sewerage systems, amplified by a sanitary system of water supply that removed the necessity of rain barrels and cisterns. The first thought was given them by John L. E. Firmin, secretary of the Master Plumbers' Association, about 25 years ago.

Briefly stated, the chief requirements of sanitary installations in any home or structure are:



"DREADNAUGHT"

THE ONLY TORCH WITH A BRAZED STEEL BODY

Will operate efficiently in the strongest wind or when inverted. Used by U. S. Bureau of Mines and Bell Telephone Co. A style for every purpose.

EVERY TORCH IS SERVICE TESTED AND GUARANTEED TO GIVE SATISFACTION

Write now for catalog and prices

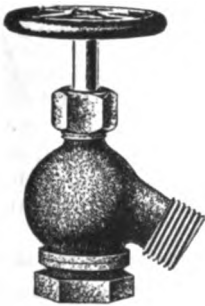
P. WALL MFG. SUPPLY CO., 3058 Preble Ave., Pittsburgh, Pa.

Garden Hose Valves

OF

Recognized Quality

Which command repeat orders for you



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent and straight Hose Spout.

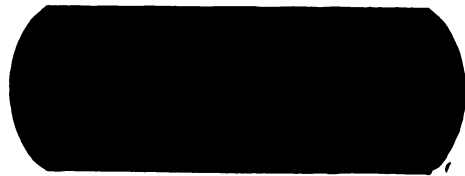
HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist

Pacific Coast Representative
681 Market Street, San Francisco

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San Francisco, Cal.



1. An adequate supply of water that will properly flush all the fixtures at the same time.

2. A type of fixture of porcelain enameled iron or other non-absorbent material, set in the open, in well-lighted and ventilated rooms with water proof floors.

3. A system having waste pipes large enough to receive all the waste at the same time, but not too large to prevent a thorough scouring and self-cleansing action.

4. A system of ventilation that will properly ventilate all portions of a drainage system and protect traps from siphonage, back pressure, etc.

5. A system of piping that will not corrode easily nor be affected by sudden changes in temperature.

6. A properly graded gas and water tight system that will discharge by gravity.

7. A system properly supported over its entire length to protect it from shrinkage and settlements.

8. A system of installation provided with fittings of easy turns and angles that will not intercept the flow and cause stoppages.

9. Installation of fixtures so that there will be no danger of water contamination.

Sewer gas is the result of stagnation, deposit and decomposition of animal and vegetable matter and is found in poorly constructed sewers.

A matter of grave importance to any community is the installation of gas water heaters, both instantaneous and auxiliary, without the proper flues to carry off the burnt gas. Numbers of deaths are caused each year by carbon dioxide and carbon monoxide poisoning.

Need of Drinking Fountains

All bacterial diseases are communicable. The spread of disease is not wholly confined to the water at its source of supply, but depends fre-

quently upon the means by which each individual obtains a drink.

The water supply when polluted at its source is usually responsible for the spread of such diseases as typhoid, cholera and dysentery. Other diseases, syphilis, tuberculosis, diphtheria, tonsillitis and pneumonia are frequently spread, not by the water, but by the depositing upon drinking devices of mouth secretions and sputa, carrying the germs which cause these diseases. Therefore, vanish the common drinking cup. Sanitary drinking fountains should be provided in all factories for employes, safeguarding their health.

Responsibility of Plumbing Craft

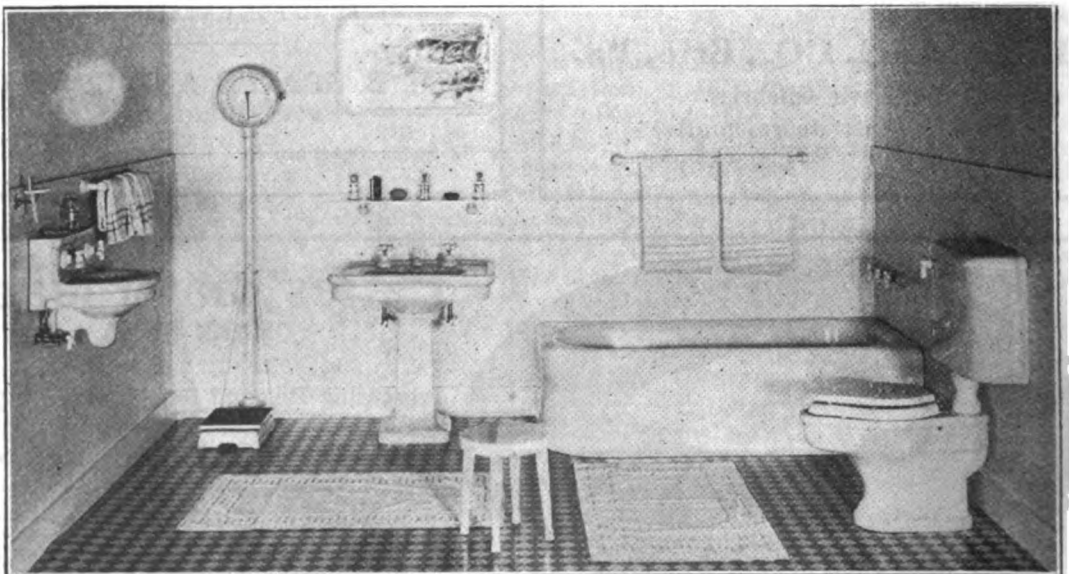
No trade has a higher mission in life or a greater responsibility towards society than the Plumbing Craft, which is applying its best efforts in the services of humanity. We are entrusted with a great responsibility, the protection of the public health through sanitation, and the merchant plumbers, through the efforts of the National Trade Extension Bureau, are busily engaged increasing production, eliminating waste and supplying the public with the best appliances, efficiently and economically installed.

Prohibition forces into existence a new and much needed public utility, namely public comfort stations, which should be established at all congested parts of cities.

In general, the wise landlord or householder consults his plumber as he does his doctor or dentist, at least twice a year, as to sanitary requirements.

Four Thousand Years of Bathing

According to the best knowledge available, the first bath was found in the city of Cnossos, on the island of Crete, four thousand years ago.



This model bathroom was the feature at a "Sanitary Engineering Day" luncheon of one of the business men's organizations at San Francisco recently. The fixtures represent all lines, and the entire trade combined in sponsoring the program. Why don't you put over the same scheme in your community?

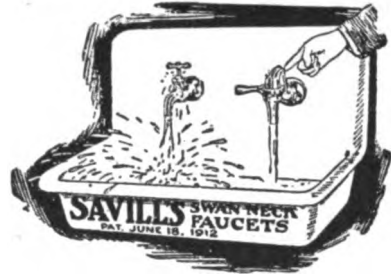
Savill Patented Swan-Neck Faucet

The Savill Patented Swan-Neck Faucet is opened and closed quickly, a half turn of the handle allowing a full stream of water. It can be shut off quickly; this feature has led to its introduction in hotels and restaurants, and it also finds a ready place in the kitchen, where time and labor are of importance in drawing water.

THOMAS SAVILL'S SONS

Wallace and Watts Sts. . . . Philadelphia, Pa.

Send postal card for catalogue showing 23 styles



Sold by Jobbers of Plumbing Supplies Everywhere



Nye, the Die Man

A Mouth Organ Is Cheaper Than A Pipe Organ

A paper cap costs a lot less than earmuffs —

A wheelbarrow can be had for less than a baby-buggy —

You can buy a lemon for less than you can get a watermelon —

A case-knife is a whole lot cheaper than a razor—

And there are other pipe-dies that cost less than Nye Dies —

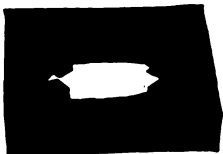
BUT!

HARRY G. NYE

The Nye Tool & Machine Works

108-128 No. Jefferson St.

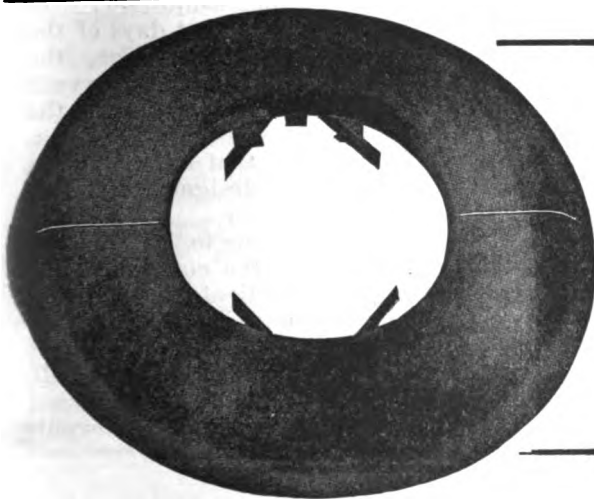
Chicago, Ill.



Nye Solid Die



Nye Armstrong Die



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co. NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. F. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. E. Devereux, New Birks Building, Montreal, Quebec, Canada.



Much later bathing facilities have been found among the ruins of Greece twenty-five hundred years ago. However, these baths did not provide tubs in any sense in which we recognize that article.

So far as water was involved, these old-time baths were usually just means of holding a supply of water that could be dipped out and poured over the body. Later on, the swimming pool type of bath made its appearance in these countries. The idea seems to have been brought from the Oriental countries, where very ancient temples provided tanks for religious ritualistic bathing.

In those times, the bath was usually a matter of community interest. It is not until we come up to the days of ancient Rome that we find evidence that the individual dwelling had private bath facilities.

First American Tub in 1842

The first bath tub of record in the United States was proudly exhibited by a Mr. Adam Thompson, of Cincinnati, at a Christmas party in 1842.

The tub was a mahogany box, lined with sheet lead, and supplied with water from a tank in the attic, which tank was filled by pumping. It is also stated that Mr. Thompson had hot water for his bath by means of a water pipe that coiled down the inside of a chimney. Some medical men of that city gravely considered the matter and then declared the first bath tub on record to be "a serious menace to health."

The news of Mr. Thompson's extreme luxury spread over the country with varying effect. Some of the results seems laughable to us, although in their day they were undoubtedly regarded with seriousness. By way of example, in 1843, there was an ordinance submitted to the city council of Philadelphia which would have prohibited bathing between the first of November and the middle of March. This ordinance failed of passage by the narrow majority of two votes. Virginia actually placed a tax of \$30 per annum on every bath tub made within or brought into the state. Many cities in that day put extra heavy water rates on to people who had bath tubs.

In 1845 the city of Boston actually recorded an ordinance which made bathing unlawful, except under medical advice.

There was no bath tub in the White House at Washington until one was placed there by Mr. Fillmore, in 1850. This old model served the White House until Grover Cleveland's time.

Revolution in Only 70 Years

Compare the situation just mentioned with the condition today, when no home is truly modern without a bath room. But there is an alarming tendency today in some directions, to regard modern, up-to-date sanitation more a matter of luxury and convenience than as a matter of the necessary means of health. It is often lost sight of that the march of progress in sanitation has not stopped; but, on the contrary,

in recent years has made for greater progress than at any similar period in its history. Thus it comes about that many people today have in their dwellings equipment originally intended for sanitation, which is far from sanitary, according to modern standards.

Pursuit of knowledge on the subjects of sanitation and bathing leads us along many roads to one irresistible conclusion. For instance: We find the research of medical and health authorities showing that the practice of daily bathing is a far greater builder of health than almost any other possible routine.

Even as eminent a man as Dr. Woods Hutchinson has said that a healthy skin is the best undergarment in the world, and that a healthy skin is impossible without daily bathing. From that you can easily enough reach the conclusion that the daily bath is desirable and even necessary.

Now in the face of this, we find in the usual one bath room home that such limited bathing facilities, in most families, make the daily bath inconvenient, if not impossible. By this reasoning we can easily reach the point of declaring with authority that many homes, even in the possession of people of moderate wealth, are not truly sanitary because with only one bath room they provide bathing and toilet facilities that are not sufficiently extensive.

Health Directly Dependent on Bathing

The reasoning here is irresistible. In home, store, shop, factory and office, it is only by having ample bathing and toilet facilities that we can enjoy a full measure of health.

In every home there should be at least one modern sanitary bath room. Households of more than four adults should have extra bath and toilet equipment sufficient for all to bathe daily, and perform the necessary functions of the body without conflict of use. Every home should have extra toilet facilities. These are refinements of sanitation, it is true, but they represent an investment in health, the most profitable of all possessions.

Now then, put into terms of today, who is the man most responsible for this sanitation? Not only today, but back in the earliest days of the development of sanitation in America, the plumber appears a most valuable public servant and benefactor. Picture, if you can, what the modern community would be without the sanitation of today. Then reflect that all the means of this sanitation has been designed, installed and maintained by the plumber.

Thus irresistibly do we come to the fair conclusion that the plumber—the man who is so often made the subject of ridicule and abuse—is one who renders community service that really ranks with that of the physician. This might be put even more strongly, for, after all, the doctor can do little for us except cure our ailments, whereas the plumber actually prevents disease.

THE CLAYTON-LAMBERT No. 1 IMPROVED DOUBLE NEEDLE FIRE POT



To enable the user to secure the maximum service from the various grades of fuel available in different sections of the country, the Clayton & Lambert Mfg. Co., Detroit, Mich., well-known makers of gasoline and kerosene fire pots and torches, have improved the construction of the No. 1 fire pot by using their new patented Double Blunt Needle Burner and adding other improved features.

For many years the No. 1 fire pot has been used by tanners, plumbers, roofers and metal workers and it is popularly known as the best general utility fire pot on the American market. Its improved up-to-date features make it indispensable for quick and reliable service for all indoor use or outside work in cold and windy weather. The Double Needle Burner has greater generating power and it is claimed that over 300 degrees more heat can be obtained than with any other make of burner. The gasoline jet block, fitted into the generator, is removable and the kerosene jet block, which accompanies each fire pot, can easily be applied if desired.

For those who have had trouble with burners clogging on account of the low grade of fuel used, the Double Needle Burner will be especially appreciated, as the upper needle is fitted with a wire tip for cleaning the orifice. The flame is controlled entirely by the lower needle and, as both needles are blunt, it is impossible to enlarge the gas orifice, which, it is claimed, is the cause of all old style burners (having sharp-pointed needles) being ruined by screwing up the needle too tight.

In fact it is said that the C. & L. Improved Double Needle Burner overcomes fully 60 per cent of all burner troubles. The same high grade construction is maintained throughout. Tank is of heavy gauge seamless drawn steel, tinned inside and out, making it rust proof, fitted with patented cushion protection band, preventing injury to the base. A filler plug with patented dust proof cap closes the large funnel, and patented pump with double spring automatic check valve produces air pressure quickly. The heaviest irons are thoroughly heated, the flame being so directed that the heel of the copper is in the hottest part of the flame and a pot of metal can be melted at the same time. An open fire can be obtained by removing the top section.

Complete information and a catalog can be secured by writing the manufacturers at the above address.

Smith & Richendorfer, plumbers, of Mount Vernon, Wash., have been incorporated with a capital stock of \$2,000.



No. 208 Torch. List Price, each, \$17.00
Ask for Discount

Once Tried — Always Used

The No. 208 Double Blunt Needle Torch leads all others in the amount of heat produced, economy of time and fuel, and low cost of upkeep. The powerful Generator produces 300 degrees more heat, burns Gasoline or Kerosene. Upper Needle cleans, lower regulates. Both have blunt points, making it impossible to ruin the Generator by forcing the orifice larger, a common fault in other Torches having sharp pointed Needle. Jobbers supply at factory prices. Send for catalogue.

CLAYTON & LAMBERT MFG. CO.
10611 Knodell Ave., DETROIT, MICH., U. S. A.



Covered by
Several Patents.
No. 57, Quart Torch
No. 58, Pint Torch

You Can Bet

your last dollar that the

"Always Reliable"

torches, furnaces, and braziers are built to give satisfactory results and durable service. It is such tools on which this line has earned its present well-known reputation.

Manufactured since 1876 by
OTTO BERNZ CO., Newark, N. J.

Most jobbers stock our line.
Others will gladly order.

Wm. E. Noble, formerly of Montclair, N. J., has opened a new plumbing stock at Riverbank, California.



"HOTTER-EN-THAT"

The Torch With No Regrets

Will produce 400 degrees more heat on either gasoline or kerosene—no changing of parts necessary. Shut off and needle valve separate.

MR. DEALER, don't pass up this item, it means more profit to you. Every Turner Torch is thoroughly tested and guaranteed to give satisfaction. *Any reliable jobber can supply you or write direct to*

THE TURNER BRASS WORKS - - Sycamore, Illinois

F. E. Johns, formerly connected with the Visalia Plumbing Co., has taken over the City Plumbing Co. and will continue the business at Visalia.

T. C. Jameson has sold his interest in the Jameson & Long Plumbing Co. in Gonzales and Soledad. C. A. Long is the manager of the new firm, now known as the Long Plumbing Co.

The Stanford Hardware Co. is a new enterprise at Palo Alto. They will carry a full line of hardware, builders' hardware, garden tools, plumbing supplies, mechanics' tools, paints and oils. Aside from this they will also handle house furnishings, enamel and aluminum ware, glassware, silverware, etc.

At Last---

A SELF BLOWING ALCOHOL BLOW TORCH

THE DUPLEX

Just what Electricians, Auto Mechanics, Dentists, Battery Repairmen have been waiting for.

ABSOLUTELY AUTOMATIC

*The finest thing in the torch line ever made.
Write for prices and particulars.*

MANUFACTURED BY
PEERBLOW MFG. CO., Leetsdale, Pa.



NO HURRY, DOC.

The telephone bell rang with anxious persistence. The doctor answered the call. "Yes," he said.

"Oh, doctor," said a worried voice, "something has happened to my wife. Her mouth seems set and she can't say a word."

"Why, she may have lockjaw," said the medical man.

"Do you think so? Well, if you are up this way some time next week I wish you would step in and see what you can do for her."

SAY IT WITH CAULIFLOWERS"

"Have you seen May?"

"May who?"

"Why, Mayonnaise."

"No; she is dressing and won't lettuce."

"Lay down, pup. Lay down. That's a good doggie. Lay down, I tell you."

"Mister, you'll have to say, 'Lie down.' He's a Boston terrier."

The fellow who shows off least usually shows up best.

Mr. Morgan of Vallejo is entering into the plumbing business at Boyes Springs.



Hardy's "Campers Friend"

A Combination
Running Board Box
Camp Cook
and
Dining Table
for
Auto-Campers

A Down-to-the-Minute Camp Outfit That Makes Camp Life Enjoyable

Is carried on the running board of the car and holds a complete outfit for cooking and dining. Stand up and cook on a gasoline stove. Sit down and eat in comfort. No stooping and squatting.

**No Smoke, No Dirt, No Blackened Kettles
Converted From Box to Table in Less Than Two Minutes**

The most compact, practical and useful Camp Kitchen ever offered the motorist.

"There's a smile to your journey's end when you use a Campers Friend"

JOHN E. HARDY, Box 3613

Portland, Oregon

Write for Prices
and Folders

PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

BATHS AND LAVATORIES

(Bath Tub Prices Less Fittings)

BATH TUBS—K64, C370, P1990, Essex, on Feet—4-ft., \$48.35; 4½-ft., \$48.35; 5-ft., \$40.85; 5½-ft., \$45.70; 6-ft., \$62.70.

K57, C360, P1991, Essex, on Base—4½-ft., \$58.85; 5-ft., \$52.00; 5½-ft., \$58.70; 6-ft., \$78.70.

K80, P1933, Knickerbocker—5-ft., \$41.70; 5½-ft., \$47.00.

K10 to K10½, P2160 to P2173, Cardinal, Conrod, Enam. All Over—4½-ft., \$78.00; 5-ft., \$80.00; 5½-ft., \$86.70.

K10 to K10½, P2160 to P2173, Conrod, Enam. Inside, Cardinal—4½-ft., \$60.00; 5-ft., \$64.00; 5½-ft., \$70.70.

K10½, P2180 to P2186, Recona, Enam. All Over, Cardinal—4½-ft., \$72.00; 5-ft., \$74.70; 5½-ft., \$81.50.

K10½, P2180 to P2186, Recona, Enam. Inside, Cardinal—4½-ft., \$60.00; 5-ft., \$64.00; 5½-ft., \$70.70.

F12 to F15, C816 to C819, P2305 to P2313, Pembroke, Corner, Viceroy, Sierra—4½-ft., \$95.85; 5-ft., \$100.00; 5½-ft., \$108.00; 6-ft., \$140.00.

F16 to F17, C920 to C921, P2315 to P2318, Pembroke, Recona, Viceroy, Sierra—4½-ft., \$86.00; 5-ft., \$91.85; 5½-ft., \$100.00; 6-ft., \$134.70.

F10 to F11, P2819 to P2822, Pembroke, Pier, Viceroy—5-ft., \$188.50; 5½-ft., \$141.50; 6-ft., \$157.30.

F7 to F8, P2880 to P2888, Woodmere, Corner, Imperator—5-ft., \$180.00; 5½-ft., \$186.70.

F9, P2890 to P2893, Woodmere, Recess, Imperator—5-ft., \$166.70; 5½-ft., \$173.85.

F5, Imperator (Standing Pattern)—5-ft., \$261.50; 5½-ft., \$275.70.

F6, Imperator (Wall Pattern)—5-ft., \$280.70; 5½-ft., \$244.00.

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection, light weight, Corner—5-ft., \$145.85; 5½-ft., \$158.85.

H5015, 2028N, Special selection, light weight, Corner—5-ft., \$177.00; 5½-ft., \$198.35.

H5020, 2029N, Regular selection, light weight, Recess—5-ft., \$188.85; 5½-ft., \$146.70.

H5020, 2029N, Special selection, light weight, Recess—5-ft., \$166.70; 5½-ft., \$183.85.

SHOWER RECEPTORS—K112, P2510, with Strainer and Waste—36x36-in., \$84.00; 42x42-in., \$112.00.

K108, P2511, with Strainer and Waste—36 x 36-in., \$118.50; 42x42-in., \$150.70.

K107, P2512, with P2580 Drain—36x36-in., \$149.50.

K105, P2525, with P2580 Drain—36x36-in., \$120.00; 42x42-in., \$158.50.

SHOWER MIXING VALVES—NC1, H15, P2745, \$25.35.

NC1, H12, P2746, \$25.35. NF1, H10, P2747, \$25.35.

P2748, \$30.00.

SHOWERS—

H965, P2766, Shower and Rose Sprays.....\$110.00

H1014, P2771, Shower and Needle Bath.....109.00

NF1200, H911, P2790, Shower.....54.70

H909½, P2791, Shower and Shampoo.....64.00

NC100, H952½, P2803, Shower.....38.35

H958½, P2804, Shower.....30.70

NC1100, H954½, P2807, Shower.....42.00

NC1100 (with stops), H954½, P2809, Shower.....40.70

H948½, P2815, Shower.....48.70

H944½, P2816, Shower.....47.35

H945½, P2819, Shower.....55.35

H946½, P2820, Shower.....55.35

NC1100½, H956, P2821, Shower and Shampoo.....47.70

P2828, Shower and Shampoo.....54.70

H1402, P2826, Shower.....16.00

H1406, P2827, Shower.....15.70

H1400, P2828, Shower and Shampoo.....21.70

H1404, P2829, Shower and Shampoo.....30.70

H1410, P2836, Shower.....26.70

H1411, P2837, Shower.....28.00

H1408, P2841, Shower and Shampoo.....50.70

H140, P2842, Shower and Shampoo.....52.00

NF1050, H900, P2855, Shower.....38.70

NF1050½, P2856, Shower and Shampoo.....51.00

NF1055, H895, P2857, Shower.....46.70

H904, P2860, Shower.....45.35

P2861, Shower and Shampoo.....58.00

H1246, P2868, Shower.....24.70

H1250, P2870, Shower.....27.70

H1000, Industrial Mixometer Shower.....34.70

H1625, Industrial Combination Valve Shower.....14.15

H1202, P2914, Shower.....52.00

H1200, P2916, Shower.....66.85

H1206, P2918, Shower.....44.85

H1204, P2919, Shower.....46.00

P2920, Shower and Shampoo.....59.00

P2921, Shower and Shampoo.....60.35

Portable Showers—

H1275, P2946, Portable Shower.....21.85

S124, Portable Shower.....15.00

Wall and Ceiling Showers—

H1270, P2950, Wall Shower.....18.00

H1268, P2952, Ceiling Shower.....18.00

LAVATORIES—(Less Fittings)—

C105, P3050, P3055, P3057, Copley—18x27-in., \$52.00;

22x33-in., \$66.65.

C114, K205, P3110, P3115, P3117, Laton—20x24-in.,

\$38.85; 22x27-in., \$38.70; 22x30-in., \$48.70.

O145, K332, P3840, P3845, P3846, P3847, Ophir—17x21-

in., \$14.70; 18x24-in., \$17.00; 20x24-in., \$22.70; 22x27-in.,

\$36.00.

C145, K332, P3850, P3855, Ophir—20x24-in., \$22.30.

C152, K582, P4045, Rawlton, 17x19-in., \$10.80.

P4125, Arion—19x24-in., \$22.65.

P4305, Othello—18x21-in., \$12.15.

K580, C150, P4206, Othello—18x21-in., \$18.80.

K608, C162, P4335, Beverly—18x21-in., \$12.70.

K614, C164, P4345, Crescent—17x19-in., \$8.70.

K752, P4365, Alva—14x16-in., \$8.70.

K668, C180, P4940, P4945, Athena—20-in., \$25.35.

K668, C180, P4946, Athena—20-in., \$25.35.

K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in.,

\$18.20.

K690, C184, P4980, P4985, Verdun—16-in., \$14.35.

P5080, P5085, P5086, P5087, Everett—19-in., \$18.70.

K782, C190, P5110, P5115, Yale—16-in., \$11.00.

K762, C192, P5145, Aida—16-in., \$9.00.

Add for Waste when required—P11285, Imperial, \$9.85;

P11289, Empire, \$8.00; P11290, Princess, \$6.70.

BRASS AND RUBBER GOODS

BATH FITTINGS, BUILT-IN—

H7025 Special, P11000—Compression, ½-in., Valves, 2-in.

Waste (End Wall), \$31.75.

F11001—½-in. Valves, 2½-in., Waste, \$40.00.

H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back

Wall), \$34.50.

P11008—½-in. Valves, 2½-in. Waste, \$45.85.

P11010—½-in. Valves, 2-in. Waste, \$37.35.

P11011—½-in. Valves, 2½-in. Waste, \$44.70.

P11012—½-in. Valves, 2-in. Waste, \$43.70.

P11013—½-in. Valves, 2½-in. Waste, \$47.35.

P11015, "Quikco"—½-in. Valves, 2-in. Waste, Top

Nozzle, \$42.70.

P11016—½-in. Valves, 2½-in. Waste, Top Nozzle, \$47.85.

P11017—½-in. Valves, 2-in. Waste, Top Nozzle, \$45.85.

P11018—½-in. Valves, 2½-in. Waste, Top Nozzle, \$50.00.

Compression—

P11025—½-in. Valves, 1½-in. C. W. & O., \$28.70.

P11026—½-in. Valves, 1½-in. C. W. & O., \$28.85.

P11030—½-in. Valves, 1½-in. C. W. & O., \$27.35.

P11031—½-in. Valves, 1½-in. C. W. & O., \$32.00.

P11040—½-in. Valves, 1½-in. Waste, \$46.70.

P11041—½-in. Valves, 2-in. Waste, \$51.85.

NC2570—Fittings for Por. Tubs, ½-in. Valves, 2½-in.

Waste, \$64.00.

H2466—Speakman Deshler, ½-in. Valves for Por. Tubs,

\$36.00.

H2460—½-in. Valves for Enameled Iron Tubs, \$30.00.

Exposed for Essex Baths—Compression—

P11065—½-in. Valves, 2-in. Waste, \$34.70.

P11066—½-in. Valves, 2½-in. Waste, \$50.70.

"Quikco"—

P11090—½-in. Valves, 2-in. Waste, \$46.00.

P11091—½-in. Valves, 2½-in. Waste, \$50.70.

Exposed for Conrod Tubs—

H6978 Special, 11115—½-in. Valves, 2-in. Waste, \$30.35.

Exposed for Pembroke and Woodmere Baths—

Compression—

H6978 Special, P11115—½-in. Valves, 2-in. Waste, \$40.00.

½-in. Valves, 2½-in. Waste, \$40.00.

P11125—½-in. Valves, 2-in. Waste, \$48.00.

Bath Cock Combination Fittings—For Essex Baths—

P11150—Compression Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$7.70.

P11155—"Quikco" Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$8.70.

P11160—Compression Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$18.60.

P11165—"Quikco" Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$20.00.

BATH WASTES—P11175—Imperial 2-in. Waste, \$13.40.

P11176—Imperial 2½-in. Waste, \$16.70.

P11179—Imperial 2-in. Waste, \$18.00.

Bath C. W. & O.—

P11185—1½-in. N. P. C. W. & O. for Essex Bath, \$2.80.

P11188—1½-in. N. P. C. W. & O. for Conrod Bath, \$5.50.

1½-in. N. P. C. W. & O. for Conrod Bath, \$6.00.

P11189—1½-in. Rough C. W. & O. for Conrod Bath, \$5.00.

1½-in. Rough C. W. & O. for Conrod Bath, \$6.00.

P11190—1½-in. Rough C. W. & O. for Pembroke Bath,

\$6.00.

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

COMBINATION LAVATORY FITTINGS—

P11260—Verona, Compression, Enamel Lavatory.....20.00
P11263—Verona, Compression, Vitreous Lavatory.....20.00

LAVATORY WASTES—

P11285—Imperial, China Knob.....9.35
P11288—Imperial, China Knob.....9.35
P11289—Empire, China Knob.....8.00
P11290—Princess, China Knob.....6.70
P11291—Princess, China Knob.....6.70
P11292—Princess, China Lever.....6.70
P11294—Princess, China Lever.....6.70
P11295—Princess, China Lever.....6.70
P11296—Princess, "B" China Handle.....6.70
P11297—Princess, 4 Ball Handle.....6.70

SHAMPOO FIXTURES—

P11358—Quicko Double Basin Cock.....9.35
P11359—Pedestal China Soap Dish with Drain.....2.70
P11360—Compression, as described.....20.00
P11362—Quicko, as described.....20.00

MIXOMETER FIXTURE—H2385—Built-in Mixometer, \$53.35.

LAVATORY SUPPLY PIPES—Strictly I. P. Size—Pipes to

Wall—Short Pattern, 6-in. x 7-in.
P11371—With W. H. Stop, ¾-in., \$4.75; ½-in., \$5.60.
P11372—With O. I. Stop, ¾-in., \$5.15; ½-in., \$6.10.
P11373—With L. K. Stop, ¾-in., \$4.75; ½-in., \$5.60.

LAVATORY PLUGS AND CHAIN STAYS—

P11395—P. O. Plug for Porcelain Enamelled Lavatory... .75
P11396—P. O. Plug for Vitreous Lavatory.....1.50
P11397—Chain Stay for Vitreous Lavatory......40

COMBINATION SINK AND SUPPLY FAUCETS—P11425—

Quicko, Swing Spout, No. 100, Classic or Faultless, \$10.20.

NICKEL PLATED SINK AND LAVATORY TRAPS—

Tubing Pattern, less Cleanout—
P11450—1¼-in. Plain "P," \$1.80; 1½-in., \$1.80.
P11451—1¼-in. Vented "P," \$3.00; 1½-in., \$3.15.
P11456—1¼-in. Bag, \$4.70; 1½-in., \$4.60.
P11462—1¼-in. Plain "S," \$2.70; 1½-in., \$2.70.
P11463—1¼-in. Vented "S," \$3.60; 1½-in., \$4.00.

With Cleanout—

P11450—1¼-in. Plain "P," \$3.80; 1½-in., \$2.70.
Cast Brass Traps with Cleanout—
P11450—1¼-in. Plain "P," \$2.75; 1½-in., \$2.70.
P11451—1¼-in. Vented "P," \$3.75; 1½-in., \$3.95.
P11456—1¼-in. Bag, \$3.75; 1½-in., \$3.70.
P11458—1¼-in. "P," (N. Y. Reg.), \$2.70; 1½-in., \$3.10.
P11462—1¼-in. Plain "S," \$3.20; 1½-in., \$3.40.
P11463—1¼-in. Vented "S," \$4.15; 1½-in., \$4.35.

COMPRESSION BIBBS—H100—½-in. Rough Plain SSS,

\$1.00; Finished, \$1.05; Nickel Plated, \$1.25. ¾-in. Rough,

\$1.25; Finished, \$1.35; Nickel Plated, \$1.55.

H102—½-in. Rough Hose SSS, \$1.10; Finished, \$1.25;

Nickel Plated, \$1.40. ¾-in. Rough Hose, \$1.40; Finished,

\$1.50; Nickel Plated, \$1.70.

H110—½-in. Rough Plain SOT, \$0.90; Finished, \$1.00;

Nickel Plated, \$1.15. ¾-in. Rough Plain SOT, \$1.15; Fin-

ished, \$1.25; Nickel plated, \$1.40.

H112—½-in. Rough Hose SOT, \$1.00; Finished, \$1.15;

Nickel Plated, \$1.30. ¾-in. Rough Hose, \$1.30; Finished,

\$1.40; Nickel Plated, \$1.55.

H135—½-in. N. P. Plain Adj. Flange, \$2.05; ¾-in., \$2.50.

H137—½-in. N. P. Hose Adj. Flange, \$2.20; ¾-in., \$2.60.

H140—½-in. N. P. Plain Set Screw Flange, \$1.85; ¾-

in., \$2.25.

H142—½-in. N. P. Hose, \$2.05; ¾-in., \$2.40.

H365—½-in. N. P. Comp. Stub W. T. Bibbs Plain, \$1.50.

H367—½-in. N. P. Comp. Stub W. T. Bibbs Hose, \$1.80.

QUICK COMPRESSION BIBBS—H410—½-in. Nickel Plated,

Plain SOT, Metal Handle, \$1.60; ¾-in., \$1.90.

H412—½-in. Nickel Plated, Hose SOT, Metal Handle,

\$1.70; ¾-in., \$2.05.

H413—½-in. Nickel Plated, Plain SOT, China Handle,

\$1.90; ¾-in., \$2.20.

H414—½-in. Nickel Plated, Hose SOT, China Handle,

\$2.05; ¾-in., \$2.35.

H435—½-in. Nickel Plated, Adj. Flange, \$2.15; ¾-in.,

\$2.60.

H437—½-in. Nickel Plated, Adj. Flange, Hose, \$2.80;

¾-in., \$2.80.

H438—½-in. Nickel Plated, Plain, \$2.50; ¾-in., \$3.00.

H439—½-in. Nickel Plated, Hose, \$2.65; ¾-in., \$3.10.

H440—½-in. Nickel Plated, Plain SS Flange, Metal Han-

dle, \$2.00; ¾-in., \$2.35.

H442—½-in. Nickel Plated, Hose, SS Flange, Metal Han-

dle, \$2.15; ¾-in., \$2.50.

H443—½-in. Nickel Plated, Plain, SS Flange, China

Handle, \$2.30; ¾-in., \$2.60.

H444—½-in. Nickel Plated, Hose, SS Flange, China

Handle, \$2.50; ¾-in., \$2.85.

SELF-CLOSING BIBBS—H478—½-in. Finished, Plain SOT,

\$2.80; Nickel Plated, \$3.00.

FULLER BIBBS—H510—½-in. Nickel Plated, Plain SOT,

\$1.25; ¾-in., \$2.00.

H512—½-in. Nickel Plated, Hose, SOT, \$1.40; ¾-in.,

\$2.35.

H540—½-in. Nickel Plated, Plain SS Flange, \$1.35;

¾-in., \$2.15.

H542—½-in. Nickel Plated, Hose SS Flange, \$1.60;

¾-in., \$2.50.

GROUND KEY BIBBS—H575—½-in. Finished, Plain SSS,

\$1.35; ¾-in., \$2.25.

H577—½-in. Finished, Hose SSS, \$1.60; ¾-in., \$2.75.

\$1.50; ¾-in., \$2.50.

H577—½-in. Finished, Hose SSS, \$1.75; ¾-in., \$3.00.

H585—½-in. Finished, Plain SOT, \$1.60; ¾-in., \$2.20.

H587—½-in. Finished, Hose SOT, \$1.75; ¾-in., \$2.35.

COMPRESSION STOPS—H600 and H603—½-in. Rough I. P.

Both Ends T. H., \$0.90; ¾-in., \$1.15. ½-in. Nickel Plated

Both Ends T. H., \$1.20; ¾-in., \$1.45.

H605 and H608—½-in. N. P. I. P. Both Ends W. H.,

\$1.45; ¾-in., \$1.75.

H615 and H618—½-in. O. D. T. H. or W. H. N. P.,

\$1.15. ¾-in. O. D., \$1.15. ½-in. 11-16 O. D., \$1.35.

H620 and H623—½-in. I. P. Both Ends Finished, Loose

Key, \$1.30; ¾-in. I. P. Both Ends N. P., Loose Key, \$1.45;

¾-in. I. P. Nickel Plated, Loose Key, \$2.25.

SELF CLOSING STOPS—H640 and H641—½-in. I. P. both

ends N. P., \$3.40.

COMPRESSION SILL COCKS—H650 to H654—½-in. Angle

Pattern, \$1.20; ¾-in., \$1.20.

BOILER DRAIN COCKS—H655 and H658—½-in., 90c; ¾-

in. Rough N. P. Male, \$1.00; ¾-in., \$1.00.

H656 and H659—½-in. Rough N. P. Female, \$1.00; ¾-in.,

\$1.00.

H700—½-in. TH or LH Stops, Solid Head, \$1.45; ¾-in.

\$2.05.

H702—½-in. TH or LH Stop and Waste, \$1.50; ¾-in.,

\$2.10.

GROUND KEY STOPS AND STOP AND WASTES—H730 and

H731—½-in. TH or LH Stops, Loose Handle, \$1.05; ¾-in.,

\$1.50.

H733 and H734—½-in. TH or LH Stop and Waste, Loose

Handle, \$1.05; ¾-in., \$1.50.

COMPRESSION BASIN COCKS—H852—No. 1 ½ Midget Ba-

sin Cocks, Pair, \$3.15.

H855—No. 2 Medio Basin Cocks, Pair, \$4.20.

H856—No. 2A Medio Basin Cocks, Pair, \$5.25.

No. H870—No. 5 Dunlo Basin Cocks, Pair, \$5.85.

H871—No. 5A Dunlo Basin Cocks, Pair, \$5.95.

QUICKO BASIN COCKS—H901—No. 1 ½, \$3.35.

H902—No. 2 Quicko Basin Cocks, \$4.00.

H903—No. 3 Quicko Basin Cocks, \$7.50.

H908—No. 5 Quicko Basin Cocks, \$7.50.

"Allwite" Quick Comp. Basin Cocks, \$10.95.

FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks,

\$5.25.

H926—No. 0 Fuller Basin Cocks with Union, \$6.90.

SELF CLOSING BASIN COCKS—H950—"Standard" Ball

Bearing, Cross Handle, pair, \$8.10.

H951—"Standard" Ball Bearing, China Level, pair,

\$9.45.

H970—"Standard" Boston, pair, \$6.60.

Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair,

\$7.50.

DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks,

each, \$10.50. (For China Soap Cup see U11359.)

Glauber "Winton," Nu-Rapid—Double Basin Cock with

Gooseneck and China Index Lever Handles, 12-in. O to O of

Cock Holes, \$16.50.

PANTRY COCKS—

H1000—No. 1 Compression, pair.....5.50

H1010—No. 1 Quicko, pair.....8.65

H1015—Quicko, Double, each.....12.00

H1030—No. 1 Fuller, pair.....8.80

SLOP SINK COCKS—

H1070—Compression.....12.50

H1075—Fuller.....12.50

DOUBLE BATH COCKS—

H1100—No. 8 Compression.....4.90

H1105—No. 8A Compression.....5.25

H1142—No. 1 ½ Quicko.....5.60

H1150—No. 2 ½ L Quicko.....4.90

H1152—No. 2 ½ Quicko.....5.75

H1160—No. 10 Quicko.....10.80

H1170—No. 5 ½ L Fuller.....4.90

H1172—No. 5 ½ Fuller.....5.25

H1175—No. 4 ½ L Fuller.....4.15

H1177—No. 4 ½ Fuller.....4.50

CHICAGO FAUCET COMPANY'S BRASS GOODS—

A100—"Classic" N. P. Quatern Swing Spout Mixing

Faucet with Index Lever Handles, \$10.20 each. Extra

Washers for same, \$2.00 per hundred.

A500—N. P. Quatern Plain Bibbs SOT, Detachable Ta-

pered Shank, ¾-in., \$2.90.

A900—N. P. Quatern Plain Bibbs with Detachable Shank,

Adjustable Screw Flange, ¾-in., \$3.10.

A1600—N. P. Quatern Single Pantry Cock with China

Lever Handle, \$5.90.

A1700—N. P. Quatern Double Pantry Cock with China

Indexed Lever Handle, \$17.40.

A1900—N. P. Quatern Basin Cock with Top China Indexed

Lever Handle, \$3.80.

A2000—N. P. Quatern Basin Cock with Side China In-

dexed Lever Handle, \$4.90.

A2100—N. P. Quatern Double Basin Cock with China In-

dexed Lever Handle, \$14.70.

A4500—No. 02 Amazon Basin Cocks, N. P. with China

Index Top, \$5.50.

Phosphor Bronze Removable Sleeve Seats for all "Qua-

tern" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball

Cocks, etc., Hot or Cold, 40c each.

N. P. BRASS ANNEALED TUBING—½-in. O. D. N. P. Brass

Annealed Tubing, \$18.00 per hundred ft.

O. D. N. P. Brass Tubing—Per 100 ft.—¾-in.,

\$37.50; ¾-in., \$41.25; ¾-in., \$48.75; 1-in., \$39.00; 1 ½-in.,

\$42.75; 1 ½-in., \$48.00; 1 ¾-in., \$52.50; 2-in., \$56.25;

2-in., \$75.00.

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

SEAMLESS BRASS PIPE—I. P. Size, per lb.— $\frac{1}{4}$ -in., 61c;
 $\frac{1}{2}$ -in., 57c; $\frac{3}{4}$ -in., 58c; $\frac{1}{2}$ -in., 50c; $\frac{3}{4}$ -in., 47c; 1-in., 47c;
 $1\frac{1}{4}$ -in., 47c; $1\frac{1}{2}$ -in., 47c; 2-in., 47c; $2\frac{1}{2}$ -in., 47c; 3-in.,
 47c.

Add 70 per cent for Nickel Plating Pipe. Add 10 cents
 for cut lengths. Add 75 per cent for Copper Pipe.

MISCELLANEOUS BRASS TRIMMINGS—

$1\frac{1}{2}$ -in. Laundry Tray Plugs, $1\frac{1}{4}$ O. D. Tail Piece, doz.,	19.90
$1\frac{1}{2}$ -in. Laundry Tray Plugs, $1\frac{1}{4}$ I. P. Tail Piece, doz.,	19.90
Fin. Brass Wash Tray Plugs, $1\frac{1}{4}$ Met. Stopper, doz.,	5.50
N. P. Chain Stays, No. 1, doz.,	4.50
N. P. Chain Stays, Nos. 1, 2, 3, dozen,	5.20
China Chain Stays, doz.,	9.60
N. P. Chain Stay and Cock Hole Cover,	6.75
N. P. Basin Cock Hole Cover, doz.,	4.40
N. P. Basin Chain w/ Snap, No. 00, do	1.50
N. P. Basin Chain w/ Snap, No. 0, doz	1.70
N. P. Bath Chain w/ Snap, No. 00, doz	2.00
N. P. Bath Chain w/ Snap, No. 0,	2.40
N. P. Basin Chain 12 Yd. Box, No. 00, t.	2.10
N. P. Basin Chain 12 Yd. Box, No. 0, bc	2.50
N. P. Basin Chain 12 Yd. Box, No. 1, ba	3.10
N. P. Basin Chain, No. 00, per 100 feet.	5.50
N. P. Basin Chain, No. 0, per 100 feet.	6.80
N. P. Basin Chain, No. 1, per 100 feet.	8.50
N. P. Basin Chain, 500-foot reels, No. 00.	5.80
N. P. Basin Chain, 500-foot reels, No. 0.	6.40
N. P. Basin Chain, 500-foot reels, No. 1.	8.80
Beaded Basin Chains, per dozen	3.50
Beaded Bath Chains, per dozen	8.90
N. P. Chain Snaps, large, per dozen	.26
N. P. Chain Snaps, small, per dozen	.34
N. P. Chain "8" or "8" Hooks, per dozen	.45
$\frac{1}{4}$ -inch Threaded Brass Rod, per foot	.87
$\frac{1}{4}$ -inch Rough N. P. Brass Nuts, threaded through, 100.	6.40
$\frac{1}{4}$ -inch N. P. Brass Cap Nuts, per 100.	5.60

FAIRFAXS BUILT-IN BATH ROOM ACCESSORIES—

F 1—Built-in Paper Holder, 6x6.	8.80
F115 and F125—Built-in Soap Holder, 6x6.	4.40
F140—Built-in Grab Rail, 6x6.	8.80
F150—Built-in Comb. Rail and Soap, 6x6.	8.80
F160—Built-in Tumbler Holder, 6x6.	4.40
F170—Built-in Sponge Holder, 6x6.	7.10

BRASSCRAFTERS ALL WHITE ACCESSORIES—

14086—Slab Soap Dish	3.00
14089—Wall Soap Dish	2.90
14076—Wall Soap Dish	3.35
14049—Wall Soap Dish	4.80
14073—Wall Soap Dish	8.00
14080—Tub Rim Soap Dish	2.60
14080—Tub Rim Soap Dish	3.50
12806—6-inch Three arm Swinging Bar.	4.50
12108—14-inch Three arm Swing Bar.	5.90
12518— $\frac{1}{4}$ x18-inch Towel Bar	3.85
12524—24-inch Towel Bar	8.75
12530—30-inch Towel Bar	4.55
11818— $\frac{1}{4}$ x18-inch Towel Bar	4.00
11824—24-inch Towel Bar	4.40
11830—30-inch Towel Bar	5.00
11612—1x12-inch Towel Bar	5.90
11618—18-inch Towel Bar	6.40
11624—24-inch Towel Bar	6.60
11630—30-inch Towel Bar	7.85
11912— $\frac{1}{4}$ x18-inch Towel Bar	12.00
14241—Wall Pattern Soap and Sponge Holder.	11.70
14502—Wall Towel Basket	19.90
15134—Tumbler and Toothbrush Holder	4.80
15118—Tumbler and Toothbrush Holder	4.95
15167—Tumbler Holder	3.40
15235—Combination T. B. and Soap	11.90
15232—Combination T. B. and Soap	8.15
15150—Tooth Brush Holder	1.40
15108—Tooth Brush Holder	1.60
15176—Tumbler Holder	8.40
15195—Tumbler and Toothbrush Holder	4.80
15192—Tumbler and Toothbrush Holder	4.95
15208—Tumbler and T. B. and Soap	11.90
15291—Tumbler and T. B. and Soap	8.15
15297—Tumbler and T. B. and Soap	6.95
15298—Tumbler and T. B. and Soap	12.70
14811—Comb Tray	5.70
14800—Comb Tray	6.95
15752—6x24 Shelf	10.95
15706—5x20 Shelf	8.00
15710—5x18 Shelf	7.70
15712—5x24 Shelf	8.20
15714—5x30 Shelf	9.50
15801—5x20 Rail	4.55
15202—5x24 Rail	5.00
15804—5x30 Rail	5.70
15807—6x24 Rail	5.75
15435—Paper Holders (Roll)	6.15
15420—Paper Holders (Roll)	2.90
15451—Paper Holders (Sheets)	4.95
15510—Hooks	.60
15528—Hooks	1.10
15518—Hooks	1.80
15534—Hooks	2.55
15533—Hooks	3.20
15531—Hooks	1.15
15520—Hooks	1.20

15501—Hooks	1.75
14510—Stool	12.70

CHURCH BATH ROOM TRIMMINGS—

No. 2 White Pyralin Routh Bath Stool, Rub'r Bumpers.	19.15
No. 7 White Pyralin Square Bath Stool, Cork Top.	22.30
No. 1 French Beveled Plate Glass Oval Mirror with White Pyralin Frame, 16x4	34.80
No. 2, same, 20x28	42.35
No. 1, same, Oblong with Square Corners.	42.50
No. 2, same, 20x28	42.39
No. 3, same, 20-inch Round	36.79
No. 4, same, 24-inch	48.85

BRASSCRAFTERS NICKEL PLATED ACCESSORIES—

1612—1x12-inch N. P. Towel Bar	4.10
4600—20-inch Roller Towel Bar with Lock	5.20
2112—14-inch 2-arm Crystal Swing Rack	2.19
2118—14-inch 3-arm Crystal Swing Rack	4.10
2818— $\frac{1}{4}$ x18-inch Crystal Bar	1.95
2824—24-inch Crystal Bar	2.29
2918—1x18-inch Crystal Bar	2.49
2924—24-inch Crystal Bar	2.80
2930—30-inch Crystal Bar	4.55
2936—36-inch Crystal Bar	6.00
2618— $\frac{1}{4}$ x18-inch Opal Bar	1.95
2624—24-inch Opal Bar	2.20
2718—1x18-inch Opal Bar	2.54
2724—24-inch Opal Bar	2.95
2730—30-inch Opal Bar	4.60
2736—36-inch Opal Bar	6.15
5610—5x18-inch Crystal Shelf	4.50
5612—5x24-inch Crystal Shelf	4.90
5606—5x20-inch Crystal Shelf	4.60
5801—5x20-inch N. P. Shelf Rail	2.15
5101—Crystal Tooth Brush Holder	.90
5150—Opal Tooth Brush Holder	.95
5108—N. P. Tooth Brush Holder	.55
5146—Comb, Tumbler and T. B. Holder	1.55
5191 and 5117—Tumbler Holder	1.95
5170—Tumbler Holder	1.10
5196 and 5141—Tumbler and Toothbrush Holder	3.00
5222—Tumbler, T. B. and Soap Holder	5.95
5291—Tumbler, T. B. and Soap Holder	5.95
5298—Tumbler, T. B. and Soap Holder	8.15
5298—Tumbler, T. B. and Soap Holder	8.40

DRAIN COCKS—E1789—T. H. Compression for Range Boiler

Hose or Plain Rough, N. P., $\frac{1}{4}$ -inch \$1.00; $\frac{1}{2}$ x $\frac{3}{4}$, \$1.10.

URINAL COCKS—E1765—Self Closing N. P., $\frac{1}{4}$ -inch, \$3.10.BALL COCKS—E1771—Silent $\frac{1}{4}$ -inch O. D. without Integral

Stop, less Ball and Stem, \$3.10.

BASIN COCKS—

E1876—N. P. Comp. 4-arm China Index Brass Handle with Nut for O. D. Tubing	1.95
E1887—N. P. Comp. 4-arm, All China Index Handle with Nut for O. D. Tubing	2.90
E1902—Rapidac N. P. China Index Side Lever Handle with Nut for O. D. Tubing	2.70
E1905—Rapidac N. P. China Index Top Lever Handle with Nut for O. D. Tubing	2.99
E1912—Rapidac N. P. 4-arm, All China Index Handle with Nut for O. D. Tubing	2.95
E1915—Rapidac N. P. Double China Index Side Lever Handle with Special Br. Y. with Nut for O. D. Tub.	10.40
E1926—Rapidac N. P. China Index Side Lever Handle (large pattern), Nut for O. D. Tubing	5.80
E1935—Self Closing N. P. 4-arm Brass Handle China Index Nuts with Nut for O. D. Tubing	8.60
E1995—Self Closing N. P. China Index Lever Handle, Plain Brass Nut with Nut for O. D. Tubing	4.29

CLOSETS AND TRIMMINGS

CLOSET SEATS—

L8500—White Seat, less Cover	11.85
L8600—Birch Mahogany, less Cover	4.00
L8700—Oak, less Cover	4.00
L3501—White Seat and Cover	12.15
L3601—Birch Mahogany and Cover	4.35
L3701—Oak and Cover	4.35
B. O. T. Church, B326, 47-1A, L3503—All White Seat and Cover, White Hinge	20.00
L3515—White Crescent Seat	11.89
L3615—Birch Mahogany Seat	10.15
L3615 $\frac{1}{2}$ —Birch Mahogany, Cantonment Type	4.35
L3715—Oak Seat, Mahogany, Cantonment	4.35
L3715—Oak Seat, Cantonment Type	4.35
L3816—White Crescent Seat and Cover	15.00
L3716—Birch Mahogany Crescent Seat and Cover	8.70
L3716—Oak Crescent Seat and Cover	8.70
L3520—White Horseshoe Seat	12.50
L3620—Birch Mahogany Horseshoe Seat	8.30
L3720—Oak Horseshoe Seat	8.30
L3521—White Horseshoe Seat and Cover	16.70
L3621—Birch Mahogany Horseshoe Seat and Cover	8.70
Oak Mahogany Seat and Cover	8.70
L3585—White Extended Seat Closet Front	17.85
L3625—Birch Mahogany Extended Seat Closet Front	18.35
L3735—Oak Extended Seat Closet Front	18.35
L3586—White Extended Closet Front with Cover	22.79
L3636—Birch Mahogany Ext. Closet Front with Cover	16.70
L3736—Oak Extended Closet Front with Cover	16.70
L3565—White Extended Open Front and Back	16.70
L3765—Oak Extended Open Front and Back	16.90
L3566—White, Ditto, with Cover	26.79
L3766—Oak, Ditto	20.09

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

DRAINS

DRAINS, CESSPOOLS, ETC.—

Extra Heavy Stable Cesspool—12x12x10, 6.60 each; 16x16x10, \$9.50.

C. I. Plain Top Cesspools—6x6x2, \$0.90 each; 9x9x3, \$1.50; 12x12x4, \$2.90; 13x18x4, \$3.50.

C. I. Extra Heavy, Hinged Top—6x6x12, \$1.15 each; 9x9x3, \$2.00; 12x12x4, \$3.60; 13x13x4, \$4.35.

Galvanized Refrigerator Drains, 1½-in. I. P., \$1.60 each. Blake, Iron wt. B. W. Valve—G102, 2-inch, \$10.15 each; G103, 3-inch, \$16.15; G104, 4-inch, \$24.75.

JOSAM DRAINS—

I. P. Govt. Pattern—203A, 5x2-inch, \$14.40 each; 307A, 6x3-inch, \$20.00; 2003A, 6x2-inch, \$21.60.

800—4-inch N. P. Strainer, 2-inch I. P., \$8.15 each. Roof Drains—400, 4-inch, \$14.40; 401, 5-inch, \$17.55; 402, 6-inch, \$19.20.

Wood Roof Drains—400A, 4-inch, \$19.20 each; 401A, 5-inch, \$22.55; 402A, 6-inch, \$24.00.

Floor Drains, 4-inch I. P.—500A, 10-inch, \$18.15; 600, 8-inch, \$9.00.

M. & J. SAFETY DRAIN WITH B. W. VALVE—

2-inch Flat Iron Top, \$19.80 each; 4-inch Flat Iron Top, \$28.95; 4-inch Raised Iron Top, \$37.95.

SHOWER STRAINERS—

3½-inch N. P. Top by 1½-inch I. P. Female Outlet, P2998, \$2.40 each; 4-inch ditto by 2-inch ditto, \$2.70.

5-inch N. P. Top by 2-inch I. P. Outlet Combination Drain and Trap, P2986, \$10.35.

PENBERTHY AUTO CELLAR DRAINERS—

No. 1, \$28.15 each; 2, \$45.00; 3, \$62.00. No. 1, Non-Automatic, \$21.90.

Washing Machine Drainers, \$4.00 each. Hose and Adapters, 80c.

FIRE AND HOSE GOODS

FIRE HOSE, RACKS, EXTINGUISHERS, ETC.—

No. 901—Antex Electric Light Extension Reel with 25 feet of Flexible Waterproof Cord, \$16.00.

No. B1101—2½-gal. Badger's Chemical Extinguisher, \$20.00. No. B1107—Extra Hose with Nozzle, \$1.50.

No. B1108—Hanger, .25. No. B1106—8-oz. Acid Bottles, .25.

No. B1114—Universal Soda and Acid Recharge, .75. No. 0—Fire Gun Extinguisher, 1 qt., \$10.00.

No. 1—Fire Gun Extinguisher, 1½ qt., \$12.00. No. 2—Fire Gun Extinguisher, 1½ qt., \$14.00.

Universal Liquid for Recharging Fire Gun, per quart, \$1.75. No. B1118—2½-gal. Foamite Firepan Extinguisher, \$30.00.

No. B1118—Pump Tank Extinguisher, 5-gal., \$15.00. No. M1201—1-pint Safety Gasoline Cans, \$8.00.

No. M1204—1-quart Safety Gasoline Cans, \$8.35. No. M1207—2-quart Safety Gasoline Cans, \$4.65.

No. M1205—1-gal. Safety Gasoline Cans, \$5.35. No. M1208—3-gal. Safety Gasoline Cans, \$8.60.

No. M1206—5-gal. Safety Gasoline Cans, \$10.00. No. M1207—6-gal. Justrite Oily Waste Can, \$6.65.

8-gal. Justrite Oily Waste Can, \$7.35. 10-gal. Justrite Oily Waste Can, \$8.00.

No. S502—Small First Aid Kit, \$7.50.

GAS WATER HEATERS

AUXILIARY TYPE—

500, 1½-inch, \$80.00. No. 1½, Lion, No. 25 Rund, \$18.70.

Double Copper Coil, 18.70. No. 2, Lion, No. 35 Rund, \$40.00.

Triple Copper Coil, 40.00. STORAGE TYPE—

Pittsburg or Rund Multi-Coil Storage Heaters—

No. 30, Each, \$85.00. No. 50, Each, \$95.00.

100, Each, \$295.00. 200, Each, \$355.00.

300, Each, \$420.00. 500, Each, \$650.00.

Moment Valve Thermostats—

No. 30, Each, \$40.00. No. 40, Each, \$40.00.

50, Each, \$40.00. 100, Each, \$65.00.

200, Each, \$70.00. 300, Each, \$70.00.

LEAD GOODS

HALF AND HALF SOLDER—500 lb. lots, \$29.35; 100 lb. lots, \$30.67; less, \$32.00.

EXTRA WIPING SOLDER—500 lb. lots, \$25.35; 100 lb. lots, \$26.70; less, \$28.00.

Wire Solder, Smooth, \$36.75. CALKING LEAD—2000 lb. lots, \$8.80; 500 lb. lots, \$9.15; less, \$9.50.

PIG LEAD—2000 lb. lots, \$8.50; 500 lb. lots, \$8.80; less, \$9.15.

SHEET LEAD—Full Rolls, \$13.50; Cut Pieces, full width, \$13.80; Cut Pieces, odd sizes, \$14.80.

¾-inch Lead Tubing, \$16.75. Bar Tin, \$80.00.

Block Tin Pipe, full reel and coils, \$61.70. Block Tin Pipe, cut pieces, \$70.00.

LEAD BENDS—4x5½x12, \$1.60 each; 4x5½x12, \$1.70; 4x5½x15, \$2.00; 4x5½x18, \$2.30; 4x5½x20, \$2.50. 4x10x10, \$1.95; 4x10x12, \$2.15; 4x10x15, \$2.45; 4x10x18, \$2.75; 4x10x20, \$2.90.

LEAD PIPE—¾-inch to 1½-inch, full reels and coils, \$11.75;

2, 3, 4-inch Lead Soil Pipe, full lengths, \$11.75; Other sizes 2½ to 5-inch, full lengths, \$12.40; Cut Pieces, all sizes, \$13.10.

Note—Add to lead pipe when full reels are taken \$2.70 per reel.

Wood reels when returned to American Smelters Securities Co., San Francisco, Cal., direct via prepaid freight will be credited at \$2.00 each net, no freight allowance, on receipt of prepaid B. L.

LEAD WASHERS—\$26.20 per 100 lbs.

LEAD WOOL—\$18.70 per 100 lbs.

TRAPS—Standard—1½ Short "P", 50c each; 1½ Long "P", 75c; 1½ Short "P", 75c; 1½ Long "P", \$1.05. 1½ Short "S", 60c; 1½ Long "S", 95c; 1½ Short "S", 90c; 1½ Long "S", \$1.35.

Extra Heavy—1½ Short "P", 80c each; 1½ Long "P", \$1.15; 1½ Short "P", \$1.10; 1½ Long "P", \$1.50. 1½ Short "S", 90c; 1½ Long "S", \$1.45; 1½ Short "S", \$1.25; 1½ Long "S", \$1.95.

COMBINATION BENDS AND FERRULES—4x5½x12, \$2.20 each; 4x5½x14, \$2.40; 4x5½x16, \$2.60.

COMBINATION FERRULES, LEAD AND IRON—4x4, 50c each; 4x6, 85c; 4x8, \$1.05; 4x10, \$1.25; 4x12, \$1.40; 4x14, \$1.60; 4x16, \$1.75.

Lead Traps and Bends not shown above—Barrel lots, plus 40 per cent; Less, 50 per cent.

Lead Drum, Traps, Comb, Lead and Iron Ferrules and Bends, and Soldering Nipples—Barrel lots, plus 40 per cent; Less, 50 per cent.

PIPE—

Random Blk. Gal. Wrought Iron Standard Blk. Gal. Thread

¾"..... 4.80 7.00..... 11.10 14.35..... .16

¾"..... 4.95 7.40..... 11.10 14.35..... .16

¾"..... 4.95 7.40..... 11.10 14.35..... .16

¾"..... 6.35 8.15..... 11.85 14.55..... .16

¾"..... 7.90 10.00..... 13.90 17.55..... .16

1"..... 11.15 14.30..... 19.95 25.35..... .18

1"..... 15.10 19.35..... 26.95 34.80..... .22

1½"..... 18.00 23.15..... 32.20 40.95..... .24

2"..... 24.15 31.10..... 46.40 57.70..... .30

2½"..... 39.95 51.15..... 74.00 87.15..... .46

3"..... 52.15 66.95..... 96.75 113.95..... .60

3½"..... 67.20 84.90..... 116.35 143.15..... .76

4"..... 79.55 100.95..... 137.90 169.30..... 1.06

5"..... 112.15 141.75..... 207.80 262.80..... 1.66

6"..... 145.55 184.00..... 268.90 340.50..... 2.10

7"..... 200.00 253.35..... 2.56

8, 25 lb. 209.35 265.35..... 3.00

9"..... 294.70..... 3.76

10, 32 lb. 320.00..... 4.50

12"..... 412.00..... 7.50

Cutting Charge—¾ Standard Threading. All prices quoted per 100 feet.

Plugged and Reamed—2-in., \$40.00; 2½-in., \$65.95; 3-in., \$86.40.

PIPE FITTINGS

CAST IRON—BLACK—

Bends, Y..... ¾"..... .31 .43..... .52 1.00 1.48 3.80 6.08

Bends, Rt. OP..... "..... .40 .46..... .84 1.25 3.84 9.88

Bends, Rt. CP..... "..... .27 .31..... .62 .87 2.58 7.60

Bushings..... .05 .05..... .05 .06 .12 .18 .39 .65

Crosses..... .24 .32..... .41 .81 1.14 3.04.....

Elbows, 90 dg..... .08 .09..... .12 .16 .31 .43 1.14 1.82

Elbows, 45 dg..... .09 .11..... .15 .18 .37 .52 1.87 2.30

Elbows, Red..... .09 .11..... .14 .18 .35 .49 1.29 2.18

Plugs..... .08 .08..... .04 .05 .09 .18 .38 .54

Tees..... .12 .12..... .14 .18 .23 .44 .63 1.67 2.66

MALLEABLE—BLACK—

Bends, Rt. OP..... "..... .26 .32..... .54 1.26 1.62.....

Bends, Rt. CP..... "..... .21 .24..... .46 .74 1.06.....

Caps..... .04 .04..... .06 .10 .12 .22 .36 .86 1.42

Crosses..... .08 .14..... .20 .28 .46 .58 .96 2.86 5.46

Crosses, Red..... .12 .22..... .30 .54 .66 1.18 3.46 6.66

Couplings, WI..... .10 .12..... .16 .24 .38 .50 1.08 1.80

Elbows, 90 dg..... .08 .10..... .14 .28 .48 1.42 3.08

Elbows, Red..... .16 .18..... .20 .34 .62 1.78 3.80

Elbows, 45 dg..... .04 .08..... .14 .20 .32 .62 1.38 2.76

Elbows, St..... .04 .06..... .10 .18 .32 .62 2.04 4.76

Locknuts..... .02 .02..... .04 .10 .14 .18 .26 .58 1.04

Reducers..... .10 .06..... .12 .20 .24 .42 1.14 1.90

Tees..... .06 .10..... .12 .16 .38 .64 1.76 3.56

Tees, Red..... .18 .12..... .16 .22 .22 .48 .84 2.18 4.42

Tees, 4-way..... .10 .18..... .22 .40 .96 1.52.....

MALLEABLE—GALVANIZED—

Bends, Rt. OP..... "..... .38 .43..... .78 2.06 2.68 5.94.....

Bends, Rt. CP..... "..... .34 .36..... .66 1.18 1.88.....

Caps..... .06 .08..... .14 .18 .36 .58 1.42 3.88

Crosses..... .10 .20..... .30 .46 .80 1.14 1.90 5.70 10.92

Crosses, Red..... .18 .22..... .24 .42 .66 1.04 1.66 4.76 9.08

Couplings, WI..... .10 .14..... .18 .24 .38 .58 1.24 4.24 8.52

Elbows, 90 dg..... .12 .14..... .18 .24 .48 .80 2.38 5.10

Elbows, Red..... .22 .14..... .18 .26 .30 .58 1.04 2.96 6.42

Elbows, 45 dg..... .06 .08..... .12 .20 .30 .58 1.04 2.88 4.60

Elbows, St..... .08 .10..... .16 .28 .30 .54 1.04 3.42 8.08

Locknuts..... .04 .04..... .08 .14 .20 .26 .42 .90 1.72

Reducers..... .14 .08..... .12 .18 .28 .40 .68 1.90 3.50

Tees..... .10 .16..... .18 .28 .34 .64 1.12 3.90 5.94

Tees, Red..... .18 .20..... .22 .34 .36 .80 1.88 3.62 7.38

Tees, 4-Way..... .16 .26..... .34 .60 1.34 2.34.....

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

NIPPLES—WROUGHT IRON—Per 100—Black—

	¾	¾	¾	1	1 ½	2	3	4
Cl. Sh....	3.42	4.28	4.80	6.40	10.40	14.40	28.40	72.68
Long....	5.14	5.98	7.20	10.40	16.00	21.60	57.60	102.60
4-in. Long	5.98	6.84	.....	.....	.....	.....	.....	.....
5-in. Long	6.84	8.56	8.80	12.00	20.00	25.60	.....	.....
6-in. Long	8.56	10.26	10.40	14.40	28.20	30.40	68.00	.....

NIPPLES—GALVANIZED—Per 100—

	¾	¾	¾	1	1 ½	2	3	4
Cl. Sh....	5.40	5.40	5.84	9.40	17.96	23.08	59.86	121.50
Long....	9.90	9.90	11.98	16.24	29.92	40.18	94.06	168.80
4-in. Lg....	10.80	11.70	.....	.....	.....	.....	.....	.....
5-in. Lg....	13.80	14.40	15.40	20.52	38.84	44.46	.....	.....
6-in. Lg....	15.80	16.20	17.96	23.94	38.84	52.16	111.16	.....

PIPE CUT TO ORDER

On Pipe cut to specified lengths, where the loss occasioned by cutting up stock lengths is assumed, a higher price is charged than for pipe in random lengths. This advance covers the pipe only, and there is an extra charge for cutting and threading as follows:

(1) Pipe cut to special lengths and threaded both ends, two threads are charged for each piece of pipe furnished, and no charge made for the cut.

(2) Where one end of the pipe is left blank, the charge is for one thread and one cut on each piece, the price of the cut being one-half of the threading list.

(3) Where both ends are left blank, a charge is made for all cuts and for the one thread necessary to make the remaining scrap salable. This applies to whatever the number of cut pieces may be.

(4) When pipe is made up to sketch, all couplings used are charged for and all pipe is charged at cut length prices.

(5) When pipe of any size is furnished in exact lengths longer than one random length by coupling on a short piece, the cut price is charged for the entire length. All couplings furnished are charged for, but only two threads. This applies to whatever number of random lengths may be included in the run.

(6) A customer can make his own measurements, and to call for the exact lengths necessary to make up the run required, which will be charged at the cut price with two threads with additional charge for any extra couplings furnished.

(7) In the case of an order for specified amount of pipe, WHERE EXACT MEASUREMENTS ARE NOT ABSOLUTELY NECESSARY, the cut length price may be charged for the last piece furnished necessary to equal the amount called for after the random measurements have been ascertained.

(8) When pipe is furnished in random lengths by customer (he assuming the loss on the scrap), to be cut to order, the actual work done is charged for; that is, all cuts and all threads actually made. In such cases the scrap belonging to the customer, and no credit allowed for same.

(9) In charging cut pipe, no allowance is made for couplings or for threads already on the pipe.

(10) Where pipe in sizes to 2 feet inclusive is cut on roller cutter in pieces of 12 inches or less and not reamed or threaded, one cut is charged for each piece at one-quarter of the Threading list.

PLUMBERS' TOOLS

STOCKS AND DIES—Walworth Standard Stocks and Dies (Solid Die Type)—No. 0, complete, ¼-inch to ½-inch, \$10.40 each; No. 1, ½-inch to 1-inch, \$13.65; No. 1½, ¾-inch to 1½-inch, \$12.85; No. 1¾, \$13.85; No. 2, 1½-inch to 2-inch, \$18.85; No. 3, 2½-inch to 3-inch, \$45.50.

Extra Dies and Bushings—List plus 50 per cent.

Miller's Reversible Ratchet Stocks and Dies—"B" complete, ¼-inch to 1-inch, \$21.20 each; "C," 1-inch to 1½-inch, \$24.05; "D," 1½-inch to 2-inch, \$28.10.

Extra Dies, Bushings and Die Frames, List plus 30 per cent. All other Parts, List plus 40 per cent.

Armstrong Stocks and Dies—No. 1, ½ to ¾-inch, \$10.80 each; No. 2, ¾ to 1-inch, \$14.40; No. 2½, ¾ to 1½-inch, \$16.80; No. 3, 1 to 2-inch, \$25.20.

Extra Dies—List plus 30 per cent. All other Repairs list plus 30 per cent.

Toledo Stocks and Dies—No. 00 complete, ¼ to ¾-inch, \$26.60 each; ¾ to 1-inch, \$22.40; ½ to ¾-inch, \$14.00.

Dies with Heads—¾, ¾ or ¾-inch, \$4.20; ½ or ¾-inch, \$4.90.

Extra Dies (4 segments), all sizes, \$2.80 each. Ratchet only, \$4.20.

No. 0 complete, ¼ to ¾-inch, \$22.40. R. H. Dies, complete, 8 sets, \$9.00. L. H. Dies complete, 5 sets, \$15.00.

No. 1 complete, 1 to 2-inch, \$26.40.

1-A Ratchet complete, 1 to 2-inch, \$38.00. Dies complete (3 sets), 1½, 1¾, \$6.75. Same, Single Set, 4 pieces, \$2.25.

2-inch Dies for No. 1 or 1-A, \$3.25.

No. 2 complete, 2½ to 4-inch, \$110.00. Dies, complete, 4 sets, \$85.20. Dies, single sets, 5 pieces, \$18.50.

No. 3 complete, 4½ to 8-inch, \$380.00. Dies, complete, 5 sets, \$66.00. Dies, single sets, 5 pieces, \$18.20.

No. 4 complete, 9, 10 and 12-inch, \$550.00. Dies complete, 3 sets, \$66.00. Dies, single set, 5 pieces, \$22.00.

No. 10 complete, 1 to 2-inch, \$36.40. R. H. Dies complete, 4 pieces, \$5.52. L. H. same, \$5.52.

No. 10-A Ratchet, complete, 1 to 2-inch, \$44.20.

No. 25, complete, 2½ to 6-inch, \$258.04. Dies, complete, 4 pieces, \$8.80. All other repairs, list plus 30 per cent.

Toledo Power Drive, D. O. or A. C. Motor, \$660.00 each.

Beaver Stocks and Dies—No. 3 Ratchet, complete, ¾ to 1-inch, \$30.60 each. Extra Die Heads and Chasers, ¾-inch, \$5.10; ½ or ¾-inch, \$5.96; 1-inch, \$6.80. Extra Chasers, any size (4), \$2.76.

No. 6 Beaverette, complete, ¼ to ¾-inch, \$24.00. Extra Dies, per set, \$4.50.

No. 23 Stock and Die, complete, 1-inch to 2-inch, \$26.40. Extra Die Heads, ¼ or ¾-inch, \$6.06.

No. 25, complete, 1 to 2-inch, \$36.00. Extra Dies, per set, \$4.66.

No. 26, Ratchet, complete, 1 to 2-inch, \$42.00.

No. 41, complete, 2½ to 4-inch, \$110.00. Extra Dies, per set, \$12.00.

No. 61, complete, 2½ to 6-inch, \$264.00. Extra Dies, per set, \$26.60.

Other repair parts for No. 6—List plus 50 per cent.

Other repair parts for 23, 25, 26, 41 and 61—List plus 33 1-3 per cent.

WRENCHES—Warnock Brass Pipe Wrenches—12-inch, ¼ to 2-inch, \$5.00 each; 18-inch, 1 to 5-inch, \$10.00. Extra Straps—12-inch, \$1.00; 18-inch, \$2.00. Basin Wrench, \$2.30; Spud Wrench for Radiator Nipples, \$3.00.

Vulcan Bijaw Pipe Wrenches—No. 30 or 10, ¼ to ¾-inch, \$3.50 each; No. 31 or 11, ½ to 1½-inch, \$5.00; No. 32 or 12, ¾ to 2½-inch, \$7.20; No. 33 or 13, ¾ to 4-inch, \$10.00; No. 33½ or 13, 1 to 6-inch, \$13.00; No. 34 or 14, 1½ to 8-inch, \$16.00; No. 35 or 15, 2 to 12-inch, \$26.00. Extra Parts, List plus 70 per cent.

Agrippa Chain Wrenches—No. 21, ¼ to 1½-inch, \$6.50 each; No. 22, ½ to 2½-inch, \$9.80; No. 23, ¾ to 4-inch, \$12.00; No. 28½, 1 to 6-inch, \$16.75; No. 24, 1½ to 8-inch, \$20.50; No. 25, 2 to 12-inch, \$38.50. Extra Parts, List plus 100 per cent.

Walworth Bostong Wrenches—No. 0, 1 to 4-inch, \$18.00 each; No. 1, 2 to 6-inch, \$32.00; No. 2, 2½ to 10-inch, \$64.00; No. 3, 3 to 14-inch, \$120.00.

Walworth Reversible Bostong Wrenches—No. 2, ¼ to 2-inch, \$11.00.

PIPE CUTTERS—Barnes Three Wheel Type—No. 1, ¼ to 1-inch, \$4.50 each; No. 2, ½ to 2-inch, \$6.00; No. 3, 1½ to 3-inch, \$10.00; No. 4, 2½ to 4-inch, \$20.00; No. 5, 4 to 6-inch, \$30.00; No. 6, 6 to 8-inch, \$40.00. Extra Parts, List plus 20 per cent.

Knurled Wheels—No. 1, \$1.00 each; No. 2, \$1.20; No. 3, \$1.60; No. 4, \$2.00; No. 5, \$2.20.

Saunders Roller Type—No. 1, ¼ to 1-inch, \$8.90 each; No. 2, 1 to 2-inch, \$5.96; No. 3, 2 to 3-inch, \$14.30; No. 4, 2½ to 4-inch, \$23.40; No. 5, 4 to 6-inch, \$6.40. Extra Parts, List plus 40 per cent.

Knurled Wheels—No. 1, \$1.00 each; No. 2, \$1.20; No. 3, \$2.20.

Trimco—No. 1, ¼ to 1½-inch, \$4.95 each; No. 2, ½ to 2-inch, \$6.60; No. 3, 1½ to 3-inch, \$11.00. Extra Parts, List plus 20 per cent.

Beaver Square End—No. 1, ¼ to 1-inch, \$27.00 each; No. 5, ½ to 2-inch, \$30.00; No. 10, 2½ to 4-inch, \$120.00.

Extra Knives, per set—No. 1, \$1.80 each; No. 5, \$2.24; No. 10, \$3.74.

Toledo—No. 250, 2½ to 6-inch, \$168.00 each. Extra Blades (Set of 4), \$1.76.

MISCELLANEOUS CUTTERS—Ohesteron or Fletcher Gauge Glass Cutter, A5908, \$4.00 each.

Gasket Cutter, \$1.80.

PIPE TAPS AND REAMERS—R. H. A4201—¼ to 1-inch, List less 20 per cent; 1½ to 2-inch, List less 10 per cent; 2½ to 3-inch, List plus 40 per cent; 3½ to 4-inch, List plus 70 per cent.

L. H. A4201 and Reamers A4202—¼ to 1-inch, List plus 10 per cent; 1½ to 2-inch, List plus 32 per cent; 2½ to 3-inch, List plus 70 per cent; 3½ to 4-inch, List plus 110 per cent.

Combined Drill and Tap—A4203, ¼ to 4-inch, List plus 10 per cent.

Mueller Ratchet Reamer—ER E4650, ¾ to 1½-in., \$12.48 each; E4851, ¾ to 3-inch, \$18.16.

Reed No. 6 Bit Brace Taper Burring Reamer—¾ to 3-inch, \$19.20 each.

RANGE BOILERS

Standard Galvanized Vertical Pattern, High or Low Top—

Extra Heavy Galvanized Vertical or Horizontal—

No. Each.

18, 12x36 12.00

24, 12x48 12.00

30, 12x60 12.00

40, 14x60 16.35

52, 16x60 28.00

66, 18x60 48.00

82, 20x60 58.00

100, 22x60 80.00

120, 24x60 90.70

144, 24x72 146.70

168, 24x84 135.35

192, 24x96 160.00

Standard Galvanized Horizontal—

No. Each.

30, 12x60 14.70

40, 14x60 19.85

52, 16x60 37.85

66, 18x60 68.70

82, 20x60 93.00

100, 22x60 112.00

Graves 300-lb. W. P. 6-year guarantee Boiler, coated with heat proof blue enamel—

No. Each.

30, 12x60 47.50

40, 14x60 57.85

Extra Heavy, Horizontal or Vertical, with 1-inch Steam Coil—

No. Each.

30, 12x60 43.35

40, 14x60 50.70

52, 16x60 76.70

66, 18x60 110.00

82, 20x60 133.85

100, 22x60 166.70

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Range Boilers—Continued.	
Boiler Stands—	20-in. American Ring.. 6.00
Hawks Universal..... 2.70	22-in. American Ring.. 8.00
Sanders Adjustable... 2.15	24-in. American Ring.. 9.35
Foster..... 2.15	1/2-in. Range Boiler Relief
12-in. American Ring.. 2.30	Valves..... 2.00
14-in. American Ring.. 2.55	1/2-in. Stack Combination
16-in. American Ring.. 3.60	Relief Valves & Faucets
18-in. American Ring.. 5.00	Set 85 lbs..... 7.85
	Ditto, Set 150 lbs..... 7.85
SINKS AND FOUNTAINS	
WASH SINKS—(Less Bibbs and Trap)—F910, P6450—3-ft., \$64.50; 4-ft., \$82.20; 5-ft., \$100.00; 6-ft., \$135.50.	
P6495, Enameled inside, less Supply Pipe and Bibbs—48x24-in., \$40.00; 60x24-in., \$60.00; 72x24-in., \$73.35.	
P6496, Enameled inside, less Supply Pipe and Bibbs—48x24-in., \$60.00; 5x20-in., \$76.00; 5x24-in., \$85.35; 6x20-in., \$96.70; 6x24-in., \$112.70.	
DOUBLE WASH SINK COOKS—H1645, P6500, \$7.35; P6501, \$8.00; H1640, P6502, \$8.85; H1635, P6503, \$10.00; P6504, \$10.00.	
CHICAGO FAUCET DRINKING FOUNTAINS—B7000, Wall Fountain with Trays, \$17.75; B7500, Self Closing Sink Bubbler, \$6.75; B7600, Self Closing Sink Bubbler, \$4.75; B7800, Self Closing Swinging Sink Bubbler, \$10.85; B8000, Self Closing Swinging Basin Bubbler, \$4.00; B8100, Self Closing Basin Bubbler, \$6.35; B8200, Self Closing Basin Bubbler, \$14.00; B8300, Self Closing Swinging Basin Bubbler, \$11.75; B8700, Nozzle 1/2-in. I. P., \$1.20.	
GLAUBER DRINKING FOUNTAINS—H503A, \$8.00; H504E, \$7.55; H510A, \$8.55; H510B, \$8.55.	
MUELLER DRINKING FOUNTAINS—E3728, \$8.70; E3729, \$10.65.	
RUBBER MATS—P6990, for Interchangeable Drain Board—18x18-in., \$3.50; 18x24-in., \$4.50; 20x18-in., \$3.70; 20x24-in., \$4.70; 22x18-in., \$4.00; 22x24-in., \$5.35.	
P6991, P6706-7, P6715-16, P6730-31—20x24-in., \$3.70; 20x30-in., \$4.35; 22x26-in., \$5.35.	
P6710—20x30-in., \$4.35; 22x22-in., \$4.70; 22x26-in., \$4.70.	
P6730-31, P6230-31—20x30-in., \$4.35; 22x26-in., \$5.35.	
P6814—22x26-in., \$4.00.	
P6815-16—20x24-in., \$3.70; 20x30-in., \$4.35; 22x30-in., \$4.50; 22x26-in., \$5.35.	
P6817-18, P6823-25, P6826-27—20x30-in., \$3.50.	
ADJUSTABLE SINK LEGS—P6992—Type "A"—Painted, \$2.65 each; enameled, \$4.00.	
Type "B"—Painted, \$3.50 each; Enameled, \$5.35.	
The Adjustable Sink Leg has an adjustment of 6 inches, making it possible to set the Sink at any height ranging from 30 to 36 inches from floor to top of rim.	
SINK BACKS—K1176, C780, P7010—20-in., \$5.00; 24-in., \$6.35; 30-in., \$6.70; 36-in., \$10.35; 40-in., \$12.85; 42-in., \$12.70; 48-in., \$16.35.	
END PIECES—K1182, P7012—18-in., \$5.70; 30-in., \$6.30; 32-in., \$6.90.	
FLAT RIM SINKS—K1160, C725, P7020, with Nickel Plated Duplex Strainer—12x18-in., \$7.75; 14x30-in., \$8.35; 16x24-in., \$8.35; 18x24-in., \$8.80; 18x30-in., \$8.80; 18x36-in., \$14.40; 20x24-in., \$9.35; 20x30-in., \$9.35; 20x36-in., \$15.70; 22x36-in., \$16.35; 20x40-in., \$20.00; 24x48-in., \$26.70.	
STEEL SINKS—New Era Galvanized—16x24-in., \$5.30; 18x30-in., \$6.90; 18x36-in., \$7.80; 20x30-in., \$7.80; 20x36-in., \$9.30; 20x40-in., \$10.70.	
New Era, Painted—16x24-in., \$4.40; 18x30-in., \$5.60; 18x36-in., \$6.70; 20x30-in., \$6.40; 20x36-in., \$8.00; 20x40-in., \$9.35.	
GREASE TRAPS—No. 27 Wade—5-gal., 10x12-in., \$58.40; 10-gal., 12 1/2x14-in., \$98.40.	
SLOP SINKS—(Less Fittings)—K1200, C750, P7300—16x20-in., \$36.00; 18x22-in., \$42.00; 20x22-in., \$44.00; 20x24-in., \$46.70.	
K1212, P7235—16x20-in., \$34.00; 18x22-in., \$40.00; 20x22-in., \$42.00; 20x24-in., \$44.70.	
K1230, C670, P7274—Enameled inside, with 2-in. outlet and N. P. Duplex Strainer—16x16x10-in., \$10.70; 16x16x12-in., \$12.40; 20x14x12-in., \$12.40; 20x16x12-in., \$14.00; 22x20x12-in., \$18.00; 24x18x12-in., \$16.35; 24x20x12-in., \$17.70; 30x20x12-in., \$28.00; 36x20x12-in., \$31.70.	
SLOP SINK TRAPS—P7280 to P7295—Enameled inside, \$12.00; Enameled all over, \$15.00.	
SEWER PIPE	
VITRIFIED SEWER PIPE—3-inch, 22c per foot; 4-inch, 27c; 6-inch, 38c; 8-inch, 52c; 10-inch, 75c.	
BRANCHES AND CURVES—3-inch, 85c each; 4-inch, \$1.10; 6-inch, \$1.50; 8-inch, \$2.15; 10-inch, \$3.00.	
TRAPS—3-inch, \$2.15 each; 4-inch, \$2.70; 6-inch, \$3.75; 8-inch, \$6.40; 10-inch, \$8.95.	
TRAYS AND ENAMELED URINALS	
LAUNDRY TRAYS—Less Fittings—K1248, P7300, \$102.70.	
For additional hardwood Wringer Holder between sections, add \$4.00.	
K1250, P7320—1-Section, \$57.35; 2-Section, \$106.70; 3-Section, \$153.35.	
P7338—1-Section, \$58.35; 2-Section, \$97.35; 3-Section, \$145.85. Without Wringer Holders, deduct \$4.00 each.	
K1268, C680, P7350—1-Section, \$24.35; 2-Section, \$48.70; 3-Section, \$73.00.	
For Wood Covers, each section, add \$6.70.	
For N. P. Union Strips, add \$3.35 each.	

BUSINESS OPPORTUNITIES

Announcements in this department will be inserted at the rate of five cents a word, including address, with a minimum charge of \$1.00; payable in advance. Copy should reach this office not later than the tenth of the month to secure insertion the following issue.

TO EXCHANGE

480-acre improved farm, four miles out; all good farm land; to exchange for hardware. Box 45, Levant, Kansas.

WANTED

Salesman to represent San Francisco jobbing house selling stoves, refrigerators and general line of household goods. Must be acquainted with trade in San Joaquin Valley and have road experience. All applications treated strictly confidential. Address Box 827, HARDWARE WORLD, San Francisco.

WANTED

MANUFACTURERS desiring responsible and efficient organization to represent them in New Jersey, Eastern Pennsylvania, South Eastern New York and Connecticut on commission basis will be interested in our unusual facilities for marketing house furnishing hardware and furniture specialties. World Mds. Co., Specialty Division, 536 Broadway, New York City.

HARDWARE AND SPECIALTY LINES WANTED

I am opening an office in Minneapolis to act as manufacturers' representative for building materials and hardware specialties; would like to get in touch with manufacturers of a cheap line and also a quality line of butts, trimmings, locks, etc. Have been representing one of the largest manufacturers of bathroom accessories and have best of references and accounts in Minnesota, Iowa, Missouri, Nebraska, Colorado and Wyoming. Address Minnesota, care HARDWARE WORLD.

WANTED

Wanted: to hear from owner of good hardware store for sale. State cash price, particulars. D.F. Bush, Minneapolis, Minn.

SALESMEN ATTENTION

We offer you a rare opportunity to sell linoleum, felt base and rug border to the hardware trade on a liberal commission basis. If interested, advise at once. Address Hudson Carpet Mills, Inc., 160 Fifth Avenue, New York.

WANTED

Am in the market for retail hardware stock in the Intermountain region or Pacific Coast. Send full particulars. Address P. C. G., care HARDWARE WORLD, San Francisco.

FOR SALE

Hardware business in Skagit Valley, in town of 800 population; good dairy and lumbering community. Will invoice about \$2500. Will sell or lease store building. Address Alfred Hanson, Lyman, Wash.

AN A-1 OPPORTUNITY

An opportunity to participate in an old and well established manufacturing business of fishing tackle is offered to a young man of energy and initiative. The business has been long established, having a splendid clientele of customers among wholesale and retail trade throughout entire country; can be materially enlarged and developed. Full information will be given to anyone who is willing to make a small investment and assist the present owner in enlarging the business.

Address Fishing Tackle, care HARDWARE WORLD.

SALESMEN to sell wholesale hardware, drugs, grocers and woodenware are general merchandise jobbers. Bouquet-Brownson Co., St. Paul, Minn. (tf)

SALESMEN WANTED

Commission salesmen calling on retail hardware dealers—we have good specialty; carry as a side line. Write Bouquet-Brownson Co., St. Paul, Minnesota. (tf)

SPECIALTY LINES WANTED

Wanted: exclusive sales agency for good specialty line by manufacturers' agents calling on hardware trade covering California. Address Box 99, HARDWARE WORLD.

POSITION WANTED

Buyer and manager housefurnishing and hardware department wishes to make a change; would like to make connections with a wholesale house or large department store on Pacific Coast; now employed by one of the largest wholesale houses on the Coast; can give A-1 references. Address HARDWARE WORLD, L. L.

TO SELL

I wish to sell or trade interest in old established wholesale and retail hardware store in Richmond, Virginia, which amounts to about \$10,000. On trade would prefer hardware retail stock located in Rocky Mountain Country or on Pacific Coast. Address P. C. G., care HARDWARE WORLD, San Francisco.

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

Blank Rim Fire—Semi-Smkls Smkls

22 Short20 ...

32 Short40 ...

Blank, Center Fire—

32 S & W65 ...

38 S & W85 ...

38 Long Colt 1.85 ...

44 W O F 1.80 ...

Shot, Rim Fire—

22 Long60 .70

32 Long 1.20 ...

Shot, Center Fire—

32 S & W 1.10 ...

32 W O F 1.55 ...

38 S & W 1.80 ...

38 W O F 1.80 ...

44 X L 1.90 2.35

44 Game Getter 1.80 2.15

Rim Fire, Ball—

BB Caps35 .35

CB Caps45 .45

22 Short25 .35

22 Short H P30 .35

22 Long35 .40

22 Long H F40 .45

22 Long Rifle85 .40

22 Long Rifle H P40 .50

22 W R F55 .60

22 W R F H P60 .65

22 Win Auto60 .60

22 Win Auto, H P65

25 Short Stevens60 ...

25 Stevens85 ...

32 Short60 ...

32 Long70 ...

38 Short 1.00 ...

38 Long 1.20 ...

41 Short 1.00 ...

Center Fire Pistol—

22 Win SS 1.25 1.75

25 Colts Auto 1.60

25-20 Single Shot 1.70 2.00

25-20 Win 1.55 1.90

25-20 Win HV 2.30

7.68 MM-Mausner 2.75

7.65 MM-Mausner 2.75

9 MM-Luger 2.80

32 Colts Auto 1.75

32 Colt's Short 1.05 1.15

32 Colts Long 1.15 1.30

32 Colts Police Positive 1.15 1.30

32 S & W 1.05 1.15

32 S & W Long 1.15 1.30

32-20 Marlin 1.55 1.90

32 Winchester 1.55 1.90

32-20 Win HV 2.30

35 S & W Auto 1.90

38 Colts Auto 2.50

38 Colts Short 1.30 1.50

38 Colts Long 1.40 1.60

38 Colts Police Positive 1.40 1.60

38 S & W 1.40 1.60

38 S & W Special 1.60 1.80

38 Winchester 1.85 2.30

41 Colts Short DA 1.60 1.80

41 Colts Long DA 1.85 2.10

44 Bull Dog 1.55 ...

44 S & W Amer. 2.00 2.30

44 S & W Rus. 2.10 2.30

44 S & W Special 2.15 2.35

44 Webley 1.75 ...

44 Winchester 1.85 2.30

45 Colts 2.35 2.60

45 Colts Auto 2.85

Center Fire Military and Sporting—

22 Savage 1.60

250-3000 Savage 1.75

25-25 Winchester 1.40

25-25 Short Range 1.40

25-25 Marlin 1.50

25 Remington Rimless 1.40

6 MM U S N 2.30

7 MM Spanish Mausner 2.30

7.65 MM Bel Mausner 2.30

8 MM Mausner 2.30

9 MM Mausner 2.50

30-30 Winchester 1.60

30 Remington Rimless 1.60

30 Government Rimless 2.30

303 Savage 1.60

32 Remington Rimless 1.60

32-40 Winchester 1.15 1.35

32-40 Winchester HV 1.75

32 Winchester Slt Ldg. 3.10

32 Winchester Special 1.60

32 Winchester 2.30

35 Winchester Rimless 1.75

35 Winchester 2.50

35 Winchester Slt Ldg. 3.15

351 Winchester Slt Ldg. 3.35

38-55 Winchester Lead 1.50 1.70

38-55 Winchester HV 2.00

38-55 Winchester 1.60 1.80

40-60 Marlin 1.60

40-60 Winchester 1.50

40-65 Winchester 1.60 1.80

40-70 Winchester 1.65

40-72 Winchester 1.60 1.95

40-82 Winchester 1.65

401 Winchester Auto 1.80

405 Winchester 2.75

45-60 Winchester 1.60

45-70-405 Government 1.60 1.85

45-75 Winchester 1.60

45-90 Winchester 1.65 1.95

SHELLS, LOADED—

MEDIUM GRADE—

BULK—SMOKELESS.

12 8 dra. x 1 oz., 24 gra. x 1

os., drop shot.....\$1.30

8 dra. x 1 1/4 oz., 24 gra. x

1 1/4 oz. drop shot..... 1.25

8 1/4 dra. x 1 1/4 oz., 26 gra.

x 1 1/4 oz., drop shot..... 1.25

8 1/4 dra. x 1 1/4 oz., BB shot,

drop shot..... 1.35

8 1/4 dra. x Buck shot, drop

shot..... 1.35

16 2 1/2 dra. x 1/2 oz., 22 gra. x

1/2 oz., drop shot..... 1.15

2 1/2 dra. x 1/2 oz., BB shot,

drop shot..... 1.25

20 2 1/4 dra. x 1/2 oz., 16 gra., x

1/2 oz., drop shot..... 1.15

HIGH GRADE SMOKELESS

12 3 1/4 dra. x 1 1/4 oz., 26 gra. x

1 1/4 oz., chilled shot..... 1.40

8 1/4 dra. x 1 1/4 oz., 28 gra. x

1 1/4 oz., chilled shot..... 1.45

16 2 1/2 dra. x 1/2 oz., 22 gra. x

1/2 oz., chilled shot..... 1.30

20 2 1/4 dra. x 1/2 oz., chilled

shot..... 1.25

2 1/4 dra. x 1/2 oz., chilled shot..... 1.35

Trap Loads—

12 8 dra. x 1 1/4 oz., 7 1/2 chilled 1.35

8 1/4 dra. x 1 1/4 oz., 7 1/2 chilled 1.40

Black Powder—Loads—

12 3 1/4 dra. x 1 1/4 oz., drop shot 1.05

Caps and Primers—

Percussion30

Musket Caps35

Primers, 100 in box..... .35

Primers, 250 in box..... .30

Empty Paper Shells—Black pow.—

12, 16, 20 Ga., per 100..... 1.50

10 Ga., per 100..... 1.65

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100 .. 1.30

10 Ga. per 100..... 2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga..... 2.30

10 Ga. per 100..... 2.40

Empty Brass Shells—

Best Qual. 12, 16, 20

28, Box 25 2.75

2nd Qual. 12, 16, 20

28, box 25 2.10

Wads—

Cardboard, box 250..... .20

Black Edge, Rog., box

25050

Black Edge, 1/4 in., 125

in box40

Black Edge, 1/4 in., 250

in box30

ADZES—Unhanded—Carpenters, Hunt's, \$2.25 each. Railroad, American, \$1.75. Ship, Hunt's Plain, \$2.75; Hunt's Lipped, \$3.50.

ALUMINUM WARE, CAST—

Griddles—

Size 7 2.65

Size 8 3.00

Size 9 3.50

Size 10 3.25

Size 12 3.75

Kettles, Berlin—

2 1/4 qts. 4.50

4 qts. 5.25

5 qts. 6.25

6 qts. 6.50

Kettles, Maslin—

4 qts. 4.00

6 qts. 4.50

8 qts. 6.00

12 qts. 8.25

Kettles, Tea—

Size 6 5.50

Size 7 5.75

Size 8 6.25

Pans, Lipped Sauce—

2 qts. 3.65

3 qts. 4.00

4 qts. 4.50

Skillets—

Size 6 2.75

Size 7 2.85

Size 8 3.15

Size 9 3.65

Spoons, Basting—

15-inch30

Spoons, Mixing—

13-inch30

Waffle Moulds—

Size 7, Low 4.00

Size 8, Low 4.00

Size 7, Deep 4.00

Size 8, Deep 4.50

ALUMINUM WARE, PRESSED—

Boilers, Rice—

1 1/4 quart 1.65

3 quart 2.35

Cups—

Collapsible15

Measuring25

Covers, Pot—

7 1/4 inch25

8 1/4 inch25

9 1/4 inch25

10 1/4 inch35

11 1/4 inch40

Kettles, Convex—

2 quart 1.00

4 quart 1.50

6 quart 1.90

8 quart 1.25

10 quart 2.50

Kettles, Preserving—

3 quart 1.10

6 quart 1.60

10 quart 2.10

14 quart 2.75

Kettles, Tea—

5 quart 2.50

6 quart 3.00

8 quart 3.25

Ladies—

1/2 pint2

RETAIL SELLING PRICES—Continued.

EL AN GE OR ROYAL ENAMEL WARE

Biggins, Coffee	40	.....	.35	Ladles, Deep	34	.....	.50	Plates, Deep Pie			
0	.....	.80		100	.....	.35		39	.....	.25	
00	.....	1.00		120	.....	.30		40	.....	.30	
020	.....	1.25		111	.....	.30		Plates, Shallow Pie			
080	.....	1.45			.....			27	.....	.25	
Boilers, Coffee	10	.....	.45	02	.....	.30		30	.....	.40	
60	.....	1.15		04	.....	.50		Plates, Dinner			
80	.....	1.50		06	.....	.95		20	.....	.40	
100	.....	2.50		11	.....	.65		Pots, Fireless Cooker			
Boilers, Rice	10	.....	.35	2	.....	1.50		1450	.....	1.90	
14	.....	1.00		40	.....	2.00		1850	.....	2.75	
18	.....	1.25			.....			Pots, Coffee			
22	.....	1.65		110	.....	1.15		2 1/2	.....	.50	
26	.....	2.25		114	.....	1.60		5	.....	.60	
Bowls, Wash	50	.....	.80		.....			25	.....	.75	
26	.....	.40		1	.....	8.00		45	.....	.95	
80	.....	.50		2	.....	2.40		Pots, Tea			
84	.....	.65		11	.....	.40		00	.....	.50	
Buckets, Covered	10	.....	.50	13	.....	.55		0	.....	.65	
21	.....	.40		9	.....	.35		20	.....	.80	
22	.....	.60		10, 60, 70	.....	.40		011	.....	.60	
26	.....	.90		200	.....	.45		101	.....	.90	
28	.....	1.15			.....			102	.....	1.00	
28	.....	1.75		706	.....	.60		Pots, Straight Sauce			
32	.....	.50		709	.....	.80		018	.....	.95	
150	.....	.70		712	.....	1.05		022	.....	1.25	
850	.....	.80			.....			026	.....	1.85	
450	.....	1.00		406	.....	.60		030	.....	2.85	
650	.....	1.45		412	.....	1.00		Pots, Soup Stock			
850	.....	1.65			.....			318	.....	9.75	
1050	.....	1.95		Pans, Deep Pudding	15	.....	1.85	386	.....	12.75	
1250	.....	2.75		50	.....	.80		218	.....	7.50	
Buckets, Dinner	14	.....	.45	150	.....	.40		236	.....	11.25	
110	.....	2.00		800	.....	.50		Roasters			
112	.....	2.35		800	.....	.60		150	.....	2.90	
118	.....	2.75		800	.....	.80		180	.....	2.50	
502	.....	1.65		1000	.....	.90		Skimmers, Flat			
508	.....	1.85			.....			12	.....	.35	
Chambers	1	.....	.50	15	.....	1.85		Spoons, Basting			
2	.....	.75		80	.....	1.10		10	.....	.30	
3	.....	1.00		140	.....	1.50		14	.....	.25	
Chamber Covers	10	.....	.35	210	.....	2.00		18	.....	.35	
80	.....	.35		300	.....	2.90		Steamers			
80	.....	.40		400	.....	4.40		7	.....	1.50	
Colanders	1	.....	.65		.....			8	.....	1.75	
3	.....	.95		08	.....	1.05		Steepers, Tea			
104	.....	.50		014	.....	1.85		3	.....	.70	
306	.....	.70		017	.....	1.60		Tubs, Oval Foot			
Cups	3 Mug)	.....	.35		.....			0	.....	1.50	
6	.....	.35		Pans, Lipped Fry	80	.....	.80	2	.....	2.00	
8	.....	.30		82	.....	.40		4	.....	3.35	
9, 10, 11, 25	.....	.25			.....			Turners, Cake			

ALUMINUM WARE, PRESSED—Continued.

10 1/2 inch	.....	2.75	Pans, Convex Sauce—				
Pans, Milk—			1 quart	.....	.65		
6 quart	.....	1.40	3 quart	.....	1.25		
Pans, Pie—			6 quart	.....	1.85		
9 1/2 inch	.....	.40	Pots, Fireless Cooker—				
Pans, Pudding—			4 quart	.....	1.35		
1 quart	.....	.45	6 quart	.....	1.60		
2 quart	.....	.60	8 quart	.....	2.00		
4 quart	.....	.90					
ANCHORS—Screws per 100, 3-16, \$4.15; 1/4, \$6.25.							
Sebeco, 3-16x1/2 in., 1/4 in., 1 in., \$5.00 per hundred list;							
1/4x1/2 in., 1/4 in., 1 in., \$5.60 per hundred net.							
ANVILS—Vulcan No. 2, 20-lb., \$7.50; No. 3, 30-lb., \$8.50; No.							
4, 40-lb., \$10.00; No. 5, 50-lb., \$11.50; No. 6, 60-lb., \$13.00;							
No. 7, 70-lb., \$14.50; No. 8, 80-lb., \$15.50.							
Columbian—30 to 425 lbs., \$2c per lb.; 70 to 70 lbs., 32 1/2							
lb.; 60 to 69 lbs., 33c lb.; 50 to 59 lbs., 34c lb. With Oil							
Horn, 2c per lb. extra.							
ANTIMONY—Slab, 25c lb.							
APRONS—Carpenters—California Leg, \$2.25; No. 12 Long							
Brown, \$1.75; No. 2 Short Brown, 75c.							
AUGERS—Carpenters Nut—1/4 in., \$1.00; 1/2 in., \$1.00; 3/4 in.,							
\$1.15; 1 in., \$1.85; 1 1/2 in., \$1.60; 1 3/4 in., \$2.00; 2 in.,							
\$2.75; 2 1/2 in., \$3.00; 3 in., \$3.50; 3 1/2 in., \$6.25; 4 in.,							
\$10.50.							
AUGERS—Carpenters' Nut—							
Snell's Ship—							
Size	.....	1/4	1/2	3/4	1	1 1/4	
Each	.....	\$1.15	\$1.15	\$1.30	\$1.50	\$2.25	
Size	.....	1 1/4	1 1/2	1 3/4	2	2 1/4	
Each	.....	\$3.00	\$3.40	\$3.85	\$6.75	\$11.75	
16ths	.....	8-10	11-12	13	14	15	
With Screw	.....	\$1.85	\$1.45	\$1.60	\$1.65	\$1.80	
No Screw	.....	1.60	1.75	1.90	1.95	2.10	
16ths	.....	17	18	19	20	21	
With Screw	.....	\$1.90	\$1.95	\$2.10	\$2.15	\$2.45	
No Screw	.....	2.85	2.40	2.50	2.55	3.00	
16ths	.....	23	24	25	26	27	
With Screw	.....	\$2.25	\$2.30	\$2.60	\$2.65	\$4.35	
No Screw	.....	3.75	3.85	4.35	4.40	5.15	
16ths	.....	29	30	31	32		
With Screw	.....	\$5.10	\$5.15	\$6.00	\$6.10		
No Screw	.....	6.10	6.15	7.25	7.35		

AUGERS—Post Hole—Iwan, 6-inch, \$3.00 each; 7-inch, \$3.25; 8-inch, \$3.25. Vaughan's, 4 to 8-inch, \$2.50.

ASBESTOS—

Mill board, 20c lb.; cut, 30c lb.
Paper, 20c lb.; cut, 25c lb.
Wicking, 1/4-lb. balls, 35c each.
Wicking, 1-lb. lots, 75c.
Cement, per sack, \$7.50; per lb. 9c.

AXES—Plumbers' Hunter's handled, 12 oz., \$1.50; 1 lb., \$1.65; 1 1/2 lb., \$1.75.

Boy Scout—Handled with sheath, \$2.25; without sheath, \$2.00; sheaths, 85c.

Double Bit—Handled, \$3.75; unhandled, \$2.75.
Single Bit—Handled, warranted, \$3.00; second grade, \$2.75; unhandled, \$2.00.

Marble's Pocket—No. 2, \$3.25; No. 3, \$3.50; No. 5, \$3.00; No. 6, \$2.25.

BAGS—WATER—

Closed Top—	Sanitary Top—
1-gal. 1.15	1-gal. 1.25
2-gal. 1.35	2-gal. 1.50
3 1/2-gal. 2.10	3 1/2-gal. 2.25
5-gal. 2.65	5-gal. 2.85

BABBITT—Frictionless, 50c lb.; Magnolia, 50c lb.; No. 4, 9c lb.; No. 3, 12c lb.; No. B, 20c lb.; No. A (genuine), 70c lb.; XXXX Nickeled, 75c lb.

BARS, CROW—Pinch Point, Wedge or Lining, 18c lb. Claw, 25-in., 15c lb.; 30-lb., 15c lb. Ripping or Wrecking, 1/2x12-in., 25c each; 1/2x20-in., 35c; 1/2x24-in., 40c; 1/2x24-in., 45c; 1/2x30-in., 50c.

BATTERIES—Dry Cell—Columbia, Ever Ready, Red Seal, Red Devil or Red Label, etc., Nos. 6 and 68, 50c each. Hotshot Multiple, 4 cell, \$2.75; 5 cell, \$3.00; 6 cell, \$3.50. See also Sparkers.

BEDS—AUTO—B-1 Red Seal Auto Bed, \$29.45; O-5 Red Seal Bed, Tent and Dust Bags, \$50.00.

BELLS—Alarm—House, 85c each. Call, steel, iron base, 30c each; Call, bell metal, bronze base, \$1.40; Gong, gold bronzed steel, 90c; Gong, polished bell metal, 5-inch, \$1.35 each; 6-inch, \$2.00; 7-inch, \$2.75; 8-inch, \$4.00; 10-inch, \$6.50.

RETAIL SELLING PRICES—Continued.

BELLS—Continued—

12-inch, \$10.50; Rotary Door, No. 168. \$1.35; No. 3241, \$1.00.

BELLS—Farm—(100 lb.), \$16.00.

BELLS—Cow—No. 0, \$1.25 each; 1, \$1.00; 2, 80c; 3, 60c; 4, 55c; 5, 50c; 6, 40c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 8-in., Nonpareil, \$1.00.

BELL STRAPS—

Cow—1½ lb., \$1.00; 1½ lb., \$1.25; 1½ lb., \$1.35.

BEVELS—Sliding T—No. 18, 6-in., 80c; 8-in., \$1.10; 10-in., \$1.25. No. 25, 6-in., 60c; 8-in., 70c; 10-in., 75c; 12-in., 80c. No. 1, Odd Jobs, \$1.10.

BIBBS—Compression—(See also Plumbing Prices)—

	½-in.	¾-in.	1-in.	1-in.
Plain—Rough brass .....	.85	1.15	1.50	....
Finished brass	1.10	1.35	1.75	3.25
Nickel plated	1.25	1.50	2.00	3.50
Hose—Rough brass	1.00	1.25	1.50	7.00
Finished brass	1.25	1.50	2.00	3.50
Nickel plated	1.40	1.75	2.25	....

BITS—Auger—

13ths	Jen's Pat'n	R. J.	Irwin	Jen. Car	Wood
3.....	.40	.75	.40	....	.25
4.....	.40	.65	.40	1.00	.25
5.....	.40	.65	.40	1.00	.30
6.....	.40	.65	.40	1.00	.30
7.....	.40	.65	.40	1.00	.35
8.....	.40	.65	.45	1.00	.35
9.....	.40	.75	.50	1.10	.35
10.....	.40	.75	.55	1.25	.40
11.....	.45	.90	.65	1.85	.45
12.....	.45	.90	.65	1.50	.45
13.....	.55	1.05	.75	1.65	.50
14.....	.55	1.05	.75	1.75	.55
15.....	.65	1.20	.85	1.85	.60
16.....	.65	1.20	.85	2.00	.65
17.....	....	1.50	1.00	....	.70
18.....	.75	1.50	1.00	....	.75
20.....	.90	1.75	1.10	....	.80
22.....	....	1.70	1.25	....	.85
24.....	....	1.80	1.85	....	1.10

Bits in Sets—Common, 6 bits, \$3.25; 8 bits, \$4.00; 13 bits, \$6.50. R. J., 13 bits, \$11.00. Irwin, 13 bits, \$8.50; 8 bits, \$5.00.

Ship Auger Car Bits same prices as Ship Augers.

Expansive—Clark's small, \$2.00; large, \$2.75; Steers, small, \$3.00; large, \$3.75.

Expansive Bit Cutters—Clark's No. 1, 85c; No. 2, 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 60c; No. 2, 60c; No. 3, 65c; No. 4, 70c.

BIT HOLDERS—Extension—

Millers Falls, No. 8—		Stanley, No. 1—	
12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.35
21	2.35	....	....
24	2.50	12	2.00
Millers Falls, No. 6—		16	2.15
12	1.75	18	2.25
15	1.75	24	2.35

BLOCKS—Tackle—

	3-in.	4-in.	5-in.	6-in.	8-in.	10-in.
Wood—						
Single, Plain Bushed..	.75	.90	1.00	1.20	2.00	3.30
Double, Plain Bushed..	1.35	1.65	1.85	2.15	3.50	5.50
Single Roller Bushed..	1.20	1.35	1.85	1.60	2.75	4.25
Double Roller Bushed..	2.15	2.40	2.55	3.10	5.10	7.50
Triple Roller Bushed..	....	3.50	3.75	4.75	5.50	10.50
Snatch Roller Bushed..	....	....	....	4.75	6.75	10.00
Steel—						
Single, Plain Bushed..	.70	.85	.90	1.15	1.80	3.00
Double, Plain Bushed..	1.85	1.65	1.80	2.00	3.15	5.00
Triple, Plain Bushed..	1.80	2.15	2.25	3.00	4.65	6.90
Single Roller Bushed..	....	1.65	....	2.25	5.50	8.75
Double Roller Bushed..	....	3.80	....	4.10	10.00	15.00
Triple Roller Bushed..	....	4.65	....	5.75	14.25	20.00
Snatch, Plain Bushed..	....	....	....	4.10	6.00	8.75
Snatch, Roller Bushed..	....	....	....	7.00	9.75	15.25

BLOWERS—

No. 400 Champion, without Tyre Irons, \$40.00; No. 400 Champion, complete, \$42.50.
No. 40 Lancaster, complete, \$31.50.
Royal H. without Tyre Irons, \$46.00; complete, \$48.50.
No. 300 Buffalo, complete—13-in., \$44.00; 14-in., \$50.00.
No. 700 Climax—13-in., complete, \$38.00.

BOARDS, IRONING—Rid-Jid, with Table, no Sleeve—No. 1, \$4.50; No. 2, \$4.00.

Stanwell—No. 1, \$2.25; No. 2, \$2.00.
Without Table (skirt boards)—4-foot, \$1.00 each; 5-foot, \$1.50; 5½-foot, \$1.75; 6-foot, \$2.00.

BOARDS, WASH—(See Washboards).

BOLTS—Common Carriage—

	3-16 & ¼"	5-16"	¾"	7-16"	1"
10 100	10 100	10 100	10 100	10 100	10 100
1 ½ .....	.15 .85	.15 1.15	.20 1.55	.35 2.00	.35 2.80
2 .....	.15 .85	.15 1.25	.25 1.70	.35 2.15	.35 2.90
2 ½ .....	.15 1.00	.20 1.85	.25 1.85	.30 2.35	.35 2.90
3 .....	.15 1.10	.20 1.45	.25 2.00	.30 2.55	.40 3.20
3 ½ .....	.15 1.15	.20 1.55	.25 2.05	.35 2.70	.45 3.45
4 .....	.15 1.25	.20 1.65	.30 2.25	.35 2.90	.45 3.75
4 ½ .....	.20 1.35	.25 1.75	.30 2.35	.40 3.05	.50 3.95
5 .....	.20 1.40	.25 1.85	.30 2.50	.40 3.25	.55 4.30
5 ½ .....	.20 1.50	.25 1.95	.35 2.65	.45 3.45	.55 4.45
6 .....	.20 1.55	.25 2.05	.35 2.75	.45 3.60	.60 4.70
6 ½ .....	.25 1.80	.30 2.35	.40 3.15	.50 3.80	.65 4.95
7 .....	.25 1.90	.30 2.45	.40 3.30	.50 3.95	.65 5.15
8 .....	.30 2.10	.35 2.65	.45 3.60	.55 4.35	.70 5.75
9 .....	....	.35 2.90	.50 3.90	.60 4.70	.80 6.20
10 .....	....	.40 3.10	.55 4.20	.65 5.05	.85 6.70
11 .....	....	....	.55 4.45	.70 5.40	.90 7.30
12 .....	....	....	.60 4.75	.75 5.75	1.00 7.75
14 .....	....	....	....	....	1.10 8.75
16 .....	....	....	....	....	1.20 9.75
18 .....	....	....	....	....	1.80 10.75
20 .....	....	....	....	....	1.50 11.75

BOLTS—Expansion—(See SHIELDS).

BOLTS—Stove—

	¾, 5-32"	3-16"	¾"	5-16"	1"
1 ½ .....	.10 .45	.10 .45	....	....	....
2 .....	.10 .45	.10 .45	.10 .60	....	....
2 ½ .....	.10 .45	.10 .45	.10 .60	....	....
3 .....	.10 .45	.10 .45	.10 .60	....	....
3 ½ .....	.10 .45	.10 .45	.10 .65	....	....
4 .....	.10 .45	.10 .45	.10 .65	.15 .95	.20 1.40
4 ½ .....	.10 .50	.10 .50	.10 .70	.15 1.00	.20 1.45
5 .....	.10 .55	.10 .55	.15 .75	.15 1.05	.25 1.55
5 ½ .....	.10 .60	.10 .60	.15 .80	.20 1.10	.25 1.60
6 .....	.10 .60	.10 .60	.15 .80	.20 1.15	.25 1.70
6 ½ .....	....	.10 .65	.15 .85	.25 1.30	.30 1.80
7 .....	....	.10 .65	.15 .90	.25 1.35	.30 1.90
7 ½ .....	....	.15 .75	.15 1.00	.25 1.85	.30 2.10
8 .....	....	.15 .85	.20 1.10	.25 1.50	.35 2.30
8 ½ .....	....	.15 1.00	.20 1.20	.35 1.65	.40 2.50

BOLTS—Machine, Square Head and Nut—

	¾"	5-16"	¾"	7-16"
1-1 ½ ..	.15 1.15	.15 1.85	.30 1.65	.25 2.10
1 .....	.15 1.20	.15 1.45	.30 1.70	.25 2.25
2 ½ .....	.15 1.25	.20 1.50	.30 1.85	.30 2.45
3 .....	.15 1.35	.20 1.60	.35 1.95	.30 2.55
3 ½ .....	.20 1.40	.20 1.70	.35 2.05	.35 2.70
4 .....	.20 1.45	.20 1.75	.35 2.15	.35 2.85
4 ½ .....	.20 1.65	.25 2.05	.30 2.60	.35 3.00
5 .....	.20 1.70	.25 2.15	.30 2.65	.35 3.15
5 ½ .....	.20 1.75	.25 2.20	.35 2.80	.40 3.30
6 .....	.25 1.85	.30 2.30	.35 2.85	.40 3.45
6 ½ .....	.25 1.90	.30 2.40	.35 3.00	.45 3.60
7 .....	.25 1.95	.30 2.50	.35 3.10	.45 3.75
8 .....	.25 2.05	.35 2.70	.40 3.40	.50 4.05
9 .....	.25 2.20	.35 2.85	.45 3.60	.50 4.25
10 .....	.30 2.30	.35 3.05	.45 3.85	.55 4.65
11 .....	.30 2.40	.40 3.25	.50 4.10	.60 4.95
12 .....	.30 2.55	.40 3.40	.50 4.35	.60 5.25

	¾"	5-16"	¾"	7-16"
1-1 ½ ..	.85 2.70	.45 3.90	.70 5.80	.90 7.90
2 .....	.35 2.90	.50 4.20	.75 6.20	.95 8.40
2 ½ .....	.35 3.10	.55 4.50	.80 6.60	1.05 8.95
3 .....	.40 3.30	.55 4.75	.80 7.00	1.10 9.45
3 ½ .....	.40 3.50	.60 5.05	.85 7.45	1.15 10.00
4 .....	.45 3.70	.60 5.35	.90 7.85	1.20 10.50
4 ½ .....	.45 3.90	.65 5.65	.95 8.25	1.25 11.05
5 .....	.50 4.10	.70 5.90	1.00 8.65	1.30 11.55
5 ½ .....	.50 4.30	.75 6.20	1.05 9.10	1.40 12.10
6 .....	.50 4.45	.75 6.50	1.10 9.50	1.50 12.60
6 ½ .....	.55 4.65	.80 6.75	1.15 9.90	1.55 13.15
7 .....	.60 4.85	.80 7.05	1.20 10.30	1.60 13.65
8 .....	.60 5.25	.90 7.60	1.30 11.15	1.70 14.70
9 .....	.65 5.65	.95 8.25	1.40 12.00	1.95 15.75
10 .....	.70 6.00	1.00 8.75	1.50 12.75	1.95 16.80
11 .....	.75 6.40	1.05 9.30	1.55 13.60	2.05 17.85
12 .....	.80 6.80	1.15 9.90	1.65 14.40	2.15 18.90
13 .....	.85 7.35	1.20 10.45	1.75 15.25	2.30 19.95
14 .....	.90 7.55	1.25 11.00	1.85 16.10	2.45 21.00
15 .....	.95 7.95	1.30 11.60	1.95 16.90	2.55 22.05
16 .....	.95 8.35	1.40 12.15	2.00 17.75	2.65 23.10
17	1.00 8.75	1.50 12.75	2.10 18.55	2.80 24.15
18	1.05 9.15	1.55 13.35	2.20 19.40	2.90 25.20
19	1.10 9.50	1.60 13.90	2.35 20.35	3.00 26.25
20	1.15 9.90	1.65 14.45	2.45 21.00	3.15 27.30
21	1.20 10.30	1.75 15.00	2.55 21.85	3.25 28.35
22	1.25 10.70	1.80 15.60	2.65 22.70	3.40 29.40
23	1.30 11.10	1.85 16.15	2.70 23.50	3.50 30.45
24	1.35 11.50	1.90 16.75	2.80 24.35	3.60 31.50
25	1.40 11.85	1.95 17.25	2.90 25.15	3.75 32.55
26	1.45 12.25	2.00 17.85	3.00 26.00	3.85 33.60
27	1.50 12.65	2.10 18.45	3.10 26.80	3.95 34.65
28	1.55 13.10	2.20 19.00	3.15 27.65	4.10 35.70
29	1.60 13.50	2.25 19.60	3.25 28.50	4.20 36.75
30	1.65 13.90	2.35 20.15	3.35 29.35	4.35 37.80

RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Cast Iron, Japanned—	
4-inch	.30
5-inch	.30
6-inch	.35
8-inch	.40
Light Wrought Steel, Jap.—	
2½-inch	.10
3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25

CHAIN—

Cast Iron Japanned—	
6-inch	.40
8-inch	.50
10-inch	.75
Cast Iron, Amber or Bronzed—	
4-inch	.45
6-inch	.60
8-inch	.75
Cast Iron, Ant. Copper or Dull Brass—	
4-inch	.75
6-inch	1.00
8-inch	1.10

OUPBOARD, Japanned—	
3-inch	.75
6-inch	.75
10-inch	1.75

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—	
6	2.50
6Q	8.50
11	1.35
11Q	2.25
14	1.50
14Q	2.50
14½	1.25
15	2.25
15Q	8.25
15½	2.00
Universal—	
21	1.25
22	2.00
71	1.50
72	2.50
81	2.50
82	8.50
91	2.25
92	8.25
592	4.00

Universal—	
21	1.25
22	2.00
71	1.50
72	2.50
81	2.50
82	8.50
91	2.25
92	8.25
592	4.00
Ferrostat—	
504R	10.00
505N	15.00
506L	16.00

BOXES—Mitre—

Goodell—	
1285 36x4	27.75
1805 25x5	80.75
1806 30x5	38.00
Stanley—	
50½	11.50
246	24.50
358	29.00
460	35.00
Acme—	
72	22.50
78	21.50
74	26.00

BRACES—

P. S. & W., No. 7008, \$4.75; each; No. 7010, \$5.00; 7012, \$5.25; 8010B, \$6.00; 8012B, \$6.25; 8014B, \$6.50.	
Stanley, No. 921—8-inch, \$5.00 each; 10-inch, \$5.25; 12-inch, \$5.50; 14-inch, \$5.75. No. 945—8-inch, \$2.75; 10-inch, \$2.85; 12-inch, \$3.00. No. 965—8-inch, \$2.15; 10-inch, \$2.25. No. 966—8-inch, \$1.15; 10-inch, \$1.25.	

BRACKETS—Shelf—

Japanned—	
3x4	.15
4x5	.30
5x7	.30
6x8	.35
7x9	.40
8x10	.45
10x12	.60
12x14	.85

Bulk per lb.	
¾ and ¾-inch	.30
¾ to 1½-inch	.35
1½ to 2-inch	.40

Oupboard, Other Finishes—

8-inch	.75
6-inch	1.00
Flush, T. Head—All Finishes—Cast Brass—	
3-inch	.60
4-inch	.70
6-inch	.90

Wrought Brass—All Finishes—	
3-inch	.85
4-inch	.40
6-inch	.50

FOOT—	
Cast Iron, Japanned—	
6-inch	.40
8-inch	.50
10-inch	.60

Amber or Bronzed—	
6-inch	.55
8-inch	.75
Other Finishes—	
4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Oupboard, Japanned—	
3-inch	.50
6-inch	.80
10-inch	1.85

FILLERS—Thermos and Universal—	
½ pint	1.00
1 Pint	1.00
1 Quart	1.50
LUNCH KITS—	
Thermos—	
392 and 396	2.00
393 and 397	2.75
394 and 398	3.75
Universal—	
310	2.75
320	3.25
410	3.00
510	3.25
4070	5.50
3070	8.75

Thermos—Food Jars, Fillers.	
600	2.75
601	3.25
602	4.25
Thermos—Jugs, Fillers.	
556	9.50
557	10.00
Thermos—Cases—	
104	5.00
104Q	7.00
114	6.50
114Q	10.00
130	6.50
130Q	10.00

75	24.00
Langdon—	
25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	28.00
75	31.25

Stearn's Perfection—	
20	4.50

75	24.00
Langdon—	
25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	28.00
75	31.25

Stearn's Perfection—	
20	4.50

75	24.00
Langdon—	
25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	28.00
75	31.25

Stearn's Perfection—	
20	4.50

75	24.00
Langdon—	
25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	28.00
75	31.25

Stearn's Perfection—	
20	4.50

75	24.00
Langdon—	
25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	28.00
75	31.25

Stearn's Perfection—	
20	4.50

75	24.00
Langdon—	
25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	28.00
75	31.25

Stearn's Perfection—	
20	4.50

75	24.00
Langdon—	
25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	28.00
75	31.25

Stearn's Perfection—	
20	4.50

75	24.00
Langdon—	
25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	28.00
75	31.25

BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, \$1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, \$2.75 each; No. 4, \$3.50 each; No. 8, \$4.50 each; No. 44, \$3.25 each. Cake Maker, No. 1, \$3.50; No. 2, \$4.50.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROILERS, WIRE—No. 216, 15c each; 218, 20c; 220, 25c; 1102, 30c; 1103, 35c; 1104, 40c; 1105, 45c; 1153, 65c; 1154, 70c; 1155, 75c.

BROOMS—House—Economy, 70c each; No. 2, \$1.25; 3, \$1.00. Steel Band, \$1.00.

Push or Street—Bassine, with Handles—14-inch, \$1.15 each; 16-inch, \$1.35; 18-inch, \$1.50; 24-inch, \$2.00; 30-inch, \$2.65. Rattan, with Handles—16x8 inches, \$1.10; 16x10, \$1.25. Wire, no Handles—12x5, \$1.35; 14x5, \$1.85; Handles, 15c each.

Whisk—1B, 25c each; 370, 40c; Pullman, 45c.

BRUSHES—

CASTING—	
No.	Each.
78	78-P
800	Kalsomine
240	Marking
810	Paint
1	151—2½
2	3
3	3½
4	4
5	155—3
6	3½
7	4
8	159—2½
9	3
10	3½
11	4
12	165—3
13	3½
14	4
15	228—3½
16	4
17	4½
18	Roofing
19	401
20	404
21	Sash
22	20—2
23	4
24	6
25	8
26	45
Paint—(Chinese bristles)—	
Grade.	1 2 3 4 5
2½-inch	.35 .70 .80 1.85 3.00
3-inch	.50 .70 .80 1.85 3.00
3½-inch	.65 .85 1.10 2.25 4.25
4-inch	.80 1.10 1.50 2.25 4.25
4½-inch	1.65 . . . 3.25 5.75
Roofing—Knotted—	
8 knots, 14-lb.	2.25
4 knots, 18-lb.	2.65
Sash—Chisel Point—	
¼ x 1½-in.	.20
¾ x 1¼-in.	.25
1 x 2-in.	.35
1 x 2½-in.	.45
Scrub—	
Gray Tampico, 10"	.85
Gray Tampico, 12"	.40
Ox Fibre, 7"	.80
Ox Fibre, 10"	.85
Ox Fibre, 12"	.40
White Tampico, 8"	.20
White Tampico, 11"	.80
White Tampico, 12"	.40
Shoe—	
Dauber, wood	.20
Dauber, iron	.25
Brush only, ¾-in.	.85
Brush only, 1¼-in.	.75
Combination	.80
Extra bristles	.50
Best 1¼-in. bristles	.85
BUCKETS—(See Galv. Ware).	
BURNERS—Lamp—¾-inch wick, 15c each; 1-inch, 20c; 1½-inch, 35c.	
Lantern—For Cold Blast, ¾-inch wick, 20c each; 1-inch, 30c; for Kerosene, ¾-inch, 15c; 1-inch, 20c.	
Rubbish—No. 1, 20-inch Steel, \$9.00 each; No. 3, 30-inch Steel, \$15.00. Wire, 11-14-inch, \$2.25-\$3.25.	
BUTTS—(See Hinges).	

RETAIL SELLING PRICES—Continued.

CANTEENS—BEAR BRAND AND BOYCO—Covered—No. 2, \$1.15; No. 3, \$1.25; No. 4, \$1.35; No. 6, \$1.65; No. 8, \$2.00. Government, \$1.85; American, 8-pt., \$1.10; Army \$1.40; Army, 5-pt., \$1.60; De Luxe, 8-pt., \$1.75; De Luxe, 5-pt., \$2.10.

RUNNING BOARD OUTFITS—

Boyco Service Units—No. 5, \$5.75; No. 22, \$6.65; No. 112, \$8.00; No. 212, \$8.40; No. 312, \$8.60.

Bear Brand—Lincoln—No. 100, \$2.00; No. 200, \$2.50; No. 300, \$2.85.

Auto Cans—Covered, No. 1, \$1.75; No. 2, \$2.00; No. 3, \$2.10. Plain, No. 1, \$1.45; No. 2, \$1.70; No. 3, \$2.00; No. 5, \$2.50.

CANT HOOKS— Maple Hdl. Hickory Hdl.
2 1/4 x 4 1/4 2.90 3.65
2 1/2 x 4 1/4 3.00 3.75

CAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, \$9.50.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, \$14.00 each; using wire cable or manila rope for steel, wood, cable track, \$18.00; Sling, \$28.00; Steel Hay Carrier Track, 30c foot; Steel Hay Carrier Hanging Hooks, 30c each; Rafter Brackets, 10c.

CATCHERS, GRASS—No. 1, \$1.00 each; 2, \$1.15; 10, \$1.15; 20, \$1.25; 1000A, \$1.50. No. 1, Perfix, \$1.75; No. 2, Perfix, \$2.00. No. 5, Easy-Em., \$2.00; 10G, Easy-Em., \$2.25; 12G, Easy-Em., \$2.50.

CHAINS—Tire—

Size.	Tire—Weeds	Pair.	Size.	Pair.
3 x80	4.50	4 1/4 x88	7.25
3 1/2 x80	5.00	4 1/4 x84	7.50
3 1/2 x82	5.50	4 1/4 x85	8.00
4 x81	6.00	4 1/4 x86	8.00
4 x82	6.00	4 1/4 x87	8.75
4 x83	6.50	5 x85	9.00
4 x84	7.00	5 x86	9.00
4 x85	7.50	5 1/4 x87	9.75
4 x86	7.50	5 1/4 x88	12.00
4 1/4 x82	7.00	5 1/4 x87	12.00
4 1/4 x82	7.00	5 1/4 x88	14.00

Dosen pair lots, 10% off.

CHAIN—Yankee, Straight Link (Coil)—4-0, 10c ft.; 3-0 10c; 2-0, 9c; 0, 8 1/2c; 1, 8c.

Norway Straight Link (Coil)—1/4, 85c lb.; 3/8, 85c; 1/2, 80c.

Passing Link (Coil)—4-0, 18c ft.; 3-0, 11c; 2-0, 10c; 1-0, 9c.

Proof Straight Link (Coil)—3-16 Black, 22c lb.; 1/4, 20c; 5-16, 18c; 3/8, 17c; 7-16, 15c; 1/2, 15c; 3/4, 15c; 1, 15c.

Proof Twisted Link (Coil)—1/4 Black, 20c lb.; 5-16, 20c; 3/8, 15c.

B. B. Proof Straight Link, A (Coil)—5-16, 20c lb.; 3/8, 20c; 1/2, 20c; 3/4, 20c; 1, 20c.

Twisted Machine Coppered (Coil)—3-0, 15c ft.; 2-0, 15c.

Jack—Iron—16, 10c yard; 14, 10c; 12, 10c; 10, 10c; 8, 15c. Brass—120, 10c yard; 118, 10c; 116, 10c; 114, 20c; 112, 20c; 110, 35c.

Safety Brass—00, 15c yard; 0, 20c; 1, 20c; 2, 25c; 3, 80c.

Sash—0, Copper Plated, 4 1/2c ft.; 1, Copper Plated, 5c; 2, Copper Plated, 5c; 4X, Copper Plated, 20c; 10, Cable, 25c.

Sash Chain Fasteners—Phoenix, 20c set; 10, 60c.

CHALK LINE—Yellow, 85c per 100-foot hank; 20c per 50-foot hank. Braided White, 20-foot hanks—120, 10c each; 220, 10c; 320, 15c. 50-foot balls—150, 15c; 250, 15c; 350, 15c.

CHESTS, TOOL — A, Leather Covered, \$26.50; AA, Leather Covered, \$30.25; B, Quartered Oak, \$24.25; BB, Quartered Oak, \$26.50; BBB, Quartered Oak, \$32.00; D, Quartered Oak, \$16.25; DD, Quartered Oak, \$17.75; DD, Leather Covered, \$19.00; DDD, Leather Covered, \$20.25; DDD, Quartered Oak, \$20.00; E, Quartered Oak, \$24.25; EE, Quartered Oak, \$28.50; F, Quartered Oak, \$20.00; F, Leather Covered, \$20.25; FF, Leather Covered, \$23.75; FF, Quartered Oak, \$22.25; G, Plain Oak, \$14.00; GG, Plain Oak, \$15.50.

CHECKS — Door — All makes. Liquid Checks — A-11, \$6.25; B-12, \$8.25; C-13, \$9.75; D-14, \$12.00; E-15, \$15.00. For hold open arm, add \$1.25 each.

Screen Door Check—No. 01, \$8.85.

CHOPPERS—Meat and Food—

Enterprise	Universal	Russwin
0	1.50
5	1.85
10	2.25
12	3.00
22	6.50
32	10.00
501	2.25
602	2.75
703	8.50

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
1/4	1.15	1.30	1.30	1.35
3/8	1.20	1.35	1.35	1.35
1/2	1.25	1.40	1.50	1.35
5/8	1.25	1.45	1.55	1.40
3/4	1.25	1.50	1.60	1.50
7/8	1.40	1.55	1.65	1.65
1	1.50	1.65	1.75	1.75
1 1/4	1.65	1.75	1.80	1.85
1 1/2	1.85	1.90	2.00	2.00
1 3/4	1.85	2.00	2.25	2.25
2	2.25	2.15	2.40	2.50
2 1/2	2.50	2.30	2.75	2.75

	Bucks No. 4	Blacksmiths' Cold or Hot Eye
1	.90	.75
1 1/4	.....	.85
1 1/2	1.45	1.00
1 3/4	.....	1.25
1 1/2	1.50	1.50
1 3/4	2.00	2.50
2	2.25	3.00

	Cold Com.	Cold Special	Oape	Round Nose	Diamond Point
1/4	.15	.35	.40	.50	.50
5-16	.15	.35	.45	.50	.55
3/8	.15	.40	.50	.55	.60
1/2	.20	.45	.65	.65	.75
5/8	.25	.55	.85	.70	.85
3/4	.35	.65	.90	.90	1.00
7/8	.50	.90	.....	.....	1.25
1	.70	1.00	.....	.....	1.50

CHURNS—Barrel—No. 0, \$10.00 each; 1, \$11.25; 2, \$12.75; 3, \$14.25.

Improved Cylinder—No. 1, \$5.50; 2, \$6.50.

Glass Family, Universal—No. 15, \$2.75 each; 125, \$3.25; 135, \$4.00; 145, \$4.50. Dasey, No. 10, \$1.75; 20, \$2.25; 30, \$2.75; 40, \$3.50. Extra Jars, Dasey, No. 10, 55c; 20, 90c; 30, \$1.20; 40, \$1.50.

Tin without Dasher—1 1/2 gal., \$1.50 each; 3 gal., \$1.55; 3 gal., \$1.60; 4 gal., \$1.75.

Dash—IX Tin—2 gal., \$2.25; 4 gal., \$2.75; 6 gal., \$3.25. Dash and Handle—25c extra.

CLAMPS—Carpenters'—Stearns—No. 212, 6.25 pair; 218, \$6.75; 214, \$7.50; 215, \$8.50; 216, \$15.50; 218, \$18.25.

Carriage Makers'—No. 12, Plain, 85c each; 13, 40c; 14, 50c; 15, 70c; 16, 90c; 18, \$1.25; 20, \$1.75; 22, \$2.15.

Quilt Frame—No. 1, 10c each; 3, 20c; 82, 30c; 38, 20c.

CLEANERS—Window—Rubber—10-inch, 45c each; 12-inch, 50c; 14-inch, 60c; 16-inch, 65c; 18-inch, 75c.

Wood Floor Cleaners—14-inch, 60c; 16-inch, 75c.

CLEANING COMPOUND—

Cedar Sweep—1 1/2 lb. carton, 20c; 4 1/2 lb. carton, 60c; 33-lb. box, \$2.00; 100-lb. drum, \$3.75; 250-lb. barrel, \$8.50.

Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, \$3.00.

Shineoleum—1 quart, \$1.00; 1 gal., \$5.50; 5 gals., \$12.50.

Cedar Mist—1 gal., \$3.50; 5 gals., \$12.50.

Sweeping Compound—No. 2, Green, 3c lb.; No. 3, Brown, 2 1/2c lb.; No. 4, Black, 2 1/2c lb.

CLEVISSES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6", 30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to 3/4 in., each, 15c; 1/2, 20c; 3/8, 25c; 1/4, 35c; 5/16, 50c; 1-in., 55c; 1 1/2-in., 60c.

CLIPPERS—Bolt—

New Easy—

No. 0 8.75 No. 0 2.25

No. 1 5.00 No. 1 2.75

No. 2 7.00 No. 2 3.75

No. 3 8.75 No. 3 4.75

O. K.—

10-inch 3.85 14-inch 3.00

CLOCKS, ALARM—Westclox—American, \$1.50 each; Bluebird, \$1.75; Lookout, \$1.75; Sleepmeter, \$2.00; Bunkie, \$2.75; Ironclad, \$2.25; Jack-O'Lantern, \$3.00; Bingo, \$3.25.

Circle, \$3.25; Flash, \$3.25; Gale, \$4.50; Ideal, \$3.00; Indian, \$1.75; Peerless, \$3.00; Pershing, \$3.50; Practical, \$3.00; Slumber Stopper, \$4.50; Startle, \$3.50.

NOTE—A Government War Tax of 5 per cent has been levied on all retail sales of clocks. The retail dealer is required to keep a record of all sales and pay the tax into the Collector's office each month.

CLOTH — Emery, Nos. 00 to 2 1/2, 10c straight; No. 1 to 3, 15c. Carborundum or Axolite—Nos. FF 90, 15c straight.

CLOTH, WIRE—Hardware Galvanized—Per lineal foot—

Mesh	24-in.	30-in.	36-in.	42-in.	48-in.
1-inch	.36	.45	.54	.68	.72
3/4-inch	.28	.35	.42	.49	.56
1/2-inch	.28	.35	.42	.49	.56
3/8-inch	.20	.25	.30	.35	.40
2 1/4-inch	.20	.25	.30	.35	.40
3-inch	.20	.25	.30	.35	.40
4-inch	.21	.26	.32	.37	.42
5-inch	.21	.26	.32	.37	.42
6-inch	.22	.28	.33	.39	.44
8-inch	.24	.30	.36	.42	.48

RETAIL SELLING PRICES—Continued.

CLOTH, SCREEN WIRE—Per lineal foot—Retail prices have been figured on the following basis: 12M Black, 4½c; 14M Galv., 5½c; 14M Opal, 5c per sq. ft.

COCKS—

No.	Each	No.	Each
Ball—			
½-inch...	1.85	7-inch...	1.15
¾-inch...	1.60	8-inch...	1.65
1-inch...	2.00	Gas Hose—	
1½-inch...	3.25	¾-inch...	.80
Floats—		1-inch...	.35
5-inch...	.60	1½-inch...	.50
6-inch...	.75		

Service, Standard—Square or Flat Head—

Each	¾"	¾"	¾"	1"	1¼"	1½"	2"
	.50	.55	.60	.70	1.10	1.85	2.50

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, \$17.00 each; No. 30, \$23.25; 35, \$19.75; 50, \$30.00; 55, \$32.00; 60, \$35.00; 70, \$48.50.

Legs—Set, \$3.50.

Soapstone Discs—Each, \$1.75.

COOLERS, WATER—Galvanized Lined—02, \$4.75 each; 03, \$5.50; 04, \$6.75; 06, \$7.75; 08, \$9.75; 010, \$12.00.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.	6 pints	2.00
8½ inch	2.00	
9½ inch	2.25	
10½ inch	2.50	
Coffee Pots.		
3 pints	1.50	
4 pints	1.65	
5 pints	1.85	
348 Wash Boilers.	7.25	
349	7.75	

COPPERS, SOLDERING—Family—

1, per set	1.50
2, per set	1.35
Tinners—	
½ pound, per pair	.25
1 pound, per pair	.30
1½ pound, per pair	.35
2 pound, per pair	.45
8 to 14 pounds	.45

CORD—Sash. Common—Per hank: No. 6, \$1.00; 7, \$1.25; 8, \$1.50; 10, \$2.50; 12, \$3.00.
Samson Spot and Silver Lake—Per hank: No. 6, \$1.65; 7, \$2.20; 8, \$2.65; 10, \$4.25; 12, \$5.25.

CORD, TINNED PICTURE—

No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—

Norcross, 1GO-5, each, \$3.00; 5N, \$1.50; 3N, \$1.25; Midget, 60c.
Full Easy, PEC, each, \$3.00; PE5, \$1.65; PEW2, \$5.00.

CUTTERS—Pipe—Barnes, No. 1, \$3.25 each; 2, \$4.25; 3, \$7.00; 4, \$14.00; 5, \$20.00.

Saunders—No. 1, \$2.75 each; 2, \$4.00; 3, \$9.50.
Trimco—No. 1, \$8.50; No. 2, \$4.75; No. 3, \$8.00.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 60c; 9, \$1.15; 10, \$1.50.

DIVIDERS—Wing, No. 35 and 50—6-inch, 75c; 7-inch, 85c; 8-inch, \$1.00; 10-inch, \$1.25; 12-inch, \$1.50; 14-inch, \$3.65.
Wing Ext. No. 1—6-inch, \$1.25; 7-inch, \$1.50; 8-inch, \$1.75.

Excelsior—6-inch, 90c; 8-inch, \$1.25; 10-inch, \$1.65.

DOORS—Ash Plt—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS, SCREEN—

No.	2-6x6-6	2-8x6-8	2-10x6-10	3x7
241, Common, ¾-in. thick	2.20	2.30	2.45	2.55
296, Painted black, 1½	2.45	2.55	2.70	2.85
311, Varnished, 1½	3.40	3.55	3.70	3.85
331, Varnished, 1½	3.60	3.75	3.90	4.00
315G, Var., 1½, Gal. Cl.	4.15	4.30	4.50	4.75

DRILLS—

Goodell-Pratt Bench Drills—	No.	Each	Each
8	279	7.50	18.25
8½	12	9.50	6.25
9½	13	14.00	7.75
10½	87	24.00	12.00
490½	97	20.00	12.75
1008	99	16.50	6.75
1005	112	26.50	8.75
11	212	22.00	4.50

Goodell-Pratt Breast Drills—

6	5.85	245	5.00
07	5.50		

Drill Presses—Millers Falls

20	11.00	23	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—Millers Falls

1	3.50	105	3.75
2	5.00	303	3.00
3	3.50	306	5.50
5	3.75	343	4.00
98	5.75	980	5.75
		1980	5.75

Chain Drills—Goodell-Pratt

307	4.50	818	7.00
316	4.50	1500	4.50
317	5.50		

Yankee Automatic

41	2.50	44	3.25
42	2.00	40	3.00

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
300	1.15	305	.55
301	1.15		

Yankee Drill Points

Set of 8, \$7.10; each, 15c; 2 for 25c.

DRILLS, TWIST—

	Bit Stock	Rd. Shk. Prentiss	Rd. Shk. Coes	Sqr. Tpr. Shk.	Str. Shk.	Tpr. Shk.
1-16	.20	..	..	..	.10	..
¼	.20	.85	.40	..	.15	.35
3-16	.80	.40	.45	..	.15	.35
½	.85	.45	.55	1.20	.20	.45
5-16	.45	.55	.60	1.35	.25	.55
¾	.55	.80	.70	1.45	.35	.60
7-16	.70	.75	.75	1.50	.55	.75
1	.85	.90	.85	1.55	.75	.90
9-16	1.00	1.05	.90	1.60	..	1.05
11-16	1.20	1.20	1.00	1.70	..	1.20
1	1.35	1.35	.15	1.75	..	1.35
1	1.55	1.50	1.30	1.85	..	1.50
1	1.95	1.95	1.60	2.45	..	1.95
1	2.35	2.65	1.90	3.10	..	2.65
1½	..	..	..	3.75	..	3.40
1½	..	..	..	4.40	..	4.15
1½	..	..	..	5.05	..	4.90
1½	..	..	..	5.75	..	6.40

Seeco Four Point Star, Brick and Concrete—

	¼	½	¾	1	1½	2
12-inch	.40	.40	.45	.65	.85	1.30
18-inch	.50	.50	.60	.80	1.10	1.55
24-inch	.65	.65	.70	1.00	1.20	1.75

ELECTRICAL APPLIANCES—

Universal Goods—	
Dishes, Chafing—	
E940	18.00
E950	16.00
Grills—	
E982	11.50
E984	12.50
Heaters, Immersion—	
E970	5.25
Iron, Curling—	
E9001	6.25
E9011	6.75
Iron, Pressing—	
E901	7.50
E902	6.75
E905	6.75
E9023	6.25
E9035	6.75
E9051	8.00
Pads, Heating—	
E9940	10.00
Percolators—	
E9435	18.50
E9437	15.00
E9439	16.50
E9085	11.75
E9637	13.00
E9039	14.50
E9646	17.50
E9649	19.50
E9676	10.00
Ranges, Table—	
E9841	32.00
Stoves—	
E985	9.00
E997	9.00
E9960	8.00
Toasters—	
E945	7.50
E946	6.75
Urns, Coffee—	
E916	17.00
E919	18.50
E9136	15.00
E9146	19.50
E9149	21.50
E9166	22.50
E9169	25.00
E9176	16.00
E9179	17.50
E9166044	42.25
E9169044	44.75
Vacuum Cleaners—	
E701	39.50
Attachments	10.50

RETAIL SELLING PRICES—Continued.

Hot Point Goods—

Chafing Dishes—No. 30501, \$10.00 each; 30502, \$19.00; 30503, \$23.50.

Grills—116G1, \$11.50 each; 136G1, \$12.50; 30101, \$10.50.

Heaters, Air—No. 30403, \$11.00 each; 30404, \$18.00; 30603, \$33.50; 30604, \$44.00; 116A4 (Hedlite), \$11.00.

Heaters, Immersion—No. 115W16 (50201), \$5.25 each; 115W16 (50202), \$6.25; 115W17 (50203), \$7.35.

Irons, Curling—No. 112L5, \$7.25 each; 112L6, \$6.50.

Irons, Pressing—No. 1118F12 (11103), \$7.95 each; 1118F22 (11203), 3 lb., \$6.25; 115F5 (11305), 5 lb., \$6.95; 115F17 (11306), 6 lb., \$6.95; 11807, \$8.75; 11808, \$9.25; 11810, \$11.00; 11812, \$15.50; 11815, \$17.00.

Pads, Heating—No. 114Q3 (50142), \$9.00; 114Q4 (50151) \$10.25.

Ovens—No. 40701, \$6.50; 40201, \$25.00.

Percolators—No. 20611, \$10.00; 20620, \$12.00; 20621, \$13.00; 20622, \$17.50; 20650, \$18.00; 114P18 (20651), \$23.00; 114P17 (2652), \$25.00.

Stoves—No. 116D1, \$10.00; 136D1, \$11.50; 20301, \$7.00; 20302, \$7.35; 40101, \$7.50; 40102, \$9.25; 40103, \$18.00; 40104, \$15.00; 40105, \$17.50.

Toasters—114T5, \$6.75; 116T1, \$8.50.

Vacuum Cleaners—122V2, \$45.00. Attachments, \$11.00.

ELECTRICAL SUNDRIES—

Anylites..... 1.85

Ammeters..... 1.25

Ever Ready..... 1.00

Readrite..... 1.15

Volt..... 1.15

Bells, Door—

3 1/2 inch..... .85

3-inch..... 1.00

Buzzers..... .85

Chain, Fixture..... .25

Cleats, Porcelain..... .05

Cord—

Heater No. 16..... 12 1/2

No. 18..... .10

Lamp No. 18, G. & Y..... .04

No. 18, Par Silk..... 07 1/2

No. 30, Par Silk..... .96

No. 18, Tw. Silk..... .07

No. 20 Tw. Silk..... .05

1-64 Single Fixture..... .03

No. 18 Reinforced..... .10

Fans—

Menominee, 500-9-in..... 12.00

Robbins-Meyers—

8-inch non-osc..... 12.50

9-in. non-osc., 3 sp..... 19.50

9-in. osc., 8-speed..... 24.50

12-in. non-osc., 3-sp..... 29.00

12-in. osc., 8-speed..... 37.00

Fuses—

Plug, 6 to 30 amp..... 12 1/2

Knobs—

Porcelain, 5 1/2 Solid..... 03 1/2

Nailit, 5 1/2 Split..... .05

Lamps—

Nilco-Masda type..... List

Mazda Auto..... List

Hylo Tungsten..... 1.00

Hylo Carbon..... .75

Lamp Guards—

No. 1425 Loxon..... .45

No. 107 Neverbreak..... .35

No. 44 Portable..... 3.25

No. 48, Portable..... 2.75

Loom—

"Duraduct" 7-32 in..... .06

1/4 inch..... .08

Plates, Switch—

Single gang..... .25

Two gang..... .50

Receptacle..... .60

Plugs—

Benjamin 3-way..... 1.35

Benjamin 3-way..... 1.75

Twinkle 3-way..... 1.20

Attachment—

908 Benjamin..... .30

2500 Chelton..... .40

4 Mueller..... .30

Fitzall w-o spring..... .65

Fitzall spring..... .75

EMERY—Per lb., 25c.

Stones—See Stones.

Cloth—See Cloth.

Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 20c each; Sash, common brass plated, 10c.

FAUCETS—Cork Lined— 8-inch..... .30
7-inch, each..... .35

FENCE, POULTRY—Blue Ribbon—10-Rod Rolls—24-in., \$5.00 roll; 36-in., \$6.25 roll; 48-in., \$7.50 roll; 60-in., \$8.75 roll; 72-in., \$9.75 roll.

Union Lock—10-Rod Rolls—24-in., \$4.00 roll; 36-in., \$4.50; 48-in., \$5.75; 60-in., \$6.75; 72-in., \$7.25.

FIBRE WARE—Keelers—No. 2, \$2.65 each; No. 3, \$2.10.

Measures—1 qt., \$1.75; 2-qt., \$2.10.

Star Pail—12-qt., 90c.

Spittoons—No. 2, \$1.50; No. 3, \$1.25.

Tubs—No. 1, \$6.00; No. 2, \$5.25; No. 3, \$5.00.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
1/4 inch.....	1.25	.25	1/4 inch.....	3.50	.20
3-16 inch.....	1.50	.30	3-16 inch.....	4.50	.35
1/2 inch.....	2.00	.35	1/2 inch.....	5.75	.80
5-16 inch.....	2.25	.40	5-16 inch.....	6.75	.80
3/4 inch.....	2.75	.50			
1 inch.....	4.50	.75			

FILES—

Length, inches—	3-3 1/2	4	4 1/2	5	5 1/2	6	8	10
Band Saw, Slim.....	.15	.20	.25	.30	.35	.40	.45	.55
Knife, Bastard.....	.30	.35	.40	.45	.50	.55	.60	.65
Regular Taper.....	.15	.15	.20	.20	.20	.20	.20	.25
Slim Taper.....	.15	.15	.15	.20	.20	.20	.25	.40
Warding, Bastard.....	.25	.25	.25	.30	.35	.35	.35	.35

Length, inches—	3-4	5	6	8	10	12	14	16
Flat Bastard.....	.20	.25	.30	.35	.50	.75	.95	.95
Half Rd. Bastard.....	.25	.30	.35	.40	.50	.65	.85	1.10
Mill Bastard.....	.20	.20	.20	.25	.30	.40	.60	.80
Round Bastard.....	.20	.20	.20	.25	.30	.40	.60	.80
Square Bastard.....	.20	.25	.25	.30	.40	.55	.75	1.00

FIXTURES—Grindstone—Auto—01, \$2.00; 02, \$2.50; 15, \$1.25; 17, \$1.35; 19, \$1.50; 21, \$1.75; Am. Heavy—17, \$1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS—Eveready Daylos—Complete—No. 6961, \$1.00 each; 6962, \$1.25; 1991, \$1.50; 2604, \$1.70; 2681, \$1.85; 2682, \$2.25; 1619, \$2.25; 2616, \$2.00.

Eveready Batteries—No. 705, 50c each; 790, 85c; 791, 80c; 700, 80c; 750, 80c; 751, 40c.

Kwiklites

Tubular Nos.....	5220	5221	5223	5229	5381	6240	6240B
Complete, ea.....	\$1.35	\$1.70	\$2.00	\$2.00	\$2.25	\$1.55	\$1.70
Case & Blb, ea.....	1.15	1.35	1.50	1.65	1.75	1.35	1.40
Tubular Nos.....	6241	6241B	6249	6249B	6343	6343B	6351
Complete, ea.....	\$1.85	\$2.00	\$2.35	\$2.55	\$2.25	\$2.45	\$2.75
Case & Blb, ea.....	1.50	1.65	2.00	2.20	1.75	1.95	2.35
Pocket Nos.....	2472	2578	3475	3475B	3577	3577B	3579
Complete, ea.....	\$1.00	\$1.25	\$1.25	\$1.35	\$1.50	\$1.65	\$1.90
Case & Blb, ea.....	.70	.85	.95	1.05	1.10	1.35	1.50
Watch Ch. Nos.....	6289	6289B	Watch Chain Bat'y No. 1204				
Complete, each.....	\$1.00	\$1.10	Battery only, each.....	\$.25			
Case & Blb, ea.....	.75	.85					

Battery only—

Nos.....	1202	1203	1206	1207	1271	1301	1308	1309
Each.....	\$0.30	\$0.35	\$0.30	\$0.30	\$0.30	\$0.50	\$0.40	\$0.40

FLATTERS—Blacksmith—2-in., \$1.35; 2 1/2-in., \$1.85; 3-in., \$2.25; 3 1/2-in., \$3.00.

FORGES—No. 150 Chicago, \$16.85; No. 151 Chicago, \$17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, \$33.00; No. 722, \$33.00; No. 742H, \$40.00.

FORKS—Hay—Nalla, 94 single harpoon, \$7.50; 95 double harpoon, \$4.65; 96 double harpoon, \$9.50; 87 double harpoon, \$5.50; 98 double harpoon, \$9.50. Grapple, No. 99 (4 times), \$17.50; No. 100 (5 times), \$20.00. Jackson Patterns, 4 ft., \$22.50; 4 1/2 ft., \$24.00; 5 ft., \$28.00.

FREEZERS—Arctic—

1.....	3.20	3	5.40
2.....	3.75	4	6.60
3.....	4.50	6	8.40
4.....	5.50	8	10.75
5.....	7.00	10	14.50
6.....	8.80	12	17.25
7.....	2.75	15	20.50
Toy.....		20	26.50

White Mountain		Acme	
1	3.90	2 Qt., Tin or Gal., doz.	12.00
2	4.50	4 Qt., Tin or Gal., doz.	20.00

FROES—Special—Each, 12-in., \$2.00; 14-in., \$2.25; 16-in., \$2.50. Common—Each, 12-in., \$1.85; 14-in., \$2.00; 16-in., \$2.15.

GARBAGE CANS—(See Galvanized Ware).

GATES—Molasses and Oil—

Stebbins—1/4-inch, 40c each; 1-inch, 50c; 1 1/4-inch, 55c; 1 1/2-inch, 55c; 2-inch, 60c.

Perfection—1/4-inch, 60c each; 1/2-inch, 70c; 1-inch, 75c; 1 1/4-inch, 90c; 1 1/2-inch, \$1.10; 2-inch, \$1.25.

Enterprise, Self Measuring—No. 61, Faucet, \$9.75.

RETAIL SELLING PRICES—Continued.

GAUGES, MARKING—

Steel—		Wood—	
90	.70	0	.15
92	2.50	61	.20
98	1.75	62	.80
95	1.75	65	.85
97	1.25	71	.90
98	1.75	72	.50
		73	1.10

Altitude Gauges, \$5.35.
 Steam Gauges, 4 1/2-in. face I. C., \$5.35.
 Thermometer, Straight, \$1.50.
 Thermometer, Angle, \$1.75.

GLASS—Window—SB Grade—Single Strength, 80 per cent;
 Double Strength, 80 per cent.
 Extras for Putting in Glass— Per Light
 First 3 Brackets..... .50
 Second 3 Brackets..... .75
 Third 3 Brackets..... 1.00
 Larger Lights.....\$1.00 per hour, per man

GLASSES—		Proved Level—	
Ground Level—			
1 1/4	.50	1 1/4	.15
2	.60	2	.15
2 1/4	.65	2 1/4	.15
3	.70	3	.20
3 1/4	.75	3 1/4	.20

GLASSES, GAUGE—		Standard		Extra Heavy	
10	.85	1/4	.35	1/4	.75
12	.85	1/4	.35	1/4	.90
14	.85	1/4	.45	1/4	1.05
16	.85	1/4	.55	1/4	1.25
18	.85	1/4	.60	1/4	1.35
20	.85	1/4	.65	1/4	1.45
22	.85	1/4	.70	1/4	1.55
24	.85	1/4	.80	1/4	1.65

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye, 40c; 2 Plain, 20c; 2 Bullseye, 40c; 2 Ruby, 50c.
 Railroad—Clear, 25c each; Green or Red, 70c.
 Tubular—Clear, 10c each; Plain, 25c; 8-0 Ruby, 60c; 4-0 Bullseye, 35c; 8-0 Wizard, 25c; 6-0, 25c each.

GLUE—Dry—Common, 30c lb.; Cabt., 35c; White, 45c.
 Imperial Liquid—
 Size—1 Oz. 1/4 Pt. 1/2 Pt. 1 Pt. 1 Qt. 1 Gal.
 List, doz.... 1.05 3.60 2.80 6.00 10.20 18.00 54.00
 Sug. Ret. Ea. .20 .30 .30 .50 .85 1.50 4.50

Le Page's Glue—
 Size—1 Oz. 2 Oz. 1/4 Pt. 1/2 Pt. 1 Pt. 1 Qt. 1 Gal.
 List, doz.... 2.40 1.65 1.80 3.60 6.00 10.20 18.00
 Sug. Ret. Ea. .20 .30 .30 .50 .85 1.50 4.50

GOUGES—Bucks, Socket Firmer, Outside Bevel—No. 42—
 1/4-inch, \$1.00; 1/2-inch, \$1.00; 3/4-inch, \$1.00; 1-inch, \$1.10; 1 1/4-inch, \$1.20; 1 1/2-inch, \$1.25; 1 3/4-inch, \$1.35; 2-inch, \$1.50; 2 1/4-inch, \$1.75; 2 1/2-inch, \$1.85; 2 3/4-inch, \$2.00.
 Witherby, Socket Firmer, Outside Bevel—No. 320—
 1/4-inch, \$1.15; 1/2-inch, \$1.20; 3/4-inch, \$1.25; 1-inch, \$1.30; 1 1/4-inch, \$1.35; 1 1/2-inch, \$1.50; 1 3/4-inch, \$1.60; 2-inch, \$1.75; 2 1/4-inch, \$2.00; 2 1/2-inch, \$2.25; 2 3/4-inch, \$2.25.

P. S. & W. Firmer—
 160—1/4 inch..... 1.50 1 inch..... 2.10
 1/2 inch..... 1.50 1 1/4 inch..... 2.25
 3/4 inch..... 1.65 1 1/2 inch..... 2.50
 1 inch..... 1.70 1 3/4 inch..... 2.75
 1 1/4 inch..... 1.80 2 inch..... 2.85
 1 1/2 inch..... 2.00 2 1/4 inch..... 3.25

GRAPHITE—Dixon's Flake, per can—1'a, 85c; 5'a, \$3.75; 10'a, \$7.00.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb. cans, 65c; 10 lb. pails, \$1.25; 25 lb. pails, \$2.75.
 Mica—1 lb. can, 25c; 3 lb. can, 60c; 5 lb. can, 95c; 10 lb. can, \$1.90; 25 lb. can, \$4.00.

Cup Grease—5 lb. cans, \$1.00 each; 10 lb. cans, \$1.75; 25 lb. cans, \$3.75.
 Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—	Cwt.	
15 to 40 lbs.	7.50	Sterling, No. T100...15.75
40 to 200 lbs.	7.50	Wood Frames No. 1...13.50
Over 200 lbs.	7.75	Wood Frames No. 2...13.85
Fixtures and Axle—		Angle Steel Frames...11.75
15 inch	1.15	Tubular Steel Frames...11.75
17 inch	1.20	300 Cy. or 115 Frames...11.50
19 inch	2.25	400 Cy. or T100 Fr...16.50
Mounted—Auto—		Harvest King (power)...16.50
No. A130, Size 1	14.75	Loose Stones, lb. .... .09
No. A130, Size 2	18.00	Fixtures—Auto—
No. 140, Size 3	11.25	01 2.35
Bi-Treadle	13.50	02 2.50
Empire Power	36.00	15 Common 1.25
Samson		17 1.40
No. S155, Size 2	11.25	19 1.60
No. S160, Size 2	9.75	21 1.85

HACKSAW BLADES—

Lenox, Power—					
Lgh. Wdth.	Lt. Heavy.	17"	1.....	8.25	4.15
8"	9-16	.90	Hand Lennox, Starrett, Victor Star—		
10"	1	1.15	Length.	Each.	Dos.
10"	1	1.85	8-inch	.10	.75
10"	1	2.45	9-inch	.10	.85
12"	1	1.85	10-inch	.10	1.00
12"	1	1.60	11-inch	.10	1.10
12"	1	2.30	12-inch	.15	1.20
14"	1	1.70	Hand, Starrett, Victor, Star—		
14"	1	1.90	8-inch	.10	.80
14"	1	2.65	9-inch	.10	.90
16"	1	2.15	10-inch	.15	1.00
16"	1	3.05	12-inch	.15	1.25
17"	1	2.80			

HACK SAW FRAMES—M. F.—4B, 75c; 6, \$2.50; 9, \$2.35; 15, \$3.50; 77, \$1.25; 78, \$1.85; 1027, \$3.50; 69, \$3.80; 69B, \$8.00; 14, \$3.40; 4 Milford Adj., \$4.00; 7 Milford Adj., \$2.25; 26 1/2 Disston, \$1.50; 40 Extension, 75c.

HAMMERS—Vaughan & Bushnell Mfg. Co.—Adze Eye Wall: No. 1 1/4 2 11 1 1/4 12 12 1/4 13 14
 Price\$1.75\$1.65\$1.50\$1.75\$1.65\$1.50\$1.50\$1.50\$1.40
 Ripping, V. & B.—No. 11, \$1.75; No. 11 1/2, \$1.65.
 Tradesman's V. & B.—No. 999, \$2.25.

Ball Pein, V. & B. Polished—
 No. 7/0 5/0 4/0 3/0 2/0 0 1 2
 Price\$1.00\$1.05\$1.05\$1.05\$1.10\$1.15\$1.25\$1.35
 No. 3 4 6 8
 Price\$1.45\$1.50\$1.65\$2.00
 V. & B. Vanadium—
 No. 41 41 1/4 42 42 1/4
 Price\$2.25\$2.25\$2.25\$2.25\$2.25\$2.25

HAMMERS—

Claw—Stanley: Nos. 12, 12B, 22—5-oz., \$1.65; 7-oz., \$1.75; 10-oz., \$1.80; 18-oz., \$1.85; 16-oz., \$2.00; 20-oz., \$2.25.
 Engineer's, Plumb's—No. 261, \$1.85; No. 262, \$1.50; No. 263, \$1.65; No. 264, \$2.00.
 Machinist's Ball Pein, Plumb's—No. 18, 60 cents; No. 370, 85 cents; No. 371, 90 cents; No. 372, 90 cents; No. 373, 95 cents; No. 374, \$1.00; No. 375, \$1.10; No. 376, \$1.15; No. 377, \$1.25; No. 379, \$1.35; No. 381, \$1.65.
 Riveting, Plumb's and Stanley No. 147—No. 250, 4-oz., \$1.00; No. 251, 7-oz., \$1.00; No. 252, 9-oz., \$1.10; No. 253, 12-oz., \$1.15; No. 254, 15-oz., \$1.20; No. 255, 18-oz., \$1.45; No. 256, \$1.55.
 Prospector's Pick, Plumb's—No. 470, \$2.75; No. 471, \$4.85.
 Brick, Plumb's—No. 461, \$2.00; No. 462, \$1.75; No. 3154, \$1.15; No. 3155, \$1.85.

GALVANIZED WARE

Boilers, Wash				Pails, Stock		Pots, Watering	
227	2.25	3	1.10	14	.60	514	.90
228	2.85	4	1.25	16	.65	516	1.00
229	2.50	5	1.65	18	.70	518	1.15
		6	2.00	20	.80	520	1.35
Bowls, Wash		70	2.25			522	1.50
7	.25	80	5.25			526	1.85
7 1/2	.80	90	6.25				
		100	7.75				
Buckets, Fire							
314	.65						
Buckets, Well							
101 10 qt.	.55						
Cans, Garbage							
Smooth							
200	.90						
300	1.10						
400	1.25						
500	1.65						
600	2.00						
700	2.25						
Corrugated							
2	.90						

RETAIL SELLING PRICES—Continued.

Riveting—		Plumb's Brick—		Derrick—Blood's, \$2.25.	
Plumb's, Stanley No. 147—	461	461	2.00	Flooring—1, Hunt's, \$1.85; 2, Hunt's, \$2.10; 3, Hunt's,	
250, 4 oz.	1.00	462	1.75	\$2.35; 5, Plumb's, \$2.75; 6, Plumb's, \$3.00.	
251, 7 oz.	1.00	3154	1.15	Half—1, Hunt's, \$1.50; 2, Hunt's, \$1.75.	
252, 9 oz.	1.10	3155	1.35	Lathing—Hunt's, No. 1, \$1.50. Underhill's, No. 40, \$2.50;	
253, 12 oz.	1.15	Plumb's Prospector's Pick		Regular, \$3.25; Chicago, \$3.25; St. Louis, \$3.75; St. Paul,	
254, 15 oz.	1.20	470	2.75	\$3.50; California, \$3.50.	
255, 18 oz.	1.45	471	2.85	Shingling—Hunt's, 1, \$1.50; Hunt's, 2, \$1.65; Keen	
256	1.55			Ridge, 1, \$1.25; Keen Ridge, 2, \$1.50; Kelly's, 1, \$1.00;	
HANDLES—Adse, extra select, 90c; second growth, 90c.				Kelly's, 2, \$1.10; Plumb's, 2951, \$1.50; Plumb's, 2952,	
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra				\$1.60.	
select, 60c; Turned No. 1, 60c; extra select hickory, 85c;				HEADS, MOP—Cotton—No. 9, 25c each; No. 12, 30c. Linen,	
second growth, \$1.00.				No. 012, 50c; No. 015, 65c; No. 018, 75c; No. 020, 80c.	
Chisel—Hickory, 10c; Leather Tip, 15c.				HINGES—Back Flaps—No. 814, 1-inch, 10c each; 1½-inch,	
Hammer Handles—All sizes—1st Quality, 25c; 2nd Quality,				10c; 1½-inch, 15c; 1½-inch, 20c; 2-inch, 25c. No. 816,	
and Machine, 20c.				1-inch, 10c; 1½-inch, 10c; 1½-inch, 10c; 1½-inch, 15c;	
Hatchet Handles—18 and 14, 25c; 15 and 16, 30c.				2-inch, 20c.	
Peavy Handles— Select Maple Rock Maple Select Hickory				FLOOR—	
2½x4	2.30			Bommer, D 15	1.85
2½x4½	2.40			R. EA, 815	2.00
2½x4¾	1.35	1.60	2.50	SHA, E, 265	2.25
2½x5	1.40	1.75	2.65	2	2.75
2½x5½	1.65	2.00	3.80	4	4.25
2½x5¾			4.45	302, 602	4.25
3 x5½		2.45	5.25	304, 604	6.25
				852	5.00
Pick—36-inch Drift, Select, 75c; Extra Select, \$1.00; Rail-				854	7.50
road No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, \$1.15.				Corbin—D, 512	1.85
Sledge—36-inch, Select, 60c; Second Growth, 75c.				R. EA, 512	1.85
Saw, Hand—Disston, No. 7, 50c; No. D8, 85c; No. 12, \$1.25.				SHA, E, 512	2.00
Crescent, Disston, No. 112, \$1.00; No. 113, \$1.25; No. 114,				Katz—R. EA, 2	1.85
\$1.50. Simonds Reversible Guard, per pair, \$1.60; Simonds				KF, SHA, E, 2	2.15
No. 6, \$1.60; Atkins, No. 24, \$1.60. One Man Cross Cut,				R. EA, 3	4.75
No. 218, 45c; Supplementary, 80c. Auger M. F. No. 1,				KF, SHA, E, 3	5.25
\$1.00; No. 2, \$1.25; No. 3, \$1.75; No. 4, \$4.75; No. 6 Com,				R. EA, 3½	5.75
15c; Pecks Adj., 50c; Pratts Ratchet, \$4.75.				KF, SHA, E, 3½	6.00
HANGERS, BARN DOOR—				Rixon—7	15.00
Flat Track—		43, Richards	1.25	8	16.50
No., R-and	Each	248, Richards	1.85	10	18.75
5, Myers	2.25	Round Track—		15	22.50
25 Myers Garage Set	8.00	5, World's Best	2.00	20	36.00
11, Lanes	2.15	884, Cannon Ball	2.00	25	45.00
11½, Lanes	2.65	440, Cannon Ball	2.50	30	52.00
18, Lanes	4.75	715, Cannon Ball	1.75	40	85.00
25, Lanes	1.50	800, Cannon Ball	10.75		
30, Lanes	1.50	Trolley Track—		Standard—R. EA 450	7.00
40, Lanes	1.75	120, Coburn's	4.25	SHA, R, 450	4.50
98, Lanes	1.50	123½, Coburn's	5.75	R. EA, 452	12.00
28, 30th Century	2.00	195A, Coburn's	4.75	Ornamental Surface	
37-1, Richards	1.65	195B, Coburn's	6.75	"Butterfly"—	
38-1, Richards	1.75	24-3, Richards	2.25	1420, D2 & F	
43-3, Richards	1.75	120, Richards	7.00	1½x1½	.25
43-5, Richards	2.75	150, Richards	8.00	2½x2½	.30
43-6, Richards	4.00			3x3	.35
HANGERS, HOUSE DOOR—				FLOOR—CHICAGO SPRING—	
No., Brand	Each	1, Johns	6.00	Ajax, Dull Brass, No. 3281, \$2.25. Relax, Dull Brass,	
101, Lanes	11.25	011, Richards	8.50	No. 6281, 1½-in. to 1½-in., \$5.15; 1½-in. to 2-in., \$5.40;	
101½, Lanes	5.50	11, Richards	7.00	1½-in. to 2½-in., \$11.00.	
105, Lanes	8.75	012, Richards	4.00	Triplex Double Acting—Japanned, 3-in., \$2.40; 4-in.,	
105½, Lanes	4.35	12, Richards	8.00	\$8.45; 5-in., \$4.10; 6-in., \$5.25. Dull Brass, 3-in., \$3.80;	
58, Prouty	4.85	015, Frisco	3.00	4-in., \$4.60; 5-in., \$5.55; 6-in., \$7.10; 7-in., \$9.25.	
5D, Prouty	8.75	15, Frisco	6.00	Screen Door—Japanned, No. 8005, 85c; 505, 80c. Dull	
01, Johns	8.00	140-1, Richards	4.00	Brass, No. 8285, \$1.20.	
Trolley—No. 016, 3-in., \$5.75 set; 3½-in., \$6.00; 4-in.,				Screen Door Sets—No. 1505, Black, 45c.	
\$6.50; 4½-in., \$6.75; 5-in., \$7.25; 6-in., \$8.50. No. 16,				Japanned	1.60 1.90 2.25 2.75
5½-in., \$11.00; 5½-in., \$11.25; 6-in., \$11.50; 6½-in., \$11.75;				Ant. Cop., Dull Br. 2.00 2.60 3.00 3.80	
7-in., \$12.00; 8-in., \$12.50; 10-in., \$14.25. No. 019, 8-in.,				Ant. Br., Sd., Nic., 2.85 3.40 4.00	
\$4.75; 3½-in., \$5.25; 4-in., \$5.75; 4½-in., \$6.00; 5-in.,				Double Acting—	
\$6.25; 6-in., \$7.50. No. 19, 5-in., \$9.50; 5½-in., \$9.75;				Japanned	2.65 3.15 3.75 4.60 5.85 8.50 11.75
6-in., \$10.00; 6½-in., \$10.25; 7-in., \$10.50; 8-in., \$11.00;				Ant. Cop., Dull Br. 3.50 4.25 5.00 6.35 8.25 11.75 16.00	
10-in., \$12.50. No. 0182, 3-in., \$6.25; 3½-in., \$6.75;				Ant. Br., Sd., Nic., 4.75 5.65 6.85 8.25 10.60 14.50	
4-in., \$7.25; 4½-in., \$7.75; 5-in., \$8.25; 6-in., \$9.50. No.				New List Price of Chicago Triplex and Bommer Spring	
182, 5-in., \$12.50; 5½-in., \$12.75; 6-in., \$13.00; 6½-in.,				Hinges—	
\$13.25; 7-in., \$13.75; 8-in., \$15.00; 10-in., \$17.00.				Single Acting—3" 4" 5" 6" 7" 8" 10"	
185, 1	3.50	9, Midget	.60	Japanned	8.10 8.70 4.30 5.80
185, 2	5.00	90T, Midget Track	15	Ant. Cop., Dull Br. 4.10 5.00 5.90 7.40	
HASPS—Common—				Ant. Br., Sd., Nic., 5.50 6.60 7.90	
Size 20, 5-in. each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c;				Double Acting—	
10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c;				Japanned	5.20 6.10 7.20 8.10 11.40 16.50 22.80
10-in., 30c. 850, 8-in., each, 15c; 10-in., 20c. Size 36, 6-in.,				Ant. Cop., Dull Br. 6.90 8.30 9.80 12.40 16.00 22.80 31.40	
each, 20c; 8-in., 25c.				Ant. Br., Sd., Nic., 9.20 11.00 13.20 16.00 20.50 28.40	
Hinge—912, 3-in. each, 15c; 4½-in., 15c; 6-in., 20c;				Sorting Chicago—	
8-in., 25c; 10-in., 40c; 12-in., 70c.				No. 1½, Double Acting—	
S. C. 912—3-in. each, 15c; 4½-in., 15c; 6-in., 20c;				% to 1	3.85
8-in., 30c; 10-in., 50c.				1½ to 1½	3.90
1308½—3-in. each, 35c; 4½-in., 45c; 6-in., 60c.				1½ to 1½	4.65
Lock—20, Prouty, 75c each, 22, Prouty, 95c.				1½ to 2	6.75
Safety—915, 3-in., dos., 20c; 4½-in., 25c each; 6-in.,				2½ to 2½	15.50
35c. SC915, 3-in., 20c each; 4½-in., 25c; 6-in., 35c;				Wrought Brass, With Brass Screws—	
SC915, 3-in., 30c each; 4½-in., 40c; 6-in., 60c; 941J, 60c.				Narrow	.10 .10 .10 .15 .15 .20 .25 .35
HATCHETS—Box—San Diego Pat., Underhill, \$3.25 each;				Middle	.10 .10 .15 .15 .20 .20 .25 .35
Seattle Pat., Underhill, \$3.50; 90, Hunt's, \$2.50; 401,				Broad	.10 .10 .15 .15 .20 .25 .30 .40
Sayre's, \$2.25; 3010, Plumb's, \$2.50; 3011, Plumb's, \$2.50.				Desk	.15 .15 .20 .25 .40 .45
Broad—1, Hunt's, \$1.75; 2, Hunt's, \$2.00; 3, Hunt's,				STRAP AND TEE HINGES—	
\$2.25; 4, Hunt's, \$2.50; 5, Hunt's, \$2.75; 2, Kelly's, \$1.50;				Strap	3" 4" 5" 6" 8" 10" 12"
3, Kelly's, \$1.75; 4, Kelly's, \$2.00; 1, Plumb's, \$1.75;				900, Light, Plain	12½ .15 .20 .25 .35 .55
2, Plumb's, \$2.00; 3, Plumb's, \$2.25; 4, Plumb's, \$2.50;				900SC, with Screws	.15 .20 .25 .30 .40
5, Plumb's, \$2.75.				902, Heavy, Plain	.20 .25 .35 .50 .70 1.10
Claw—1, Hunt's, \$1.65; 2, Hunt's, \$1.75; 3, Hunt's,				902SC, with Screws	.25 .30 .40 .60 .85 1.25
\$1.85; 1, Keen Ridge, \$1.50; 2, Keen Ridge, \$1.65; 1,				925, Corgd., Plain	.30 .35 .55 .80 1.15
Kelly's, \$1.25; 2, Kelly's, \$1.25; 98, All Steel, \$1.10; 1,					
Plumb's, \$1.65; 2, Plumb's, \$1.75.					

RETAIL SELLING PRICES—Continued.

STRAP HINGES—Cont'd—									
3"	4"	5"	6"	8"	10"	12"			
9358C, with Screws.....	.25	.30	.40	.60	.90	1.30			
SC1800 1/4, Light Galv.....	.25	.30	.40	.55	.70	1.00			
SC1802 1/4, Heavy Galv.....	.35	.50	.80	1.25	1.85	2.60			
SC1805 1/4, Corgd. Galv.....	.40	.55	.85	1.50	2.10	3.00			
See—	8"	10"	12"						
904, Light, Plain.....	.12 1/2	.15	.20	.25	.30	.45	.60		
SC904, with Screws.....	.15	.20	.25	.30	.35	.50	.70		
906, Heavy, Plain.....	.20	.25	.35	.40	.50	.70			
SC906, with Screws.....	.25	.30	.35	.45	.65	1.00			
908, Extra Heavy.....	.25	.30	.40	.55	.90	1.25			
987, Extra Corgd.....	.30	.35	.40	.70	.90	1.45			
SC987, with Screws.....	.35	.40	.45	.75	1.00	1.45			
SC1804 1/4, Heavy Galv.....	.40	.55	.85	1.50	2.10	3.00			
SC1806 1/4, Corgd. Galv.....	.55	.85	1.15	1.85	2.50	3.50			
BUTTS—Cabinet Door—									
2x2	2 1/2 x 2	2 1/2 x 2 1/2	3x3						
189 F.....	.65	.70	.95						
189 N.....	.75	.85	1.10						
289 D2, F, B; or 2718 AC, OB.....	.25	.30	.30						
289 SF2, SD2, SA4, H; or 2718 MBS.....	.30	.35	.35						
295 D2, F; or 2722 AC, OB.....	.25	.25	...						
295 N or 5722.....	.30	.35	...						
284 D2, F; or 2719 AC, OB.....	.20	...	.25	.35					
284 SF2; or 2719 MBS.....	.25	...	.30	.35					
284 N; or 5719.....	.30	...	.35	.40					
286 D2, F; or 2721 AC, OB.....	.25	...	.30	.35					
286 N; or 5721.....	.25	...	.35	.40					
291 D2, F; or 2705 AC, OB.....	.30	...	.30	.35					
291 SD2, SF2, SA, B; or 2705 MBS.....	...	...	.35	.40					
291 N; or 5705.....	...	...	.40	.45					
Galvanized Brass Pins: 2x2 2 1/2 x 2 1/2 3x2 1/2 3x3 3 1/2 x 3 1/2 4x4									
1319 or 4705 BR.....	.40	.45	...	.55	.75	...			
1334 or 4708 BR.....	.40	.50	...	.65	.75	.95			
Bright Steel:									
804 or 703 1/4.....	.15	.20	.25	.30	.45				
808 or 705.....	.15	.15	...	.20	.30	.40			
823 or 714.....	.25	...	.30	.30	.25				
838 or 719: 1, 10c; 1 1/2, 10c; 1 1/2, 10c; 2, 10c; 2 1/2, 15c; 3, 15c; 3 1/2, 25c; 4, 35c.									
840 or 721: 1, 10c; 1 1/2, 10c; 1 1/2, 10c; 2, 15c; 2 1/2, 15c; 3, 20c.									
Finished:									
241 D2, F, F2, B; or 2714 AC, OB.....	.35								
241 SD2, SF, SA4; or 2714 MBS.....	.45								
241 H.....	.45								
241 N or 5714.....	.50								
Parliament:									
260 D2, F; or 2716 1/4 AC, OB.....	...								
260 H, SA4.....	...								
260 N or 5716 1/4.....	...								
828 or 716 1/4.....	...								
Japanned:									
731 1/2 or 1714.....	.25								
731 1/2 or 1714 1/4.....	...								
733 or 1714 1/4 DB.....	.35								
740J1 or 1721.....	.25								
747 or 1705.....	...								
749J1 or 1718.....	.35								
Half Surface:									
160 D2, F; or 2740 AC, OB.....	.40								
160 SF2 or 2740 MBS.....	.45								
160 H.....	.50								
160 N or 5740.....	.50								
165 D2, F or 2745 AC, OB.....	.50								
165 SF2 or 5745 MBS.....	.50								
165 N or 5745.....	.55								
HOLLOW WARE—STEEL—Bailed Griddica, Cooking surface									
12 inches, \$1.90 each; 18 inches, \$2.25; 14 inches, \$2.50.									
HOLLOW WARE, CAST IRON: Dutch Ovens—No. 8, \$3.45									
each; 9, \$4.00; 10, \$4.85; 11, \$5.85; 3, \$2.35; 2, \$2.75; 1, \$3.85; 0, \$4.85; 00, \$6.85.									
Gem Pans—No. 1, \$1.00 each; 2, \$1.00; 6, \$1.00; 10, \$1.25; 11, 1.10.									
Griddles—No. 7, \$1.00 each; 8, \$1.05; 9, \$1.25; 10, \$1.65; 12, \$1.80; 14, \$2.85; 16, \$2.75.									
Long Griddles—No. 7, \$1.75 each; 8, \$2.15; 9, \$2.85.									
Kettles (Stove)—No. 7, round, \$2.60 each; 8, \$3.90; 9, \$3.60; 7 (flat), \$2.80; 8, \$3.00; 9, \$3.60.									
Skillets or Spiders—No. 4, 90c each; 5, \$1.00; 6, \$1.05; 7, \$1.15; 8, \$1.20; 9, \$1.50; 10, \$1.80; 11, \$2.25; 12, \$2.65 each.									
Scotch Bowls—No. 2, \$1.75 each; 3, \$2.00; 4, \$2.85.									
Waffle Irons—No. 7, \$1.85 each; 8, \$2.25; 9, \$2.50; 7-D, \$2.25; 8-D, \$2.75; 11, \$2.75; 12, \$4.50.									
HOLLOW WARE—STEEL—Fry Pans, Acme—No. 00, 30c									
each; 0, 25c; 1, 30c; 2, 35c; 3, 35c; 4, 40c; 5, 45c; 6, 50c; 7, 60c.									
Griddles—No. 8, 90c each; 9, \$1.10; 10, \$1.25; 12, \$1.50; 14, \$1.75; 16, \$2.00.									
Skillets or Spiders—No. 7, 90c each; 8, \$1.10; 9, \$1.35; 10, \$1.75; 12, \$2.00; 07, 85c; 08, 40c; 09, 55c; 1010, 65c; 012, 75c.									
HOOKS AND EYES—(Price per dozen)—									
	Screw Hooks	Steel	Brass	Screw Eyes	Steel	Brass			
0.....	.45	...	...	.85	...	...	
1.....	.40	...	...	.40	...	...	
2.....	.35	...	...	.30	...	...	
3.....	.30	...	...	.25	...	...	
4 or 104.....	.25	...	...	.20	...	...	
5 or 105.....	.20	...	...	.15	...	.75			
6 or 106.....	.15	...	.60	.15	...	.60			
7 or 107.....	.15	...	.50	.15	...	.45			
8 or 108.....	.15	...	.30	.10	...	.40			
9 or 109.....	.10	...	.30	.10	...	.35			
10 or 110.....	.10	...	...	...	...	...	.25	.10	.30
11 or 111.....	.10	...	...	...	...	...	.20	.10	.25
12 or 112.....	.10	...	...	...	...	...	.15	.05	.20
13 or 113.....	.10	...	...	...	...	...	.10	.05	.15
14 or 114.....	.10	...	...	...	...	...	.10	.05	.10
Gate Hooks and Eyes—									
Size.....	1 1/2	2	2 1/2	3	3 1/2	4	6		
No. 40, steel.....	.20	.25	.30	.40	.45	.50	.90		
No. 1040, brass.....	.60	.75	.90	1.10	1.50	1.75	2.00		
Gross lots, 85% off list.									
Ceiling.....	.60	...	...	...	...	...	...	...	...
2 1/2-inch cast iron.....	.60	...	...	...	...	...	...	...	...
2 1/2-inch cast iron.....	1.85	...	...	...	...	...	...	...	...
2 1/2-inch, other finishes.....	1.50	...	...	...	...	...	...	...	...
Cast, coppered.....	.65	...	...	...	...	...	...	...	...
Wire, coppered.....	.85	...	...	...	...	...	...	...	...
Wire, Japanned.....	.40	...	...	...	...	...	...	...	...
Wire, tinned.....	.40	...	...	...	...	...	...	...	...
Wire, nickel plated.....	.55	...	...	...	...	...	...	...	...
Wire, brass plated.....	.55	...	...	...	...	...	...	...	...
Coat and Hat—									
Double, cast, heavy.....	.70	...	...	...	...	...	...	...	...
Single, cast.....	.45	...	...	...	...	...	...	...	...
Medium, cast.....	.85	...	...	...	...	...	...	...	...
Heavy, cast.....	.90	...	...	...	...	...	...	...	...
Cast, nickel plated.....	.25	...	...	...	...	...	...	...	...
Mast, copper finish.....	.95	...	...	...	...	...	...	...	...
Cast, brass finish.....	1.10	...	...	...	...	...	...	...	...
Cast, bronze, all fin.....	4.25	...	...	...	...	...	...	...	...
Porcelain, solid.....	.15	...	...	...	...	...	...	...	...
Wire, Japanned.....	.20	...	...	...	...	...	...	...	...
HOSE FIXTURES—Bands—Magic, 1/2, 3/4 and 1, 2 1/2 c each:									
Caldwells, 1/2, 3c; 3/4, 4c; Sherman, Brass, 1/2 and 3/4, 10c; Galv., 1/2 and 3/4, 5c.									
Couplings—1/2, 3/4 and 1-in., 20c each; 1-in., 35c; Perfect, 1/2-in., 85c; 3/4-in., 35c; Sherman No. 10, 1/2 and 3/4-in., 20c; Snap, 45c.									
Menders—Wood, 1/2-in., 25c doz.; 3/4-in., 25c; Sherman's 1/2 and 3/4-in., 10c each; Coopers, 1/2 and 3/4-in., 15c; P. C. Perfect, 1/2-in., 15c; 3/4-in., 15c; 1-in., 25c.									
2 1/2 x 2 1/2 3x3 3 1/2 x 3 1/2 4x4 4 1/2 x 4 1/2 5x5 6x6									
.40 .40 .50 .55 .80 1.40 2.85									
.45 .50 .50 .65 .90 1.55 2.65									
.50 .50 .50 .70 .95 1.60 2.75									
.50 .50 .55 .70 1.00 1.65									
.45 .55 .60 .70 .75									
.50 .60 .65 .70 .80									
.50 .60 .65 .70 .80									
.35 .40 .45 .50 .55									
.30 .30 .30 .40 .55 .75									
.35 .40 .40 .45									
.40 .40 .40 .50 .75 1.30 2.25									
.30 .35									
.30 .35									
.35									
.45 .50 .55 .75 1.05									
.50 .55 .65 .80 1.10									
.55 .60 .70 .85 1.15									
.55 .60 .70 .85 1.15									
.55 .60 .70 .90 1.15									
.60 .65 .75 .90 1.25									
Nozzles—Mystic, 65c each; Boston, 80c; Duo, 50c; Stanley, Jr., 70c.									
Sprinkler Heads—2 Blake, 45c each; 80 and 81, Thompson, 65c; 85 and 86, Thompson, 80c; 115, Thompson, 75c.									
HOSE, GARDEN—Coupled in 50-ft. lengths—Cotton, 1/2-inch, 15c; 3/4-inch, 19c; 4-ply, black, 1/2-inch, 16c; 3/4-inch, 20c; 5-ply, black, 1/2-inch, 17c; 3/4-inch, 21c; 5-ply, red, 1/2-inch, 20c; 3/4-inch, 22c.									
Reels, not coupled, per ft.—Electric, corrugated, 1/2-inch, 21c; 3/4-inch, 24c; 1-inch, 35c; Electric smooth, 1/2-inch, 20c; 3/4-inch, 23c; 1-inch, 30c; Second Grade, 3/4-inch, 19c; 1-inch, 22c; Third Grade, 1/2-inch, 16c; 3/4-inch, 19c; Fourth Grade, 1/2-inch, 15c; 3/4-inch, 18c.									
IRONING BOARDS—(See Boards, Ironing).									
IRON SHEETS—Galvanized—									
14 to 16.....							Out Sheets	Full Sheets	
18 to 22.....							.11	.10	
Black Sheets—							.12	.11	
16 to 16.....							.11	.09 1/2	
18 to 24.....							.11	.09 1/2	
30.....							.12	.10	
Corrugated Sheets, Galvanized—									
26 Ga.....							8.75		
28 Ga.....							8.00		
Rockface Siding.....							8.75		
Brickface Siding 28 Ga.....							8.25		
IRONS—									
Plane, Stanley or Bailey—							2 1/2-inch, Single.....	1.05	
1 1/2-inch, Block.....	.75						1 1/2-inch, Double.....	1.10	
1 1/2-inch, Single.....	.75						2-inch Double.....	1.30	
2-inch, Single.....	.80						2 1/2-inch, Double.....	1.35	
2 1/2-inch, Single.....	.85						3 1/2-inch, Double.....	1.55	
3 1/2-inch, Single.....	1.00						2 1/2-inch, Double.....	1.65	
IRONS—Sad—Common, 15c lb.									
Mrs. Potts—No. 50, \$2.50 per set.									

RETAIL SELLING PRICES—Continued.

KNIVES—Hay—

Lightning, \$2.35; Iwan Sickle, \$3.25; Iwan Seriated, \$3.25; Heaths Upright, \$2.75.

KNOBS—Maple base, each, 5c; doz., 35c.

LADDERS—Extension, No. 1, \$1.00 foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMP—Coleman Quick-Lite, Gasoline—Q8320, Eastern and Central States, \$9.00; Rocky Mt. and Pac. Coast States, \$9.50.

LAMP, ELECTRIC—Hygrade, Sava, B First, Whitelite, Marvel, Brit-Lite and other makes.

Type B Lamps—	Clear	Frosted
10 to 50 watts.....	.40	.45
60 watts.....	.45	.50
100 watts.....	1.00	1.10
Type O Lamps—	Clear	Frosted
50 watts.....	.65	.70
75 watts.....	.70	.75
100 watts.....	1.00	1.10
150 watts.....	1.40	1.50
200 watts.....	1.90	2.00

LANTERNS—Coleman Quick-Lite, Gasoline, LQ827—East and Central States, \$7.50; Rocky Mt. and Pac. Coast States, \$8.00.

Note—General rise in lantern prices will be itemized next month. Ask your jobber.

LANTERNS—Diets Tubular—

HOT BLAST	Underwriter's Mill Lan- terns.....	2.75
Little Star Tin Lanterns.....	No. 2 Blissard Mill Lan- terns.....	3.75
Hi-Lo Tin Lanterns.....		
Victor Tin Lanterns.....		
Monarch Tin Lanterns.....		
O. K. Tin Lanterns.....		
No. 2 Royal Tin Lants.....		1.75

COLD BLAST

Junior Tin Lanterns.....		1.50
Junior Brass Lanterns.....		2.50
Junior Brass Nickel-plated Lanterns.....		2.50
No. 2 Crescent Tin Lan- terns.....		2.10
No. 2 Blissard Tin Lan- terns.....		1.85
No. 2 Large Fount Blis- sard Lanterns.....		2.00
Little Wizard Tin Lan- terns.....		1.45
D-Lite Tin Lanterns.....		1.65
No. 2 Large Fount Wis- ard Lanterns.....		2.10

DASH AND WAGON

Buckeye Dash Lant'ns.....	2.00
Junior Wagon Lant'ns.....	2.85
Roadster Wagon Lan- terns.....	2.85

DRIVING

Eureka Driving, plain lens.....	2.50
Same with optical lens.....	2.65
Octo Driving, p'l'n lens.....	4.50
Same, optical lens.....	5.10
Union Driving, plain lens.....	5.10
Same with optical lens.....	5.50

MILL

Watchman's Mill Lan- terns, enamel fin.....	2.50
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LATCHES—Barn Door—No. 10, each, 65c; 125, \$2.25; 126,

\$2.10; 127, 50c; 128, 50c.	
Door—No. 5, each, 50c; 6, 70c; 25, 45c; 80, 20c; 101, 20c; 102, 25c; 103, 30c; 130, 25c; 1240, 75c; 1263, 45c.	
Gate: St. Louis, No. 19, each, 20c; Top Spring, No. 14, each, 35c; Cast, Box—No. 7, each, 30c; 8, 30c; 9, 30c;	
Upright, No. 3, each, 25c; Secret—No. 01413, each, 85c; R and EA1413, \$1.00. Conrad's Safety, 35c.	

Night Rim:

Corbin—No. 353, each, 75c; 356, \$3.00; 356, R. EA, \$3.00; 0356, \$1.15; 0356, R. EA, \$1.25; 374, D, \$3.50; R, \$3.50; 1356, D, \$3.75; R, EA, \$3.75.	
Miller—No. 64, each, 75c; 178C, \$1.10; 378, \$1.10; 3781B, \$1.10; 4978, \$1.75.	

Sargent—No. 4250J, each, \$2.00.

Yale—No. 20, each, \$1.15; 26, 85c; 33, \$2.25; 34, \$2.75; 36, \$2.25; 37, \$3.00; 42, \$4.25; 042, \$3.25; 042P, \$4.00; 44, \$5.00.	
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Refrigerator—No. 091, each, 80c; 091 N, 90c; 091 S,
85c; 091 SN, \$1.00; 092, \$1.10; 092 N, \$1.15; 092 S,
\$1.10; 092 SN, \$1.25; 564, 35c; 574, 40c; 640, 640 S,
\$1.85; 640 N, 640 SN, \$1.50; 607 B, 607 BS, \$1.00;
607 BN, 607 BSN, \$1.10.

LEAD—Bar, 18c lb.; Calking (100 lbs.), 17c lb.; Pig (100

lbs.), 16c lb.; Sheet (full), 26c lb.; Wool, 35c lb.	
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LEVELS—No. 36, 18-inch, \$3.35; 18-inch, \$4.00; 24-inch,
\$4.75. No. 37, 12-inch, \$4.50; 18-inch, \$5.35; 24-inch,
6.25.Marx Aluminum—12-inch, \$3.75; 18-inch, \$4.50; 24-inch,
\$5.50; 28, \$6.25.

No. 95, 24-inch, \$8.00; 26-inch, \$8.25; 28-inch, \$8.50; 30-inch, \$9.00. No. 96, 24-inch, \$10.00; 28-inch, \$10.50; 30-inch, \$11.00.	
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Special Noa—No. 0, \$2.00; 15, 24 and 36-inch, \$4.75; 15,
28 and 30-inch, \$5.00; 25, \$5.50. 30, \$1.85; 4524, \$6.00;
4424, \$6.50; 45½, \$5.25; 90, \$3.75; 98, \$5.00; 103, \$1.00.

LINES, CLOTHES—Cotton. Braided—40-foot, 25c each; 60-

foot, 30c; 50-foot, 30c; 50-foot, 40.	
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Wire, Twisted—50-foot, 20 gauge, 40c each; 75-foot, 30

gauge, 50c; 100-foot, 20 gauge, 60c; 50-foot, 18 gauge, 55c; 75-foot, 18 gauge, 75c; 100-foot, 18 gauge, 90c.	
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Wire, Solid—100-foot, 10 gauge, 85c each.

LOOKS—Rim—Steel, 75c set; Cast, 60c set.

LUBRICANTS—Galena Superior Greases—

	1-lb.	2-lb.	3-lb.	5-lb.	7-lb.	10-lb.	25-lb.
Axle Grease.....	12½	...	.35	.50	.70	1.10	2.30
Superior Cup.....	.20	.40	.55	.85	...	1.60	...
No. 2 Transmis'n.....	...	...	1.10	...	1.95	...	...
No. 42 Transmis'n.....	...	...	1.15	...	2.10	...	...
Black Transmission.....	...	...	.90	...	1.55	...	...
Black Fibre Trans.....	...	...	1.10	...	2.00	...	...
Flow Grease.....	.10	...	.80	.45	...	...	...

Galena Superior Oils—

	¼-gal.	1-gal.	5-gal.	15-gal.	30-gal.	55-gal.
Light Motor Oil.....	.70	1.20	4.65	.92	.81	.77
Medium Motor Oil.....	.70	1.20	4.80	.95	.84	.80
Heavy Motor Oil.....	.70	1.20	4.90	.96	.85	.81
Tractor No. 1.....	...	1.30	5.15	1.02	.91	.87
Tractor No. 2.....	...	1.30	5.30	1.03	.93	.89
600 Transmission.....	...	.95	3.50	.69	.58	.54
600 Steam Cyl.....	...	1.15	4.50	.89	.78	.74
Castor Machine.....	.60	1.00	3.85	.76	.65	.61
Farm Mach. No. 2.....	.55	.90	3.85	.66	.55	.51
Separator.....	.55	.90	3.80	.64	.54	.50

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, \$3.75;

No. 40, 46-inch, with end, \$4.25; No. 6, 66-inch, open, \$4.65;	
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No. 50, 65-inch, with end, \$5.00.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, \$1.25; 16x27, \$1.75;

18x30, \$2.25; 20x33, \$3.50; 22x36, \$3.50.	
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Cocoa Fibre, Medium—16x27, \$2.50; 18x30, \$2.75; 20x33,

\$3.50.	
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Steel—15½x23½, \$2.25 each; 17½x30, \$3.00; 21½x36,

\$4.25.	
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Steel Matting in Rolls—Per sq. ft., \$1.00.

MATTOCKS—

Short Cutter, Standard, 5½ lbs.....	Each.	1.25
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Long Cutter, Standard, 6 lbs.....

Pick, Standard, 6 lbs.....	1.25
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MAULS—Post—10-lb., \$1.25 each; 13-lb., \$1.60; 16-lb., \$2.00;

18-lb., \$2.25; 20-lb., \$2.50.	
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Ship or Top, 25c lb.

Wood Choppers—Adze or Round Eye, 20c lb.

MILLS—Oiler—

Junior.....	43.00	Senior.....	72.00
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Medium.....

Force Feed.....	82.50
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MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.

O-Cedar, Handled—No. 4, small triangle, \$1.00 each; No.

3, large triangle, \$1.50; No. 10B, polish \$1.50.	
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Self-Wringing—No. 10, \$1.00 each.

Round—No. 1, \$1.75; No. 2, \$1.25.

MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 13, 35c

each; No. 70, 85c; Janitor's, 55c each.	
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NAILS—Standard—All sizes, base, \$4.90. 6d and larger, 7c

lb.; 5d and smaller, 8c; 2d Fine Blue (Lath), 10c. 25 lb.	
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lots, add to selling base \$1.35 per keg. 50 lb. lots, 75c.

Cement Coated—All sizes, base, \$4.10. 6d and larger,

10c lb.; 5d and smaller, 12c.	
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Felt Roofing—¾ inch Plain, 15c lb.; ¾ inch Galvanized,

18c.	
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Brads and Nails in Packages—All sizes, 40 per cent.

Advances on Standard Wire Nails, in Kegs

	Common	Box	Casing	Finish.	O.C.Box
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2d.....	1.45	1.65	1.70	2.00	1.65
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3d.....	1.15	1.30	1.35	1.55	1.30
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4d.....	.80	*1.05	1.10	1.25	*1.05
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5d.....	.75	1.00	1.05	1.20	1.00
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6d.....	.60	.70	.75	1.00	.70
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7d.....	.55	.65	.70	.70	.65
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8d.....	.50	.60	.65	.65	.60
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9d.....	.45	.55	.60	.60	.55
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10d.....	.40	.50	.55	.55	.50
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12d.....	.35	.45	.50	.50	.45
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16d.....	.30	.40	.45	.45	.40
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20 to 60d Base.....	.15	.20	.25	.25	...
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Barbed Nails advance 25c over Smooth Nails.

*Orange Box, \$1.60.

2d Fine—Plain, \$1.95; Extra, \$1.95.

3d Fine—Plain, \$1.35; Extra, \$1.55.

Blued Lath Nails advance 25c over Fine Nails.

NAILS, SHOE—Corrugated—Brass Plated—No. ¼-lb., 10c

each; ¾-lb., 15c.	
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Wrought Brass—2-oz., 15c each; 4-oz., 25c.

Hob—¾, 30c lb.; larger, 30c.

Hungarian—Round or Cone Head—¼-lb., 5c each; ¾-

lb., 10c.	
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RETAIL SELLING PRICES—Continued.

NETTING, POULTRY—Hexagon, Galvanized after weaving—

2-inch, 20-gauge—			
Width, inches—	12	18	24
List Roll	2.14	3.08	3.92
Sell Full Roll	1.95	2.80	3.55
Sell Out (lineal foot) ..	.01½	.02¼	.03
Width, inches—	36	48	60
List Roll	5.85	7.18	8.91
Sell Full Roll	4.75	6.40	8.00
Sell Out (lineal foot) ..	.04	.05½	.06½
1½-inch, 20-gauge—			
Width, inches—	12	18	24
List Roll	3.15	4.58	5.78
Sell Full Roll	2.85	4.10	5.25
Sell Out (lineal foot) ..	.02½	.03½	.04½
Width, inches—	36	48	60
List Roll	7.88	10.50	13.18
Sell Full Roll	7.10	9.45	11.75
Sell Out (lineal foot) ..	.06	.07½	.10½
1-inch, 20-gauge—			
Width, inches—	12	18	24
List Roll	4.95	7.12	9.08
Sell Full Roll	4.45	6.40	8.20
Sell Out (lineal foot) ..	.04	.05½	.07½
Width, inches—	36	48	60
List Roll	12.88	16.50	20.68
Sell Full Roll	11.15	15.00	18.60
Sell Out (lineal foot) ..	.09½	.12½	.15½
¾-inch, 20-gauge—			
Width, inches—	12	18	24
List Roll	8.55	12.80	15.68
Sell Full Roll	7.75	11.10	14.10
Sell Out (lineal foot) ..	.07½	.09½	.12½
Width, inches—	36	48	60
List Roll	21.88	28.50	35.68
Sell Full Roll	19.35	25.65	32.00
Sell Out (lineal foot) ..	.15½	.22½	.27

NIPPERS, CUTTING—

Bernard's—	14-inch ...	3.75
5-inch	Utica—	
6-inch	5-inch	1.00
7-inch	6-inch	1.10
Nettleton's—	7-inch	1.25
6-inch	8-inch	1.15
8-inch	4½-inch	1.25
10-inch	5-inch	1.35
12-inch		

NIPPLES—See Pipe Fittings—

NUTS—Cold Punched U. S. S. Hexagon, Tapped—Size ¼, 5 for 5c; 5-16, 8 for 5c; ¾, 8 for 5c; 7-16, 2 for 5c; ½, 2 for 5c; 9-16, each 5c; ¾, each 5c; ¾, 2 for 15c; ¾, each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.
Hot Pressed U. S. S. Square, Tapped—Size ¼, Sug. retail, 10 for 5c; 5-16, 6 for 5c; ¾, 5 for 5c; 7-16, 8 for 5c; ½, 8 for 5c; ¾, 2 for 5c; ¾, each 5c; ¾, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.
Wing, Tapped, U. S. S.—3-16, 20c doz.; ¼, 25c; 5-16, 30c; ¾, 40c; 7-16, 50c; ¾, 75c; ¾, \$1.50.

OAKUM—Plumbers', 20c lb.; Navy, 30c lb.; Best Unspun, 35c lb.

OIL—3-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2½-oz. can, 85c.
Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c. os. can, 35c.
Winchester Utility—1-oz. bottle, 15c; 3½-oz. can, 25c.
Many use—8-oz. can, 25c.

OVEN PORTABLE—

No.	Each.	No.	Each.
Androck, complete....	1.10	11	2.75
Kerogas—		13	3.50
357	6.00	111	8.50
657	7.25	113	8.75
Pinney & Boyle—		120	6.25
1	3.25	213	3.50
2	3.75	220	7.00
		318	4.25

OVENS: New Perfection—No. 121-GE, one burner, glass awing door, blue enameled door frame, \$6.00; No. 122-GE, two burners, \$7.50.

Puritan—Two burners, glass drop door, polished steel, asbestos lining, knockdown style, \$5.75.

PACKING—Sheet Rubber—Standard I. C., 40c lb.; Indian Red, 60c.

Italian Hemp—A, 1-inch, 45c lb.

Square Flax, braided, 60c.

Platon Spiral—Steam, high pressure, \$1.50; steam or water, low pressure, \$1.

Asbestos Cement—7½c lb.

Wicking, Asbestos—4-oz. ball, 30c.

Cotton Candle—2-oz. ball, 10c.

PADLOCKS—Corbin—No. 958, 35c each; 2802¼, 30c; 2822¼, 40c; 2869, 75c; 2879, \$2.00; 2880, \$2.25; 2881, \$2.50. 2883, \$3.75.

Miller—No. 1, \$1.25 each; 16, 20c; 16B, 35c; 16G, 25c; 18, 25c; 19, 30c; 19G, 30c; 21, 35c; 21G, 35c; 34, \$1.50; 35B, 20c; 37, 20c; 41, 60c; 76, 75c; 88, 35c; 99, \$1.25; 100B, 20c; 121, 40c; 125, \$1.15; 180, 35c; 190, 40c; 210, 50c; 214, 55c; 221, 65c; 232, 65c; 700B, 40c; 1398, 60c; 5438, \$1.00; 5438XC, \$1.15; 5441, 80c; 5441XC, 95c each.

Yale—No. 225, 85c each; 225, \$1.00; 453J, 30c; 453X, 30c; 568, \$1.75; 565, \$2.10; 585, \$1.50; 685, \$1.50; 645J, 65c; 803, \$2.25; 805, \$2.25; 805¼, \$2.50; 813, \$2.25; 815, \$2.25; 823, \$2.40; 833, \$2.00; 843, \$2.25; 853, \$2.50; 8454, \$2.75.

Slaymaker—No. 160, \$1.75 each; 178, 45c; 179, 15c; 189, 75c; 1092, 90c; 1093, \$1.10; 1098, \$1.10; 1902, 55c; 1903, 60c; 1904, 75c; 8901, 75c; 8902, 60c; 8903, 45c; 4026, 20c; 4078, 75c; 6180, 25c; 9902, 70c; 9903, N. O. 65c; 41090, 70c.

PAINT SUNDRIES—

Alcohol—(Denatured)—	Painters' Petroleum—
1 gallon	1-gal. Gal. .40
5 gallons	Paints, Ready Mixed—1st
Alum—	grade, white—
Pwd., less than 100	Gals. Gal. 4.40
lbs., lb.	½-gals. Gal. 3.80
1.15	Quarts Qt. 1.35
Benzine—	Pints Pt. .70
New cans, casd., gal. .60	½-pints ½-Pt. .40
Old cans, uncasd., gal. .40	1st Grade, Colors—
Coal Tar—	Gals. Gal. 4.25
5-gal. Gal. .40	½-gals. Gal. 2.25
1-gal. Gal. .55	Quarts Qt. 1.30
Cresote—	Pints Pt. .65
Gal. .... .85	½-pints ½-Pt. .35
Distillate—	2d Grade, White or
Light, gal. .... .40	Colors—
Glue—	Gals. Gal. 3.90
No. 2 Gelatine.... .50	½-gals. Gal. 1.60
Chicago White ... .50	Quarts Qt. .95
Kalsomine, White—	Inside Floor—
Bbls., 280 lbs.... .08	Gals. Gal. 3.90
Kegs, 100 lbs.... .08½	½-gals. Gal. 1.60
4 25-lb. pkgs., bulk .09	Quarts Qt. .95
25 lbs., bulk.... .09	Forch—
Less 25 lbs.... .09½	Gals. Gal. 4.25
100 lbs., 5-lb. pkgs. .09	½-gals. Gal. 2.25
Less 100 lbs. pkgs. .09½	Quarts Qt. 1.30
Lamp Black—Bear Brand—	Plaster Paris—
1-8, lb. pkg.... .45	Less sack, lb. .... .10
½-8	Putty, Bladder—
¼-8	Less than 100 lbs. 07½
⅛-8	Putty, Bulk—
Linseed Oil, Boiled—	1-lb. cans .... .15
5's	2-lb. cans 12½
1's	3-lb. cans 09½
¼'s	5-lb. cans 09
⅛'s	10-lb. cans 08½
¼'s	25-lb. cans 08
⅛'s	85 lb. cans 06½
Raw Linseed Oil, 2c less	Rosin—
than price of boiled. Paint-	Lb. .... .14
ing contractors' price on	Tinta, Kalsomine—
Linseed Oil, 5c above cost,	Barrels, 280 lbs.... .09
according to quantity.	Kegs, 100 lbs.... .09½
Oil—	100-lb. bulk .... .10
Floor	25-lb. bulk .... .10
Gloss	Less 25 lbs.... .10½
Lard, No. 1	100 lbs., 5-lb. pkgs. 09½
Lin-O-Oil	Less 100 lbs., 5-lb.
Neatsfoot No. 1 ..	pkgs. .... .10
Neutral	Turpentine—
Paraffine	5's
Paint, Dry Colors—	1's
Umber	¾'s
Chrome Green, Med. .07	¼'s
Graphite	⅛'s
Metallic	Painting contractors' price
Sienna	on turpentine: 5 gals. or
Venetian Red	more, 2c above cost; less 5
Yellow Ochre .... .07	gals., 5c above cost.

PANS—Acme Frying—

No. 00, each....	.20	No. 4, each....	.55
No. 0, each....	.35	No. 5, each....	.60
No. 1, each....	.40	No. 6, each....	.80
No. 2, each....	.45	No. 7, each....	.90
No. 3, each....	.50		

PAPER, BUILDING—

	Light.	Medium.	Heavy.
Plymouth, Smooth	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Asbestos	4.25	4.75	5.25
H & H	2.50	3.00	3.50
Pioneer, Flaxine	3.00	3.50	4.00
Pioneer, Sanded	2.50	3.00	3.50
Pioneer, Slate	3.75	4.25	4.75
Certain-teed	2.50	3.25	3.75
Major	2.00	2.50	3.00
Guard	1.35	1.75	2.15

Pioneer Sheathing, Gray—Per roll, 20-lb., \$1.00; 25-lb., \$1.25; 30-lb., \$1.50.

Shingles, Slate, Red or Green—Individual (424 per square), \$10.00 square. Strip or Slab (104 per square), \$9.00.

Tin Caps—1¼-inch, 80c per lb.

Felt—Asphalt Saturated, \$2.75 per roll. Deadening, 6¼c per lb. Insulating, Saturated, \$1.75 per roll: Saturated and Coated, \$2.75.

RETAIL SELLING PRICES—Continued.

SAND AND EMERY—Per quire of sheets—

	0	1	1 1/2	2	2 1/2	3
Carborundum	.80	.95	1.10	1.30	1.50	1.75
B. & A.	.45	.50	.55	.60	.75	.85
Astec	.40	.45	.50	.60	.70	.80
Aloxite	.80	.85	.90	1.00	1.10	1.20

PEAVIES—

	Socket.	Socket.
	Maple, Hickory.	Maple, Hickory.
2 1/4 x 4	4.15	5.00
2 1/4 x 4 1/2	4.80	5.50
2 1/4 x 5	4.50	5.25
2 1/2 x 5	4.75	5.50

PERCOLATORS, COFFEE—Universal—

46	4.00	74	5.50
48	4.50	76	6.00
52	3.75	79	6.75
54	4.00	714	7.50
56	4.50	484	5.75
58	5.00	486	6.25
64	5.00	489	7.00
66	5.50	474	6.25
69	6.25	476	6.75
614	7.00	479	7.50

Percolator Tops, 10c each.

PICKS—Railroad, 5-lb., 95c each; 6-lb., \$1.00; 7-lb., \$1.15; 8-lb., \$1.25; 9-lb., \$1.35.
Drifting—No. 1, 90c each; 2, 95c; 3, \$1.00; 4, \$1.15;

PINS—Clothes—C—Common, 10c doz.; US—Spring, 30c; H—Hoyt's Spring, 15c.

PINCERS—Carpenters'—6-in., 70c; 8-in., 85c; 10-in., \$1.10.

PIPE—(See Plumbing Prices, Page 169).

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.
4-inch, Japan, 40c; 3-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.
Half Joints—5-inch, 30c joint; 6-inch, 30c.
Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS (STOVE)—Caps, No. O 15, 60c each; O-16, 60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.
Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c; 7, 45c. No. 3 Adj., 4 Pc., 35c; 4, 40c; 5, 40c; 6, 45c. 3-inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c. No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.
Flue Stops, Nos. 1 and 86, 20c each; 3, 20c each; 30, 20c. 3, 3 1/2 (in kegs), 35c lb.; 4, 5, 35c; 6, 7, 8, 35c; 10, 35c. Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50, 60 (Ridge), 75c each.

PISTOLS, AUTOMATIC—Colt's—A 252 (CA25), \$16.50 each; A223 1/2 (CA32), \$19.50; A3808 1/2 (CA380), \$19.50; 384 1/2 (CA384 1/2), \$36.75; 455 (CA455), \$34.00.
Remington—51, \$19.50.
Savage—1907, 32 Cal., \$25.00; 380 Cal., \$26.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., \$1.25; 25-lb., \$2.50; 50-lb., \$4.50; 1/2-bbl., \$9.00; bbl., \$13.50.

PLANES—Stanley—No. 1, \$2.95 each; 2, \$3.85; 3, \$4.10; 3C, \$4.25; 4, \$4.35; 40, \$4.60; 4 1/2, \$5.00; 4 1/4 C, \$5.35; 5, \$5.00; 5C, \$5.25; 5 1/2, \$5.35; 5 1/4 C, \$6.00; 6, \$6.60; 6C, \$6.90; 7, \$7.50; 7C, \$7.65; 8, \$8.35; 8C, \$9.25; 9, \$9.15; 9 1/2, \$2.25; 9 1/4, \$2.75; 10, \$6.65; 10 1/2, \$5.40; 12, \$5.00; 12 1/4, \$6.60; 15, \$2.10; 15 1/2, \$2.85; 16, \$2.50; 17, \$2.85; 18, \$2.85; 19, \$2.85; 20, \$2.25; 24, \$3.10; 25, \$2.85; 26, \$3.20; 27 1/2, \$3.75; 28, \$4.15; 29, \$4.65; 31, \$4.50; 32, \$5.00; 35, \$3.75; 36, \$4.50; 37, \$5.00; 40, \$3.20; 40 1/2, \$5.00; 45, \$14.00; 46, \$9.80; 47, 7.65; 48, \$5.25; 49, \$5.25; 50, \$7.90; 55, \$25.50; 60, \$2.60; 60 1/2, \$2.35; 61, \$2.25; 62, \$5.65; 65, \$3.15; 65 1/2, \$2.60; 71, \$3.95; 71 1/2, \$3.30; 72, \$4.35; 74, \$10.25; 75, 75c; 78, \$3.25; 85, \$4.60; 90, \$3.95; 92, \$4.00; 93, \$4.85; 94, \$5.65; 95, \$3.00; 97, \$3.95; 98, \$2.00; 99, \$3.00; 100, 60c; 101, 50c; 102, 95c; 103, \$1.25; 110, \$1.80; 112, \$4.50; 113, \$7.45; 120, \$1.75; 130, \$1.80; 131, \$2.75; 140, \$3.00; 146, \$4.00; 147, \$4.25; 148, \$4.65; 171, \$5.95; 190, \$2.90; 191, \$2.90; 192, \$2.65; 203, \$1.50; 212, \$3.10; 220, \$1.70; 278, \$3.25; 289, \$4.00; 444, \$11.00; 602, \$4.30; 603, \$4.90; 604, \$5.30; 604C, \$5.55; 604 1/2, \$6.15; 605, \$6.15; 605C, \$6.45; 605 1/2, \$6.75; 606, \$7.85; 606C, \$9.25; 607, \$9.90; 607C, \$9.45; 608, \$10.70; 608C, \$11.20.

No. 39—1/4, \$2.90; 3/8, \$3.20; 1/2, \$3.40; 5/8, \$3.55; 3/4, \$3.70; 13-16, \$3.85; 1/2, \$3.85; 1, \$3.95.

Stanley Block Plane Irons—100 and 101, 15c; 102 and 103, 20c; 110 and 130, 30c; 130 and 220, 40c; 140, 50c; 9 1/2 and 9 1/4, 40c; 15, 16, 17, 18, 19, 40c; 60 and 65, 40c. 3 1/2-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, \$2.00. inch, 15c; 3 1/2-inch, 20c. No. 361, 40c. No. 362, 65c. No. 371, \$1.00.

PLATES, GAS, HOT—No. 501, \$3.50 each; 502, \$5.75; 503, \$3.50; 702, \$7.75; 703, \$11.50; 722, \$8.50; 723, \$12.50; 1001, \$2.50; 1002, \$4.25.

PLIERS—Klein's No. 201—6-inch, \$2.25 each; 7-inch, \$3.50; 8-inch, \$4.00; 9-inch, \$4.75. Bernard's No. 102—4 1/2-inch, \$1.50; 5 1/2-inch, \$1.85; 6 1/2-inch, \$2.25; 8-inch, \$3.25.
PLUGS—Spark—\$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch, \$2.00; 9-inch, \$2.25; 12-inch, \$2.75; 18-inch, \$3.50; 24-inch, \$4.00. No. 37, 12-inch, \$3.75; 18-inch, \$4.50; 24-inch, \$5.25. No. 37G, 12-inch, \$3.75; 18-inch, \$4.50. No. 34G, 4-inch, \$1.65; 6-inch, \$2.00; 8-inch, \$2.75; 10-inch, \$3.25.
Wood, Stanley or Disston—No. 00, \$1.50; 0, \$1.65; 2, \$2.25; 3, \$2.75; 8, \$3.50. No. 13, 26-inch, \$3.25; 28-inch, \$3.35; 30-inch, \$3.35. No. 15, 26-inch, \$3.85; 28-inch, \$4.00; 30-inch, \$4.00. 30, \$3.35; 35, \$3.00; 45 1/2, \$4.75. No. 93, 26-inch, \$4.65; 28-inch, \$4.85; 30-inch, \$5.00. 95, \$7.75; 96, \$9.25; 102, 75c; 104, \$1.00.
Pocket, Stanley—No. 31, 2 1/2-inch, 55c each; 3-inch, 65c; 3 1/2-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, \$2.25.
Extra Level Glasses—No. 1, 1 1/4 to 2-inch, 15c each; 2 1/2-inch, 15c; 3 1/2-inch, 20c. No. 361, 40c. No. 362, 65c. No. 371, \$1.00.

POKERS, STOVE—No. 100, Straight, 20-inch, 20c; 105, Bent, 20-inch, 30c.

POLISH (AUTO)—Duralac, 1 pt., 60c; 1 qt., \$1.00.

POLISH (FURNITURE)—Duralac, 1 pt., 60c; 1 qt., \$1.00. Cabot, 1/2 pt., 40c each; 1 pint, 50c; 1 quart, 80c; 1/2 gallon, \$1.25; 1 gallon, \$2.25; 5 gallons, \$7.50.
Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart \$1.00.

O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, \$1.25; 1/2 gallon, \$2.00; gallon, \$3.00.

Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c. 2 pounds, \$1.70; 5 pounds, \$3.00.

METAL—NonOlio, 1/2 pint, 50c each; 1 pint, 75c; 1 quart, \$1.25.

SMOKE—Shawwhite, 15c each; Midnight Oil, 25c; Royal, 15c; Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 O S Shoe Satin, 15c; 1 O Satinola, 10c; 2 O Satinola, 15c; 5 P S Shoe Satin, 10c; 10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P Satinola, 15c.

STOVE—Liquid, No. 6 Black Silk, 30c each; 8, Black Silk, 25c; 2, Black Eagle, 35c; 10 E, Enamelina, 15c.
Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c; 20, Black Silk, \$1.75; 01, Black Eagle, 45c; 95 Black Eagle, \$2.00; 4 E, Enamelina, 15c; 6 E, Enamelina, 15c; 75 Black Jack, 25c; 1, Rising Sun, 10c.

PULLERS—Nail—Rex, \$1.35 each; Rex, Jr., \$1.15; Red Devil, \$2.50; Morrill's, \$2.25; Little Giant, \$2.25.

PULLEYS—Brass Screw, No. 350, 1/2-inch, 15c each; 3/4, 20c; 1, 25c; 1, 20c; 1 1/4, 35c; 1 1/2, 40c. No. 370, 1/2-inch, 35c each; 1, 40c.

PULLEYS—Brass Screw, No. 35, 1/2-inch, 15c each; 3/4, 20c; 1, 25c; 1, 30c; 1 1/4, 35c; 1 1/2, 40c. No. 37, 1/2-inch, 35c.
Clothes Line—No. 30, 3 1/2-inch, 45c; No. 60, 6-inch, 70c; No. 64, 20c; No. 65, 2 1/2-inch, 20c; No. 67, 25c; No. 160, 2-inch, 25c; No. 6500, 5 1/2-inch, 55c; No. 6500G, 5 1/2-inch, 65c.
Hay Fork—No. 566, for rope, 75c; No. 1651, for wire rope, \$1.85.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5, \$1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, \$3.85; 2, \$4.25; 3, \$5.00; 4, \$6.00.

PURTY—Per lb., 15c.

RACKS, GARDEN—Malleable, 12-tooth, 70c each; 14-tooth, 80c. Steel Straight, 12-tooth, \$1.10; 14-tooth, \$1.25. Steel Row, 11 and 12-tooth, \$1.35; 13 and 14-tooth, \$1.45; 15 and 16-tooth, \$1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each \$1.00; 16-in., \$1.25; 18-in., \$1.60.

Flanged Horse Rasps—14-in., each \$1.25; 16-in., \$1.50; 18-in., \$2.00.

Half Round Cabinet—10-in., each \$1.25; 12-in., \$1.50; 14-in., \$2.00; 16-in., \$2.50; 18-in., \$3.00.

Half Round Wood—10-in., each \$1.00; 12-in., \$1.25; 14-in., \$1.65; 16-in., \$2.25; 18-in., \$2.90.

Flat Wood—10-in., each 95c; 12-in., \$1.25; 14-in., \$1.50; 16-in., \$2.00; 18-in., \$2.60.

RAZORS (SAFETY)—Eveready—

No.	No.
700, each	1.00
2, each	3.00
	Gem
800, each	1.00
	Enders
900, each	1.00
	Durham Domino
1, each	1.00
2, each	2.00
	706 B, 6 Blades, Pkg.
	706 B, 12 Blades, Pkg.
	800 B, 7 Blades, Pkg.
	900 B, 5 Blades, Pkg.
	.40
	.65
	.50
	.35
	.35
	.50

RETAIL SELLING PRICES—Continued.

SAW SETS—		X CUT—	
201 G & P.....	1.50	Morrill No. 8.....	1.80
Spec. Morrill.....	2.00	Baker No. 8.....	2.85
105 Morrill.....	.80	Colonial.....	1.40
1 Morrill.....	2.00	7 Taintor.....	2.00
10 Morrill.....	1.20	28 Triumph.....	1.65
77.....	1.00	Hammer.....	.85

SAW TOOLS—		Morrill's Raker Gauge—	
Clipper Outfit.....	.75	No. 1.....	1.50
		No. 6.....	2.25
		No. 9.....	2.50
Atkins Raker Swage.....	.45	No. 4 Setting Blocks—	
5-M Tooth Gauge.....	.25	No. 4 Blocks, Morin.....	1.85
Jointers Pikes Perf.....	.75	Swages No. 0 Dist.....	4.75
Jointers No. 7 Sterns.....	.70	Swages, Whittings.....	1.00
		Atkins, Rex.....	1.00
		Atkins, Excelsior.....	.85

SCALES—Family, testing without scoop, \$3.00; with scoop, \$3.75; Peddlers' glass sash, \$5.25; glass sash with chains, \$5.75; brass dial, \$6.75; brass dial with chains, \$7.00.
Spring Balance, No. 50, 20c each; 51, 40c; 54, \$1.25; 86, \$3.75; 87, \$7.00.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 25c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 390, 85c; 350, 75c.

Wiss—No. 4BH, \$1.25 each; 54½, 85c; 155, 90c; 55½, 95c; 56, \$1.00; 56½, \$1.05; 57, \$1.10; 154½, \$1.00; 155, \$1.05; 155½, \$1.10; 156, \$1.15; 156½, \$1.25; 157, \$1.30; 364, \$1.10; 364½, \$1.15; 365, \$1.20; 366, \$1.25; 463, 95c; 463½, \$1.00; 46, \$1.10; 573, \$1.15; 573½, \$1.25; 574½, \$1.40; 668, \$1.15; 668½, \$1.25; 664, \$1.40; 769, 95c; 769½, \$1.00; 764, \$1.05; 764½, \$1.10; 765, \$1.15; 765½, \$1.20; 766, \$1.25; 773, \$1.05; 773½, \$1.10; 774, \$1.15; 814, \$1.15; 814½, \$1.20; 815, \$1.25; 815½, \$1.30; 816, \$1.35.

SCOOPS—Common Hollow Back—Black—No. 2, \$2.00 each; 3, \$2.00; 4, \$2.10; 5, \$2.15; 6, \$2.25; 7, \$2.35; 8, \$2.50; 9, \$2.50; 10, \$2.75.

SCREEN DOORS—(See Doors).

SCREENS, WINDOW—Adjustable Continental Wood Frame—No. 1533, 55c each; 1833, 80c; 2433, 75c; 2437, 85c; 2837, 95c; 3033, 95c; 3037, \$1.05.

Sherwood Steel Frame—No. 1833, 75c each; 2433, 90c; 2437, 95c; 3037, \$1.20.

SCREWS—

Machine—Brass, Flat or Round Head—
Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size.	¾-in.	¾-in.	¾-in.	¾-in.	1-in.
2.....	.20	.20	.20	.25	...
3.....	.20	.20	.20	.25	...
4.....	.20	.20	.25	.30	.35
6.....	.25	.30	.30	.35	.40
8.....	.40	.40	.45	.50	.60
10.....	.50	.55	.65	.75	.90
12.....	.65	.75	.85	.90	1.15
¼.....	1.80	1.00	1.60	1.70	2.00
5-16.....	...	2.25	2.50	2.70	3.15
¾.....	...	2.60	2.95	3.00	3.85
Size.	1½-in.	1½-in.	1½-in.	2-in.	
4.....	.40	.50	.70	.85	1.05
6.....	.55	.75	.85	1.05	1.25
8.....	.75	.85	1.05	1.25	1.55
10.....	1.05	1.20	1.35	1.55	1.80
12.....	1.30	1.45	1.70	1.90	2.15
¼.....	2.20	2.50	2.80	3.15	3.50
5-16.....	3.60	4.00	4.50	5.00	5.50
¾.....	4.50	5.40	5.80	6.15	...

Iron—Flat or Round Head—

Size.	¾-in.	¾-in.	¾-in.	¾-in.	1-in.
2.....	.15	.15	.15	.20	...
3.....	.15	.15	.15	.20	...
4.....	.15	.15	.15	.20	.20
6.....	.15	.15	.20	.20	.25
8.....	.20	.20	.20	.25	.30
10.....	.30	.30	.30	.35	.40
12.....	.30	.35	.35	.40	.40
¼.....	.45	.50	.50	.55	.60
5-16.....	...	.80	.85	.90	1.00
¾.....	...	1.00	1.05	1.15	1.20
Size.	1½-in.	1½-in.	1½-in.	2-in.	
4.....	.25	.30	...	.50	...
6.....	.30	.35	.40	.50	...
8.....	.30	.35	.45	.50	...
10.....	.45	.55	.60	.70	...
12.....	.50	.60	.65	.75	...
¼.....	.75	.85	1.00	1.20	...
5-16.....	1.15	1.30	1.45	1.60	...
¾.....	1.30	1.45	1.70	1.85	...

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

CAP—U. S. S. Thread—Iron—		Length (inches)		5-16"		¾"		7-16"		¾"	
¾.....	\$0.20	\$0.20	\$0.25	\$0.30	\$0.40	...	...	...	...	...	...
1.....	.20	.20	.25	.30	.40	...	...	...	...	...	...
1.....	.20	.20	.25	.35	.40	...	...	...	...	...	...

1½.....	.20	.25	.25	.40	.45
1½.....	.25	.25	.30	.40	.50
1½.....	.25	.25	.30	.45	.55
2.....	.25	.30	.35	.45	.55
2½.....	.30	.35	.40	.50	.60
3.....	.35	.40	.45	.55	.65
3½.....	.40	.45	.50	.60	.70
4.....	...	...	...	.65	.85
1.....	\$0.60	\$0.75	\$1.15	...	...
1½.....	.60	.75	1.15	...	...
1½.....	.65	.80	1.15	...	...
1½.....	.70	.85	1.25	\$1.85	...
2.....	.75	.95	1.80	1.65	...
2½.....	.80	1.05	1.40	1.65	...
2½.....	.85	1.10	1.45	1.80	...
3.....	.95	1.25	1.65	2.10	...
3½.....	1.10	1.45	1.85	2.35	...
4.....	1.25	1.70	2.05	2.65	...

CAP—S. A. E. Thread—Steel—

Length (inches)		5-16"		¾"		7-16"		¾"	
¾.....	\$0.20	\$0.25	\$0.30	...	...	...	...	...	...
¾.....	.25	.25	.30	\$0.45	\$0.50	...	...	...	...
1.....	.25	.30	.35	.45	.50	...	...	...	...
1½.....	.25	.30	.35	.50	.55	...	...	...	...
1½.....	.30	.35	.35	.55	.60	...	...	...	...
1½.....	.30	.35	.40	.60	.65	...	...	...	...
2.....	.35	.40	.45	.65	.70	...	...	...	...
2½.....	.40	.45	.45	.70	.75	...	...	...	...
2½.....	.45	.50	.50	.75	.80	...	...	...	...
2½.....	.50	.55	.55	.80	.85	...	...	...	...
3.....	.55	.60	.60	.85	.90	...	...	...	...
3½.....	.60	.65	.65	.90	.95	...	...	...	...
4.....	.65	.70	.75	.95	1.10	...	...	...	...
1.....	...	...	9-16"	¾"	11-16"	...	...	...	...
1½.....	...	...	\$0.75	...	...	...	...	...	...
1½.....	...	...	.80	...	...	...	...	...	...
1½.....	...	...	.85	\$1.00	\$1.10	...	...	...	...
1½.....	...	...	.85	1.05	1.15	...	...	...	...
2.....	...	...	.90	1.10	1.20	...	...	...	...
2½.....	...	...	1.00	1.15	1.30	...	...	...	...
2½.....	...	...	1.10	1.20	1.35	...	...	...	...
2½.....	...	...	1.15	1.80	1.50	...	...	...	...
3.....	...	...	1.20	1.85	1.60	...	...	...	...
3½.....	...	...	1.35	1.60	1.85	...	...	...	...
4.....	...	...	1.55	1.80	2.10	...	...	...	...

SQUARE HEAD—V. or U. S. S. Thread—

Prices shown are for Dozen Lots. For the price of One

Only, use one-tenth of the dozen price shown.

Length (inches)		5-16"		¾"		7-16"		¾"	
¾.....	\$0.15	\$0.15	\$0.20	\$0.20	\$0.20	...	...	...	...
¾.....	.15	.15	.20	.20	.20	...	...	...	...
1.....	.15	.20	.20	.20	.25	...	...	...	...
1½.....	.15	.20	.20	.20	.25	...	...	...	...
1½.....	.15	.20	.20	.20	.25	...	...	...	...
1½.....	.15	.20	.20	.20	.30	...	...	...	...
2.....	.15	.20	.25	.35	.40	...	...	...	...
2½.....	.20	.25	.30	.40	.45	...	...	...	...
2½.....	.25	.30	.35	.45	.50	...	...	...	...
3.....	.30	.35	.40	.50	.55	...	...	...	...
3½.....	...	...	...	.55	.70	...	...	...	...
4.....	...	...	...	.60	.80	...	...	...	...
		¾"		¾"		¾"		1"	
¾.....	\$0.80	...	...	...	...	...	...	...	...
¾.....	.35	...	...	...	...	...	...	...	...
1.....	.40	\$0.60	...	...	...	...	...	...	...
1½.....	.45	.70	\$1.00	...	...	...	...	...	...
1½.....	.50	.75	1.05	\$1.85	...	...	...	...	...
1½.....	.55	.80	1.10	1.50	...	...	...	...	...
2.....	.60	.85	1.20	1.60	...	...	...	...	...
2½.....	.65	.90	1.25	1.70	...	...	...	...	...
2½.....	.70	.95	1.35	1.85	...	...	...	...	...
3.....	.80	1.10	1.55	2.10	...	...	...	...	...
3½.....	.85	1.20	1.70	2.35	...	...	...	...	...
4.....	1.00	1.35	2.00	2.65	...	...	...	...	...

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

WOOD—Steel, Flat or Round Head—

Size.	¾-in.	¾-in.	¾-in.	¾-in.	¾-in.	1-in.
0 to 2.....	.25	.25	.25	.25	.30	.30
3.....	.25	.25	.25	.25	.30	.30
4.....	.25	.25	.25	.30	.30	.30
5.....	.25	.30	.30	.30	.30	.30
6.....	.30	.30	.30	.30	.35	.35
7.....	.30	.30	.30	.35	.35	.35
8.....	.30	.35	.35	.35	.40	.40
9.....	.35	.35	.35	.35	.40	.40
10.....	.40	.40	.40	.40	.40	.40
11.....	.40	.40	.40	.40	.45	.45
12.....	.45	.45	.45	.45	.50	.50
13.....	.45	.45	.50	.50	.55	.55
14.....	.45	.55	.55	.55	.60	.60
15.....	.55	.60	.60	.60	.70	.70
16.....	.65	.70	.70	.70	.90	.90
17.....	...	...	...	...	.95	.95
18.....	...	...	...	...	1.00	1.00
20.....	...	...	...	...	1.25	1.25
Size.	1½-in.	1½-in.	1½-in.	2-in.	2½-in.	3-in.
3.....	.80	.35	...	...	...	...
4.....	.35	.40	...	...	...	...

RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

5.....	.85	.40	.45	.50	.55	.70	...
6.....	.40	.40	.50	.55	.60	.70	1.05
7.....	.40	.45	.50	.55	.60	.75	1.05
8.....	.40	.45	.55	.60	.65	.80	1.10
9.....	.45	.50	.55	.60	.65	.80	1.15
10.....	.50	.50	.60	.65	.70	.85	1.15
11.....	.50	.55	.60	.65	.75	.90	1.15
12.....	.55	.60	.65	.70	.80	.95	1.15
13.....	.60	.65	.70	.80	.85	.95	1.20
14.....	.65	.70	.80	.85	.95	1.00	1.25
15.....	.75	.80	.95	.95	1.10	1.15	1.35
16.....	.90	1.00	1.05	1.10	1.25	1.80	1.50
17.....	.90	1.15	1.25	1.20	1.35	1.50	1.70
18.....	1.15	1.35	1.40	1.50	1.60	1.65	1.95
20.....	1.40	1.50	1.60	1.70	1.85	2.05	2.25

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head Bright.

SAFETY SET—(Bristle)—

1/4-inch, 10c each; 5-16, 10c; 3/8, 10c; 7-16, 10c; 1/2, 12 1/2c; 5/8, 15c; 3/4, 20c; 1, 25c; 1-inch, 35c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

	1/4, 5-16-in.	3/8-in.	1/2-in.	5/8-in.	3/4-in.	1-in.	1 1/4-in.
1 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
1 1/4 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
1 1/2 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
2 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
2 1/2 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
3 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
3 1/2 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
4 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
4 1/2 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
5 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
5 1/2 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
6 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
6 1/2 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
7 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
7 1/2 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
8 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
9 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
10 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00
12 ..	20 1.50	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00	10 1.00

SCREW DRIVERS—Machinists', No. 51, 50c each; 51 1/2, 85c; 52, 85c; 52 1/2, \$1.25; 53, \$1.15; 53 1/2, \$1.65; 54, \$2.65; range, 15c; 10c full sheet.

Yankee Ratchet—No. 11, 2-inch, 65c each; 8, 80c; 4, 85c; 5, 95c; 6, \$1.00; 8, \$1.15; 10, \$1.50; 12, 95c. No. 15, 2-inch, 70c; 8, 75c; 4, 80c; 5, 85c. No. 30, \$3.00; 31, \$4.00; 35, \$2.25; 60, \$1.00; 130, \$3.50.

SCREW DRIVERS—G & P.—1 1/4, 40c; 3, 40c; 4, 50c.

No.	Each.	No.	Each.
400 ..	2.50	200 ..	2.50
450 ..	2.35	250 ..	2.35
500 ..	2.50	300 ..	2.50
550 ..	2.35	350 ..	2.35

SCREWS—Bench—P. S. W.—No. 4, \$14.75; No. 5, \$12.50; No. 6, \$10.75.

SHEETS, IRON—Galvanized—10 to 16, 11 1/2c; 18 to 24, 12c; 26 to 27, 12 1/2c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 24, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., \$8.25; Galv., 26, \$12.00; 28, \$10.50; Rockface Siding, \$11.50.

SHEETS—STEEL—Black, soft, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 11c; 9c full sheet. Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 12c; 10c full sheet.

SHIELDS—Lag Screw — Expansion— SEBCO —Per hundred list.			
3-16 inch	13.00	1/4	38.00
1/2	15.00	1/2	45.00
5-16	18.00	3/4	65.00
3/4	25.00	1	95.00
7-16	32.00	1 1/4	110.00

SHINGLES—Tin, 5x7, \$8.00; 7x10, \$6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 3, 20c lb. Drop Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 8 to 9, 30c.

SHOTGUNS—Note: E signifies Automatic Ejector; NE, signifies Non-Ejector; SF signifies Solid Frame; TD signifies Take-Down.

American Double Barrel—Hammer, \$20.00; Hammerless, \$24.00.

Fox, Double Barrel—Grade A—NE, \$62.00; E, \$74.50. Grade C—E, \$115.00. Sterlingworth—NE, \$48.00; E, \$60.50. Trap—E, \$160.00.

Ithaca Double Barrel—Grade 1—NE, \$47.50; E, \$62.50. Field—NE, \$37.50; E, \$52.50.

Iver Johnson, Single Barrel—Champion—NE, \$13.00; E, \$13.50. E. Rib, \$16.00.

L. C. Smith, Double Barrel—Field—NE, \$46.25; E, \$58.50. Fulton—NE, \$35.00. Ideal—NE, \$55.50; E, \$69.25.

Stevens, Single Barrel—105, \$18.00; 107, \$13.50; 181, \$22.50.

Stevens, Double Barrel—215, \$20.00; 235,; 315, \$23.00; 335, \$32.40; 345, \$36.00; 520, \$43.50.

Remington, Repeating—10A, \$60.92; 10AR, \$73.25; 10C, \$83.25; 10CR, \$94.58; 11A, \$75.50; 11AR, \$86.88; 11C, \$92.08; 11CR, \$103.86; 17A, \$60.90.

Winchester—

97 SF, 12 Ga., Stand. 42.75 11 TD, 12, Trap....114.50
97 TD, 12 Ga., Std.... 44.00 11 TD, 12, Pigeon....249.50
97 TD, 12, Tourna.... 75.50 12 TD, 12, 16, 20 St. 54.25
97 TD, 12, Trap.... 95.25 12 TD, 12, 16, 20 Tu. 82.25
97 TD, 12, Pigeon....185.50 12 TD, 12, 16, 20 Tp.101.00
11 TD, 12, Stand.... 61.50 12 TD, 12, 16, 20, Fg.197.00
Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, \$1.75 each; Carter's, \$2.00; Ames, \$2.25.

Plain Black Polished — 4th Grade, \$1.85 each; Carter's, \$2.25; Ames, \$2.50.

Riveted Strap Back Black—Ames, \$2.25 each.

Riveted Strap Back Polished — 4th Grade, \$1.75 each; Ames, \$2.25.

Solid Socket—Maynard—Black, \$2.50 each; Polished, \$2.65.

Fire, Sheet Steel—Jumbo, 35c each; 54, Japanned, 30c; 56, Japanned, 25c; 280, Galvanized, 20c.

Special—Northwest—Pacific, \$2.00 each; Occident, \$2.35; Maynard Patr., \$2.60; Genuine Mayn, \$2.75; Chester, \$3.00.

SLEDS—Hand and Coaster— Racer 6.75
Flexible Flyer—

No. 1	4.25	Fire Fly—	
No. 2	5.00	No. 9	2.75
No. 3	6.50	No. 10	3.25
No. 4	7.00	No. 11	4.00
No. 5	9.50	No. 12	4.50
Jr. Racer	5.50	Racer	4.75

SMOOTH-ON—75c lb.

SOLDER—1/2 and 3/4, 40c lb.; No. 1, 90-100, 35c; Wiping.

SPARKERS—Red Seal—No. A141, \$3.00; A152, \$3.65; A162, \$4.35.

SPORTING AND ATHLETIC GOODS

(Prices supplied by courtesy Wright & Ditson Victor Co.)

BASEBALL GOODS—

Major League Baseballs, \$2.00; Junior League Baseballs, \$1.50; Special League Baseballs, \$1.75; Lowest Quality, 15c.

Major League Catchers' Mitts, highest quality, \$15.00; lowest quality, \$1.00.

Major League Basemen's Mitts, highest quality, \$9.00; lowest quality, \$1.00.

Major League Fielders' Gloves, highest quality, \$8.00; lowest quality, 75c.

Player's Model Bats, \$2.50; lowest quality, 25c.

Chest Protectors, \$9.00.

Jack Stroops, 50c.

TENNIS GOODS—

Tennis Racket, highest quality, \$13.50; lowest quality, \$2.50.

Championship Tennis Balls, 50c; Practice Tennis Balls, 10c.

Tennis Net, highest quality, \$20.00; lowest quality, \$3.00.

Tennis Reels, \$1.50.

Racket Cases, Canvas, \$1.50; Felt, \$1.00. Racket Press, \$1.00.

Racket Restringing, English Gut, \$5.00; American Gut, \$4.00; Japanese Gut, \$2.25.

GOLF GOODS—

Golf Balls, highest quality, High Power, 75c; Medium Power, 50c; lowest quality, 65c.

Golf Clubs, Standard Woods, \$5.50; Standard Irons, \$4.50.

TRACK AND FOOTBALL—

Javelins, Official, \$6.00.

Discus, Official, \$10.00.

Vaulting Poles, 16-foot, \$10.00; 14-foot, \$10.00; 12-foot, \$9.00.

American Football, Official, \$9.00; lowest quality, \$1.75.

Soccer Football, Official, \$10.00; lowest quality, \$3.00.

Athletic Jerseys, \$4.00.

Running Shirts, 60c.

Running Pants, 90c.

GYMNASIUM AND PLAYGROUND—

Basket Balls, Official Indoor, \$13.50; lowest quality, \$4.00. Official Outdoor, \$13.50.

Play Ground Balls, 12-inch Outseam, \$1.75; 14-inch Outseam, \$2.00; 12-inch Regular Seam, \$1.50; 14-inch Regular Seam, \$1.75; Children's, 25c.

Play Ground Ball Bats, \$1.00.

Hand Balls, 1 1/4-inch, 35c; 2 1/4-inch, 40c.

Volley Balls, Official, \$7.00; lowest quality, \$3.50.

Boxing Gloves, 10-oz. best, \$13.50; 8-oz. best, \$12.00; 6-oz. best, \$9.00.

Striking Bags, best \$10.00; lowest quality, \$3.00.

SPRAYERS—Myers' Bucket Pump, 8 lbs., \$8.75 each; 6 lbs., \$5.75. Hand—Faultless, 60c each; Misty, 70c; Knap sack—Kant Klog, \$7.50; Perfection, \$9.00; Utility, \$7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, \$8.00; Barnes, 276, \$12.30; Little Giant, 327 1/2, \$7.25; Acme Pressure 345, \$9.00; Defiance No. 324, \$10.00.

RETAIL SELLING PRICES—Continued.

SPRINKLERS, LAWN—

Perforated Tube, Dew Drop, 7 feet long, brass, \$8.35 each; 8 feet, \$8.65; 8 feet, galvanized, \$2.85.
 Pluvius—Revolving Brass Spoon, \$1.15 each; Revolving Arms, 6-inch, \$1.85; Revolving Arms, 11-inch, \$2.50.
 Ring—5½-inch diameter, 75c each; 8½-inch, \$1.25.
 Rose—8-inch perforated oblong plate spray, \$1.00 each.
 Ross—Perforated oblong plate spray, 90c each.
 Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
 Will's Galvanized Pipe—4 feet, \$1.50 each; 6 feet, \$2.25; 7 feet, \$2.75; 8 feet, \$3.00.

SQUARES—Steel—No. 3, \$2.00 each; 14, \$1.85; 100, \$2.25.

Blued—No. 1, \$3.00; 100, \$3.25.
 Take-Down Rafter—No. 100, Polished, \$4.55; Nickled, \$5.00; Blued, \$5.60.
 Mitre—No. 1, 4-in., 65c; 6-in., 85c; 8-in., 95c; 10-in., \$1.25. No. 2, 4-in., 60c; 6-in., 80c; 7½-in., 85c; 9-in., \$1.10; 12-in., \$1.50.

N. P.—No. 3, \$3.00; 12, \$1.75.
 Lufkin—No. 65, 9-in., \$2.00; 12-in., \$2.25.

	4	6	8	10	12
12	.55	.85	1.00	1.25	1.55
14	.80	.90	1.15	1.35	1.65
20	.85	1.15	1.35	1.65	1.95

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c. Poultry Wire, ¼-inch, 15c lb.

STONES, SHARPENING—Aloxite or Carborundum—No. 107, \$1.25 each; 108, \$1.75; 109, \$1.25; 110, \$1.50; 111, \$1.00; 112, 85c; 115-117, \$1.50; 118-120, \$1.85; 121-123, \$1.15; 124-126, 90c; 130-132, 65c; 133-135, \$1.25; 136-138, 75c; 142-144, 65c; 145-147, 45c; 149, 20c; 174-176, \$1.15; 177-179, 65c; 180-182, 90c; 183-184, 65c; 195, 45c; 196, 60c.

STOVES—Cook—Perfection, Superflex burners—No. 302, two burners, \$32.00; No. 303, three burners, \$41.00; No. 304, four burners, \$52.00.

Blue Chimney—No. 31, one burner, \$13.00; No. 32, two burners, \$18.00; No. 33, three burners, \$23.00; No. 34, four burners, \$30.00; No. 35, five burners, \$42.00.

Puritan—No. 22, two burners, \$18.00; No. 23, three burners, \$23.00; No. 24, four burners, \$30.00; No. 25, five burners, \$42.00.

Pike's Scythes—No. 39, 15c each; 40, 15c; 41, 15c; 42, 20c.

STRIP—Weather—Rubber, ¼-inch, 5c ft.; ½-inch, 7c ft. Felt, ¼-inch, 5c ft.; ½-inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, \$6.25; Club, \$13.00; Elite, \$7.00; Gold Medal, \$5.75; Grand Rapids (Nic.), \$5.50; Grand Rapids (Jap.), \$5.00; Grand (Jap.), \$7.00; Parlor Queen, \$6.50; Princess, \$5.75; Prize, \$5.75; Universal (Nic.), \$5.25; Universal (Jap.), \$4.75; Welcome, \$5.75; Superior, \$5.50.

SWEEPERS, VACUUM—Grand Rapids, \$11.00; Household, \$9.00.

SWEEPERS, TOY—Little Daisy, 25c; Little Queen, 50c; Little Jewel, \$1.50.

Retail prices on the following Western and Southern States are 50c higher on regular, Grand and Vacuum Sweepers; \$2.00 on Club; 5c on Little Daisy, and 15c on Little Jewel, on account of the freight: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Texas, Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

TACKS—Bill Posters—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c. Carpet—Cut, ¼-lb. papers—No. 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire, ¼-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire in bulk—No. 3, 80c lb.; 4, 80c; 6, 80c; 8, 80c; 10, 80c. Gimp—¼ lb. box, 2½, 10c; 3, 10c; 4, 10c. ¼ lb., 6, 10c; 8, 10c.

Upholsterers—Cut, ¼ lb. papers—No. 1½, 10c box; 2, 10c; 3, 10c; 4, 10c. ¼-lb., 6, 10c; 8, 10c; 10, 10c; 12, 10c. Out, in bulk, No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c; 10, 25c; 12, 25c.

Double Pointed—Blued, ¼ lb. papers, No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 25c lb.; 10, 25c; 12, 25c.

TAPES, MEASURING—(Lufkin)—(Starrett)—

No.	Asses' Skin	Each	Steel	Each
710		.50	100	5.00
713		.65	103	7.75
715		1.10	200	5.00
716		1.25	203	9.00
780		.65	205	18.00
783		1.10	206	18.00
785		1.40	240	4.85
786		1.65	243	5.85
			245	7.00
			246	9.00
			260	4.85
			263	5.85
			265	7.50
			266	10.00
			269	4.00
			553	4.85
			555	6.85
			556	8.25
			1240	4.00
			1248C	5.00
			1260	4.50
			1263	5.65

No.	Metallie	Each
500		2.75
508		4.00
505		.85
506		6.35

No.	Pocket	Each
142		.80
145		1.00
165		.20
8143		.50

Asses' Skin Case—25, 65c; 50, 85c; 75, \$1.15. 100, \$1.85.
 SPRINGS, DOOR—Perfect, No. 1, 10c each; 2, 10c; 3, 10c; 4, 10c; 6, 15c. Faultless, No. 168, 45c each. Victor, No. 160, 20c each; 161, 25c; 162, 35c; 164, 50c. Reliance,

No. 270, 60c each. Warner's, No. 2, 25c each. Torrey, No. 2, 40c each.

TAPE—Friction—¼ lb., 50c; 2 oz., 15c; 1 oz., 10c.

THERMOS—See Bottles.

TIN—Bar and Pig, \$1.20 lb.

Common Roofing, 40c per sheet.

Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.

Painted 1 side, 1c foot extra, two sides, 2c.

Flashing IC, 1x1, \$2.25 per 100 feet; ¼x1, \$2.25.

Shingles—5x7, 30c dozen.

Valley—14-inch, 12c per foot, \$10.00 per roll; 20-inch, 18c per foot, \$15.00 per roll.

TIRES—

	Hardwear	Kenyon	Gray	Red	Brown
	Cord	Cord	Tubes	Tubes	Tubes
30x3½ (4 ply) ..	18.75	17.50	3.15	2.65	2.15
32x3½	25.00	26.50	3.45	2.80	2.45
32x4	30.00	31.50	4.20	3.50	2.95
33x4	30.75	32.50	4.35	3.60	3.10
34x4	31.25	33.50	4.50	3.70	3.30
32x4½	36.00	38.50	5.30	4.30	3.65
33x4½	37.00	40.00	5.50	4.40	3.85
34x4½	38.00	41.50	5.65	4.50	4.00
35x4½	39.00	43.00	5.80	4.60	4.15
36x4½	40.00	44.50	5.95	4.70	4.25
33x5	48.00	52.15	6.55	5.65	4.65
35x5	45.00	54.75	7.00	5.95	4.85
37x5	47.00	57.50	7.80	6.15	5.00

TOGGLE BOLTS—Sebeco No. 1—Per hundred list.

Length—	¼-in.	3-16-in.	¼-in.
3-inch	6.00	8.00	13.70
3½-inch	6.25	8.50	9.00
4	6.75	8.50	13.80
5	7.50	9.25	14.80
6-inch	8.00	10.00	15.00
Sebeco No. 5—With either round or flat head machine screws—			
Length—	¼-in.	3-16-in.	¼-in.
3-inch	2.65	3.15	3.50
4-inch	2.97	3.50	3.85
5-inch	3.85	3.85	4.20
6-inch	3.67	4.20	4.55

TORCHES—Turner Brass: Gasoline-Kerosene Torch No. 18, \$14.40 each; Gasoline, No. 58, \$15.00; Gasoline-Kerosene Torch No. 28, \$18.40; Gasoline, No. 95, \$18.10.

TRAPS—Fly—Harper, 45c each; Balloon, 35c; Avis 1, \$2.75; Avis 2, \$2.25; Avis 3, \$2.00.

Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1½ Newhouse \$1.10; 2 Newhouse, \$1.40; 3 Newhouse, 2.15; 4 Newhouse, \$2.50; 5 Newhouse, \$19.50. No 1 Oneida Jump, 35c; 1½ Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, \$1.20. No 0 Victor, 35c; 1 Victor, 30c; 1½ Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, \$1.15.

Gopher—Best, 25c each; O. K., 30c; Maccabbes, 35c; Easy Set, 25c; Newhouse, 35c; California Pocket, 35c.

Mole—Reddick, \$1.25 each; Out-O-Sight, \$1.50.

Mouse—Hold Fast, 5c each; Out-O-Sight, 10c; Choker, Wood, 20c; Choker, Tin, 15c; Delusion, 30c; Holdem, 85c; Marty, 30c.

Rat—Holdfast, 15c each; Out-O-Sight, 20c; Holdem, \$1.65; Marty, small, 60c; large, \$1.50.

TROWELS—Rose Brick, Wood Handle, \$2.25; Rose Brick, Leather Handle, \$2.50; Marshalltown Plasterer's, \$3.00; Finishing, \$2.75.

TRUCKS—Lansing—

Dandy Bag, \$5.00; Lansing Bag, \$5.60.
 Warehouse and Store: No. 1 No. 2 No. 3

Inside Wheels, Western \$8.40 \$11.00 \$16.00
 Outside Wheels, N. Y. Pattern 8.00 10.00 12.00
 Reynolds 4-wheel Flat, 3000 lbs. capacity—No. 9, 2x4, \$89;
 No. 18, 2x5, \$42.00; No. 21, 3x5, \$45.00.

TWINE—Cotton—Wrapping, 30 to sack, 15c lb; 60 to sack,

10c. 2-lb. cones, \$1.35 lb; Budding, ¼-lb. balls, 35c lb.
 Flax—¼-lb. balls—18BB, 15c ball; 24BB, 15c. ¼-lb. balls—18BB, 25c ball; 24BB, 25c; 36BB, 25c; 18BC, 35c; 24BC, 35c; 36BC, 35c. Buffalo Aast, 10c ball.

Hemp Spring—No. 4½, ¼-lb. ball, 20c; 1-lb., 35c. No. 6, ¼-lb. ball, 20c; 1-lb., 35c.

Jute Wrapping—¼-lb. balls—2-ply, 20c lb; 3-ply, 30c lb.

2-lb. cones, 1 and 2-ply, 85c lb. Wool, 1-lb., 40c.

Mattress—¼-lb. balls, 35c lb.

Sacking—Medium Quality, 80c lb.; Extra Quality, \$1.00.

Many Ends, \$1.00 lb.

VICES—Bench—Bonney—No. 1006, \$1.65 each; 1007, \$1.75; 1008, \$9.00; 1010, \$3.00. Yankee—No. 990, \$3.50; 1993, \$9.25.

Hand—1 Alford, \$5.25 each; 2 Alford, \$5.00; 21 Stearns, 75c.

Machinists—Parker—No. 103, \$10.00 each; 103½, \$12.00; 104, \$13.75; 104½, \$17.00; 105, \$22.00; 106, \$42.00; 203½, \$15.75; 204, \$18.25; 204½, \$21.75; 205, \$22.25; 205½, \$40.00; 206, \$54.50.

Solid Box, Blacksmiths—35-lb., \$9.00; 50-lb., \$10.50; 70-lb., \$14.50; 80-lb., \$18.50; 90-lb., \$19.00; 100-lb., \$20.75.

Handy Worker—Stewart, \$31.00 each.

Machinists—Prentiss—No. 2, \$16.50 each; 2½, \$19.25; 3, \$22.50; 4, \$36.50; 5, \$58.00; 6, \$68.00; 19, \$19.75;

19½, \$24.00; 20, \$29.00; 21, \$46.25; 22, \$64.00; 51, \$12.00;

52, \$14.00; 53, \$17.00; 54, \$22.50; 55, \$38.00; 56, \$42.00;

57, \$60.00; 161, \$3.75; 161½, \$5.00; 162, \$5.75; 163, \$9.50.

Oval Slide—No. 0, 2½-inch, \$4.00 each; 1, 3-inch, \$4.50;

2, 3½-inch, \$5.75; 3, 4-inch, \$8.25; 4, 4½-inch, \$12.50.

Pipe—Hinged—No. 600, \$3.75 each; 671, \$4.50; 672,

\$6.75; 673, \$10.00; 674, \$21.00. Chain—No. 1, \$4.00; 2,



O. MUSTAD & SON

Manufacturers

CHRISTIANIA, NORWAY

Established 1832

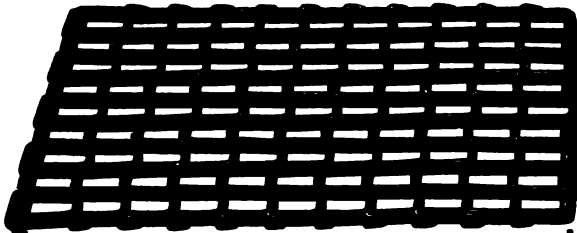
Mustad Key Brand Fish Hooks

are always preferred, because they are right in Shape,
Temper and Finish

SUPPLYING ALL PATTERNS OF FILED POINTS,
HOLLOW POINTS AND SEA HOOKS USED
ON THE AMERICAN CONTINENT

Suppliers to All the Leading Fishing Tackle Makers and
Jobbers in the line in U. S. and all over the world.

WORLD REPUTATION FOR QUALITY



Made of Galvanized Ribbon Steel

Continuous Crimp

No Short Pieces

Keystone Flexible Steel Mat

The original continuous crimp mat. Easily rolled
into small space. The most durable mat made.

Reversible, and will not warp or curl up.

Eight regular sizes, or will make to order any
length desired. Rolls in stock at all times. Stock
sizes from 16 x 24 to 40 x 72 inches.

Ideal Woven Wire Mats

Made of galvanized round steel wire, with mesh of flat
coil construction, ingeniously woven on substantial gal-
vanized one piece steel frame, which is electrically welded.

Made in Four Stock Sizes

WE ARE EXCLUSIVE MANUFACTURERS OF
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THE FLEXIBLE WOODEN MATTING

Can Be Rolled Up Like a Rug. Sanitary, Reversible.

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KEYSTONE WIRE MATTING CO.

Sole Manufacturers

Beaver Falls, Pa.

PACIFIC COAST OFFICE
618 AMERICAN BUILDING, LOS ANGELES, CAL.

ARE YOU HEADED THE SAME WAY?

Two hoboes met on a lonely railroad cross-
ing.

One had been, in his time, a "busy" hard-
ware salesman, working from 10 o'clock in the
morning until 4 in the afternoon, with time out
for the ball game.

The other hobo had no money, either.

The Muskogee Hardware Co. recently suffered loss
by fire at Muskogee, Okla.

Hickey Bros. have opened their new store at Ven-
tura, carrying a complete line of hardware, automobile
accessories, sporting goods, etc. Hickey Bros. also own
stores in Ojai, Fillmore and Carpinteria.

Statement of ownership, management, circulation, etc., required by the
Act of Congress of August 24, 1912, of Hardware World, published monthly
at Portland, Oregon, for April 1, 1923. Before me, a Notary Public, per-
sonally appeared T. M. Shearman, who, having been duly sworn according
to law, deposes and says that he is the publisher of the Hardware World,
and that the following is, to the best of his knowledge and belief, a true
statement of the ownership, management, etc., of the aforesaid publication
for the date shown in the above caption. Publisher, T. M. Shearman, 338
Taylor Street, Portland, Oregon; editor, business manager and owner, T. M.
Shearman. Known bondholders, mortgagees and other security holders own-
ing or holding 1 per cent or more of total amount of bonds, mortgages or
other securities are: None. The two paragraphs next above, giving the names
of the owners, stockholders and security holders, if any, contain not only the
list of stockholders and security holders as they appear upon the books of
the company, but also, in cases where the stockholder or security holder
appears upon the books of the company as trustee or in any other fiduciary
relation, the name of the person or corporation for whom such trustee is
acting, is given; also that the said two paragraphs contain statements em-
bracing affiant's full knowledge and belief as to the circumstances and con-
ditions under which stockholders and security holders who do not appear
upon the books of the company as trustees, hold stock and securities in a
capacity other than that of a bona fide owner; and this affiant has no reason
to believe that any other person, association, or corporation has any
interest, direct or indirect, in the said stock, bonds, or other securities than
as so stated by him. T. M. Shearman, Publisher. Sworn to and subscribed
before me this 28th day of March, 1923. D. B. Richards, Notary Public.

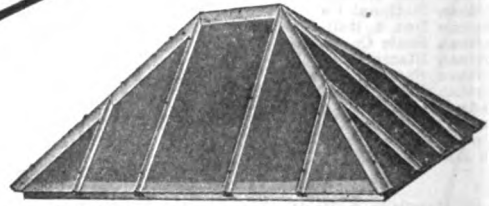
"MILCOR"

Puttyless SKYLIGHTS

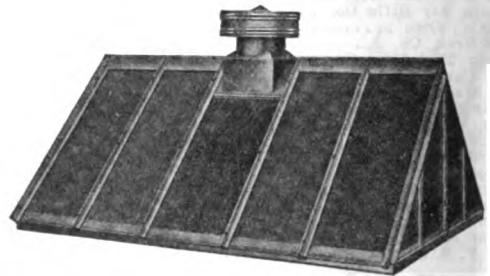
AND STANDARD

"Milcor" Puttyless Skylights

"MILCOR" Puttyless Skylights are made of No. 26 Gauge Open Hearth Galvanized sheets and have condensation gutters, with openings for escape of moisture. Great saving of time and labor effected, in installation or in case of subsequent breakage of glass, by "MILCOR" Puttyless Skylights.



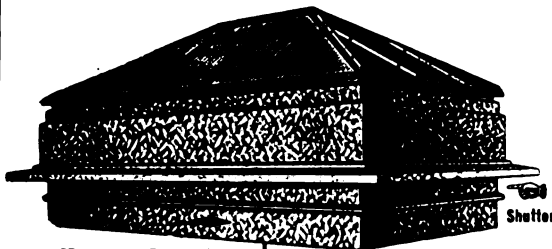
No. 897—Hipped with Ribbed or Wired Glass, as desired.



No. 898—Double Pitch, with "Milwaukee" Ventilator and Glass Ends. All styles made puttyless or standard construction.

WRITE FOR SKYLIGHT CIRCULAR

"Torpedo" Ventilating Skylight



No. 900—Hipped. Upper section is raised or lowered by chain device, opening or closing ventilator.

Exterior view, showing the Ventilator Closed.

All Styles
Skylights
Made in
Either
Puttyless
or Laid-in-
Putty
Construction



"Milwaukee" Ventilator, made with Galv. or Glass top.

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SPECIAL
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WORK

CORNICES



No. 366 — Galvanized Cornice

Send Plans and Specifications for Estimates
on Special Corniche Work

MILWAUKEE CORRUGATING COMPANY

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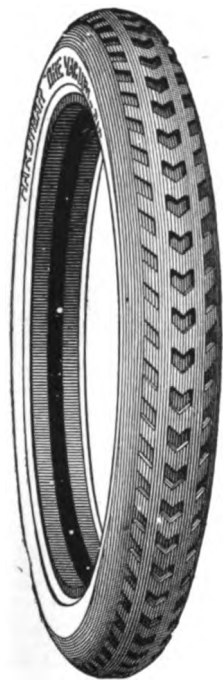
"Alpina" Siphon Revolving Ventilator.

Pat. Oct. 21, 1914

The DEALERS' Opinion

We have published a booklet composed of letters from our dealers.

The name of this booklet is "The Dealers' Opinion" and we are certain you will find it interesting—particularly if you are one of the thousands of progressive hardware merchants who handle tires.



HARDWEAR tires are made exclusively for the retail hardware trade and sold at a price which makes it possible for you to undersell all competition—in spite of a quality which has gained the enthusiastic endorsement of over 2500 retail hardware dealers.

You will find familiar names in this booklet—people whose endorsement is positive evidence of real merit. We will welcome the opportunity to send it to you along with our dealers' prices.

Our plant capacity is not unlimited and we will be able to add only a few to our present list of dealers, as we are nearly "sold up" now.

Please, therefore, get your sample order in early, so as to be prepared for the busy season.

HARDWEAR TIRES

HARDWEAR TIRE CORPORATION

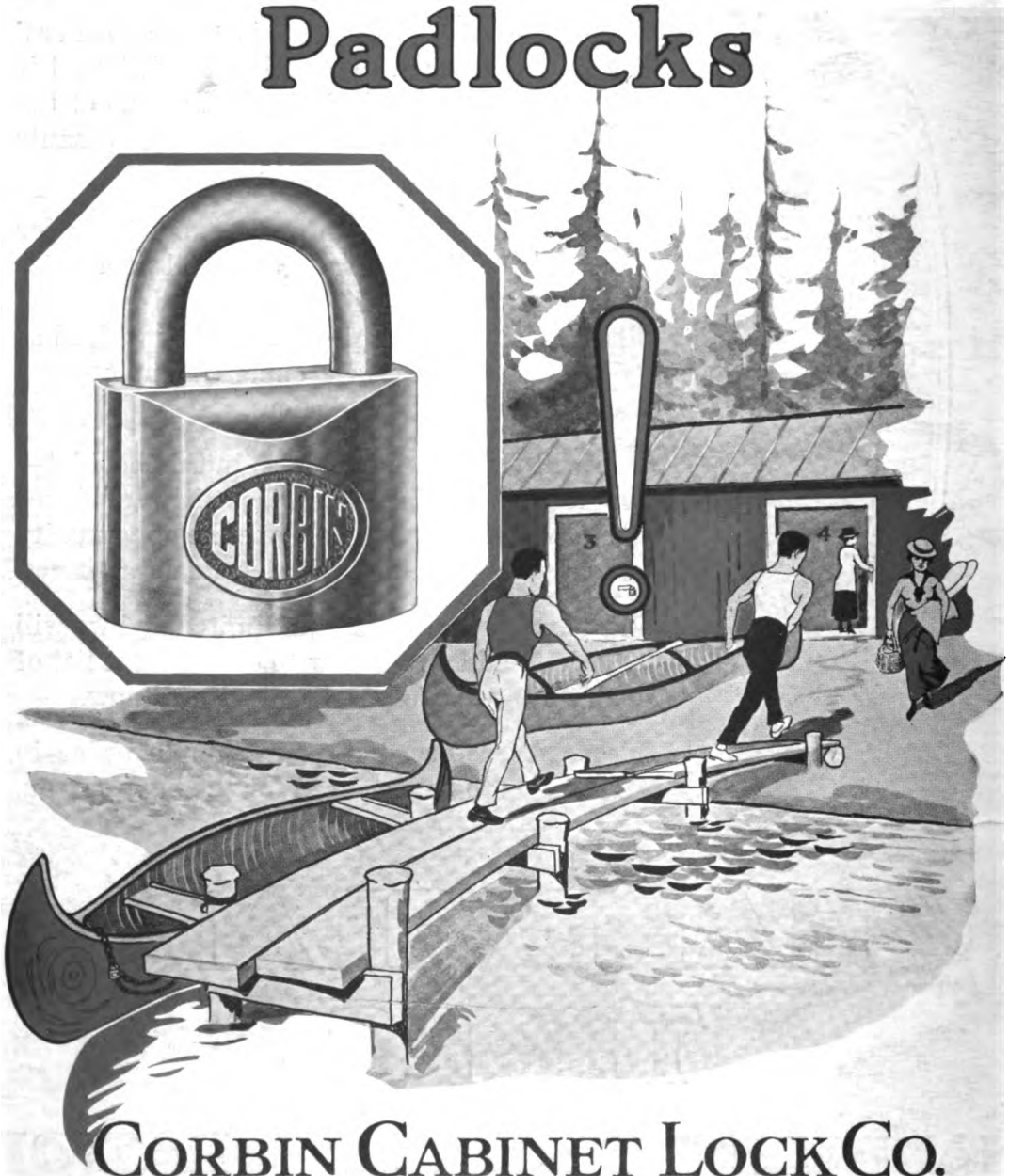
**Factory and Offices:
East Rutherford, N. J.**

*Hardwear Tires are Made Exclusively for the
Retail Hardware Trade*

**Chicago Branch:
1509 So. Michigan Ave.**



Extruded Metal Padlocks



CORBIN CABINET LOCK CO.

THE AMERICAN HARDWARE CORPORATION SUCCESSOR

New Britain, Conn., U.S.A.

NEW YORK

CHICAGO

PHILADELPHIA

Hardware World

PLUMBING AND HEATING

MAKE 1922 the Greatest

JUNE 1922

The heavy steel **WELDED TANK** is what protects your customer

COOK QUICK CAMP STOVES

are the only Gasoline Camp Stoves on the market with a welded tank



The big new feature, the **SAFETY TANK**, made from **HEAVY STEEL** and **WELDED**. Connections **BRAZED** in, which means absolute safety. No solder to melt. Burns motor gasoline. Detachable Tanks, Cast Iron Grates.

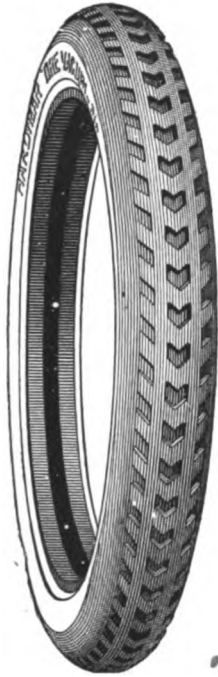


Price
\$9.50



Ask Your Jobber

SAFETY FIRST—Protect Your Customer
Specify **COOK QUICK** with **WELDED TANK**
Manufactured and Guaranteed by
O'KEEFE & MERRITT COMPANY - Los Angeles, California



HARDWEAR TIRES

The 30 x 3 $\frac{1}{2}$ Cord

THE HARDWEAR 30x3 $\frac{1}{2}$ Ford Cord weighs 16 pounds. Constructed of 6 plies of the finest quality cord fabric, instead of the usual 4 plies. We have reason to believe that it is the **only** 30 x 3 $\frac{1}{2}$ cord tire which has given consistently successful service. In 1921 it was necessary to adjust only 1 out of every 100 on an 8000 mile guarantee.

In spite of 2 extra plies it is smaller than many 4-ply tires because it is not "ballooned"—which accounts for its sturdy service.

A solid, substantial and lasting tire, and—thanks to a very low selling expense (by mail only and for cash only) it has the **LOWEST COST TO THE DEALER** of any first quality standard tire.

We will send a half dozen or less on approval as an introduction to any well-rated retail hardware dealer.

We do not sell through garages or auto accessory stores.

The larger sizes from 30x3 $\frac{1}{2}$ to 37x5 are equally good buys.

Send for prices—**soon**, as we are already behind orders on the more popular sizes. Also, send for our book of letters, "The Dealers' Opinion." These letters have come to us from some of our 2700 progressive hardware dealers. It will pay you to learn what **their** experience has been with **HARDWEAR TIRES**.

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*Hardwear Tires are Made Exclusively for the
Retail Hardware Trade*

Factory and Offices:
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Economy in Good Rope

THE first cost of rope means little, though many a man congratulates himself when he buys half-a-cent under the market. After the purchase comes that biggest question of all: How soon must the rope be replaced.

Farmers are learning what mariners knew long ago—Whitlock Manila will save money for any rope-user because, under every test of endurance, it lasts longer than so-called "equal" or cheaper grades. Moreover, the farmer knows he takes no chance, for Whitlock Manila is positively and specifically guaranteed superior to U. S. Government Specifications, not only as to strength and weight, but also quality of fiber.

WHITLOCK CORDAGE
THE UTMOST IN ROPE VALUE

If you are a dealer, let Whitlock build business for you, as it is doing for thousands; if you're a rope-user, Whitlock can put money into your pocket.

Write today for the new Whitlock Catalog, describing our complete line of Manila and Sisal Products, and ask for the distributor in your territory.

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46 South Street, New York

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Branches
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and Houston



Sealed Against Moisture— Remington Pocket Knives

REMINGTON
UMC



Moisture-proof, dust-proof, a clean, snappy package.

REMINGTON pocket knives come to you *properly packed*—protected by a wrapper of glassene paper that excludes moisture and dust, keeping them in the same condition in which they leave the Cutlery Works.

Pocket knives—and cutlery of any kind for that matter—will rust unless moisture is shut out. Remington knives are packed *right*. When kept in the original container they are rust-proof.

More than this, the front end label showing the style number of the knives contained in the box of six, is pasted on the outside of the glassene paper as well as on the front of the box itself. You don't have to tear the paper to see quickly the style number of knives in the package.

And in order to give the dealer still another aid in selling Remington knives, the style num-

ber of knives is stamped on the bottom of each box. This insures against placing a lid on the wrong box in selling over the counter. In putting back his stock after serving a customer, the store salesman can quickly and easily see if the number on the front end label is the same as on the bottom of the box.

In buying from your jobber it is an advantage to order Remington knives in lots of not less than half a dozen of a kind, except where you wish to display *special assortments*, since you receive an unbroken package sealed against moisture and dust by the glassene wrapper.

Remington cutlery, firearms and ammunition are sold through the jobbing trade.

Remington Arms Company, Inc.

General Offices: New York City

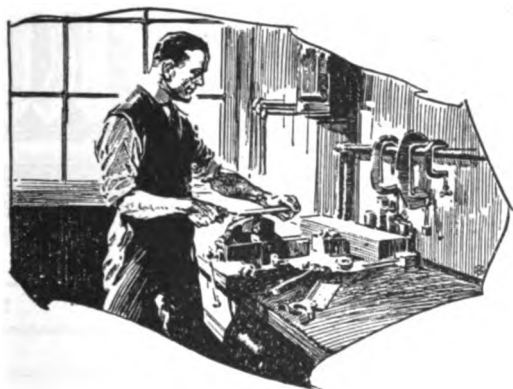
1816-1922

Cutlery Works: Bridgeport, Conn.

Remington products are sold throughout the World.

Remington

Is This Man Your Customer?



THE tool users in your town—those around your store—know about Disston Saws, Tools and Files.

For 82 years Disston has been "the saw most carpenters use," and in all that time the Disston Saws, Tools, and Files sold in your community have been working to bring more and more Disston business to your store.

In this way, confidence in Disston goods has grown until today tool users accept Disston products without any question of quality or value. This preference of buyers means repeat business and easier sales to Disston dealers.

You want your share of this business—and we want you to have it. Use Disston selling helps—window trims, store signs, newspaper electrotypes, and envelope enclosures will be furnished without charge for your use.

Look at the list of things that Disston makes. Dealers who have been concentrating on the complete Disston line tell us that it means more sales and faster turnover for them—on a smaller investment.

HENRY DISSTON & SONS, Inc.
PHILADELPHIA, PA.

A List of What Disston Makes

And in these Saws, Tools, and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws

Band Saws for Wood and Metal
Bevels



Buck Saws

Butcher Saws and Blades
Circular Saws for Wood, Metal,
and Slate

Compass Saws

Cross-cut Saws and Tools

Cylinder Saws

Drag Saw Blades

Files and Rasps

Grooving Saws

Gauges—Carpenters'

Marking, etc.

Hack Saw Blades

Hack Saw Frames

Hand, Panel, and Rip Saws

Hedge Shears



Ice Saws

Inserted Tooth

Circular Saws

Keyhole Saws

Kitchen Saws

Knives—Cane, Corn, Hedge

Knives—Circular for Cork,

Cloth, Leather, Paper, etc.

Knives—Machine

Levels—Carpenters' and Masons'

Machetes

Mandrels

Milling Saws for Metal

Mitre-box Saws

Mitre Rods

One-man Cross-cut Saws

Plumbs and Levels

Plumbers' Saws

Pruning Saws

Re-saws

Saw Clamps and Filing Guides



Saw Gummers

Saw-sets

Saw Screws

Screw Drivers

Screw-slotting Saws

Segment Saws

Shingle Saws

Slate Saws—Circular

Squares—Try and Mitre

Stave Saws

Sugar Beet Knives

Swages

Tools for Repairing Saws

Tool Steel

Trowels—Brick, Plastering,

Pointing, etc.

Veneering Saws

Wheels—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line.



DISSTON

SAWS TOOLS FILES



Volume XVII

JUNE :: 1922

Number 6

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HARDWARE WORLD. Issued on the first of each month by HARDWARE WORLD Publishing Co. Subscription, payable in advance, 50c per year, or three years for \$1.00. Entered as second class matter, under act of Congress, at Portland, Oregon.

T. M. Shearman,
Editor and Manager.

* Raymond L. Shearman, Associate Editor.


Correspondence, or articles for publication may be addressed to office nearest you.

388 Taylor St. Portland, Ore.	421 First Nat. Bank Bldg. Chicago	Phelan Bldg. San Francisco	70 Fifth Ave. New York	505 Pioneer Bldg. Seattle, Wash.	204 Scott Bldg. Salt Lake, Utah
Boatmen's Bank Building Broadway and Olive, St. Louis, Mo.	424 Higgins Bldg. Los Angeles	105 S. Houston St. Dallas, Texas	220 Pacific Bldg. Vancouver, B. C., Can.		

"Old English Gray Ware"

SAN FRANCISCO OFFICE
2101 MISSION STREET

ADDRESS ALL BUSINESS COMMUNICATIONS DIRECT TO THE FIRM



REDLICK
MERCANTILE COMPANY

ESTABLISHED 1885

PRIVATE EXCHANGE CONNECTING ALL DEPARTMENTS

PHONE MAIN 171

CORNER CHESTER AVE AND 18TH ST.

BAKERSFIELD, CALIF.

April 29, 1922

The Republic Stamping & Enameling Co.,
General Offices, Renkert Building
Canton, Ohio

Attention Mr. H. W. Silleck

Dear Sir:

Agreeable to your request of April 11th the
Advertising Department encloses herewith copies
of advertisements relating to a special lot
of enamel ware purchased from your concern.

Wish to say that the sale went "over the top"
today and was a success in every way even in
the face of a big announcement of a sale of
aluminumware by a competitor.

The Advertising Department wishes to thank
you for your cooperation in the handling of
this event.

Yours very truly,

REDLICK MERCANTILE COMPANY

W. E. Fiskering

Advertising Dept.

FF:CL

REPUBLIC STAMPING & ENAMELING CO., CANTON, OHIO

WESTERN SALES OFFICES:

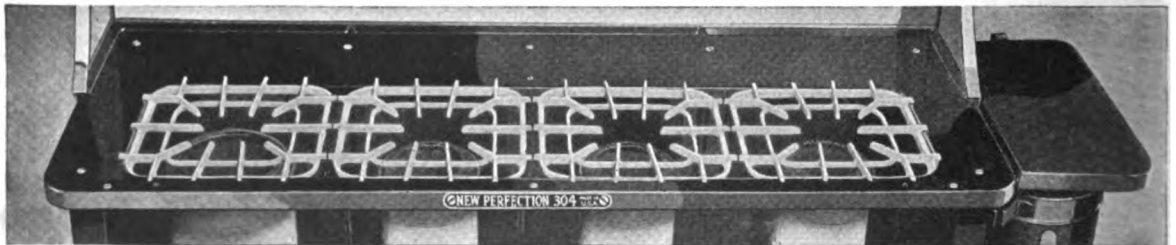
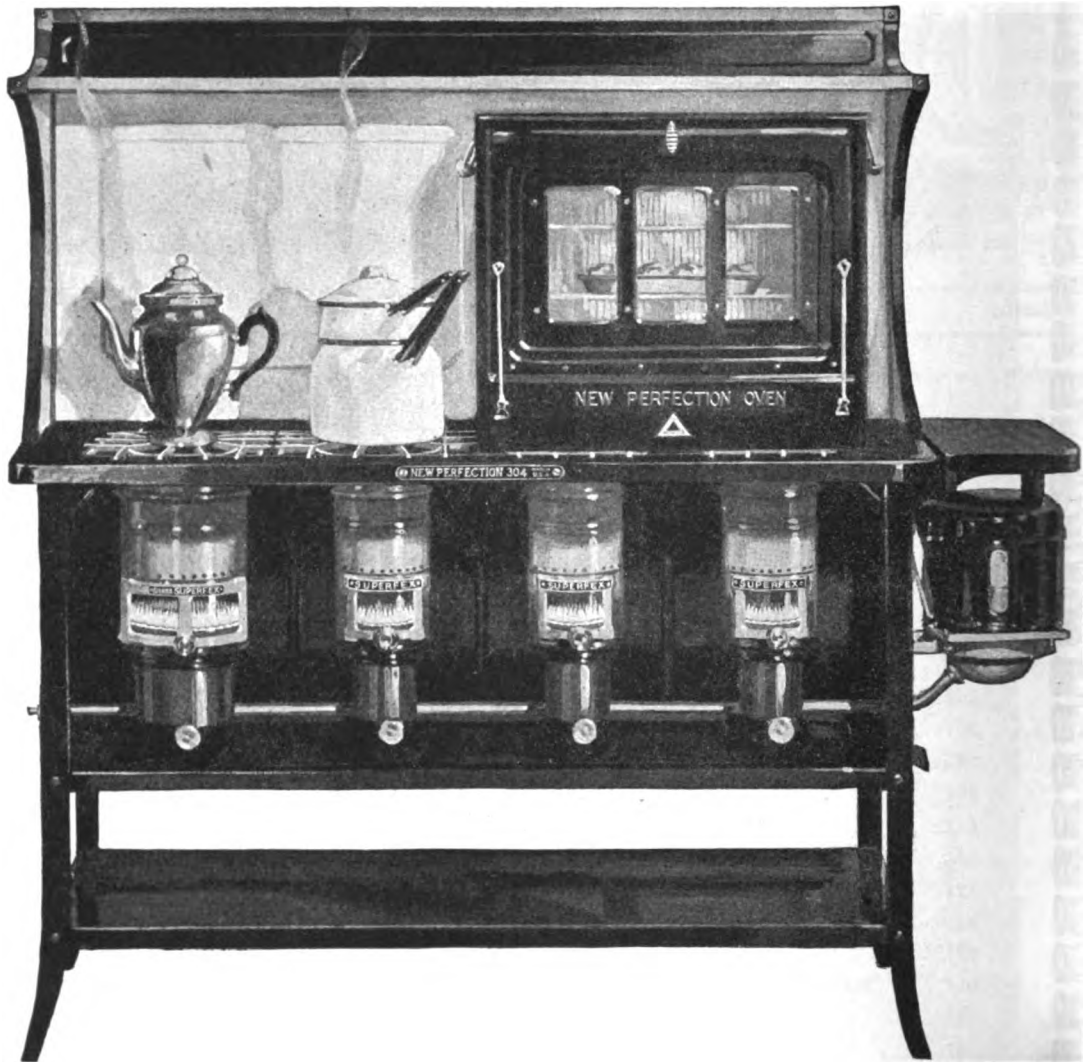
SEATTLE—3101 L. C. Smith Bldg.

SAN FRANCISCO—109 New Montgomery St.

LOS ANGELES—201 Douglas Bldg.

"Republic White Ware"

This New Fast-As-Gas Oil Range



The cooking top of the new "300 line" is black porcelain enameled—the same high quality as Aladdin Enameled Steel Utensils. Notice the new design and sturdy construction of the grates.

NEW PERFECTION

with



Opens Bigger Cook Stove Markets

TREMENDOUS interest has been created by the nation-wide announcement in leading magazines and farm papers of "an oil stove that equals the cooking speed of gas."

This latest addition to the world-famous New Perfection line has already broadened the market for New Perfection dealers. The Superfex Burner—a new and revolutionizing invention—is attracting such widespread interest because for the first time it combines gas-stove speed and convenience with the long-recognized economy of cooking with oil.

In addition to its amazing speed and absolute heat control, the new SUPERFEX Burner possesses the same remarkable

cleanliness and ease of operation that have made the Blue Chimney burner of the New Perfection the favorite in 4,000,000 kitchens.

The frame construction of the "300 line" with SUPERFEX Burners is absolutely new. It has a porcelain enameled cooking top, a new end shelf that enlarges the top surface, and an extra-strong base shelf for utensils. Pure white porcelain enameled Warming Cabinets are standard equipment on the "300 line." This range sets a new standard for beauty, strength, convenience and

all-around satisfaction!

Women quickly recognize the new "300 line" by the striking French-Gray Burners—and the name SUPERFEX on every burner.

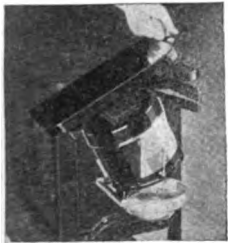
The New Perfection 1922 advertising program is the greatest in the history of the industry.

Write or wire at once for full details of the greater New Perfection selling plan.

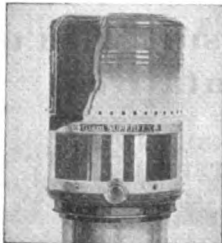
THE CLEVELAND METAL PRODUCTS COMPANY

Also Makers of ALADDIN Utensils and PERFECTION Oil Heaters

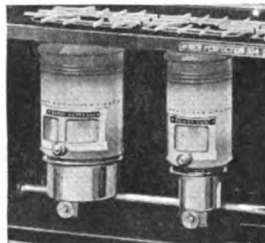
7424 PLATT AVE., CLEVELAND, OHIO



The handy, ever-reliable glass oil reservoir and the new end shelf tilt together for convenient re-filling.



The double-wall, double draft Superfex Chimney. Portion of chimney cut away to show construction.



Each "300 line" stove is equipped with one Giant Superfex Burner. The others are standard-size Superfex Burners.



The tilting chimney makes lighting, cleaning and re-wicking easy.

Oil Cook Stoves & Ranges SUPERFEX Burners

1834

1922

The "MODEL" Roaster

An All Year and All Use Kitchen Utensil

Just as Practical on Top of the
Stove as in the Oven

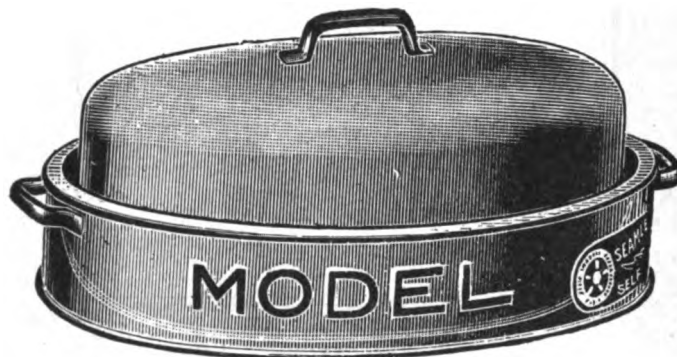
**MADE
IN
SHEET STEEL**

**THREE
ENAMELS**

GRAY

**BLUE
GLAZED**

**BLUE
SPATTERED**



**SELF
BROWNING**

**SELF
BASTING**

SEAMLESS

SANITARY

**SATIS-
FACTORY**

THREE SIZES

SMALL

$10\frac{1}{4} \times 15\frac{1}{2}$

INCLUDING HANDLES

17 IN.

LARGE

$11\frac{3}{4} \times 17\frac{3}{4}$

INCLUDING HANDLES

19 $\frac{1}{4}$

EXTRA LARGE

$12\frac{3}{4} \times 18\frac{5}{8}$

INCLUDING HANDLES

20 $\frac{3}{4}$

**If you do not carry this line consult with us or with one
of our representatives**



CALIFORNIA

P. F. ROSS

Rialto Bldg., Room 234,
New Montgomery and
Mission Sts.,
San Francisco, Cal.

NORTHWEST

FRED A. LEE

1620 Thirteenth Avenue,
Seattle, Wash.

MIDDLE WEST

J. W. HOLMES

P. O. Box 875,
St. Louis, Mo.

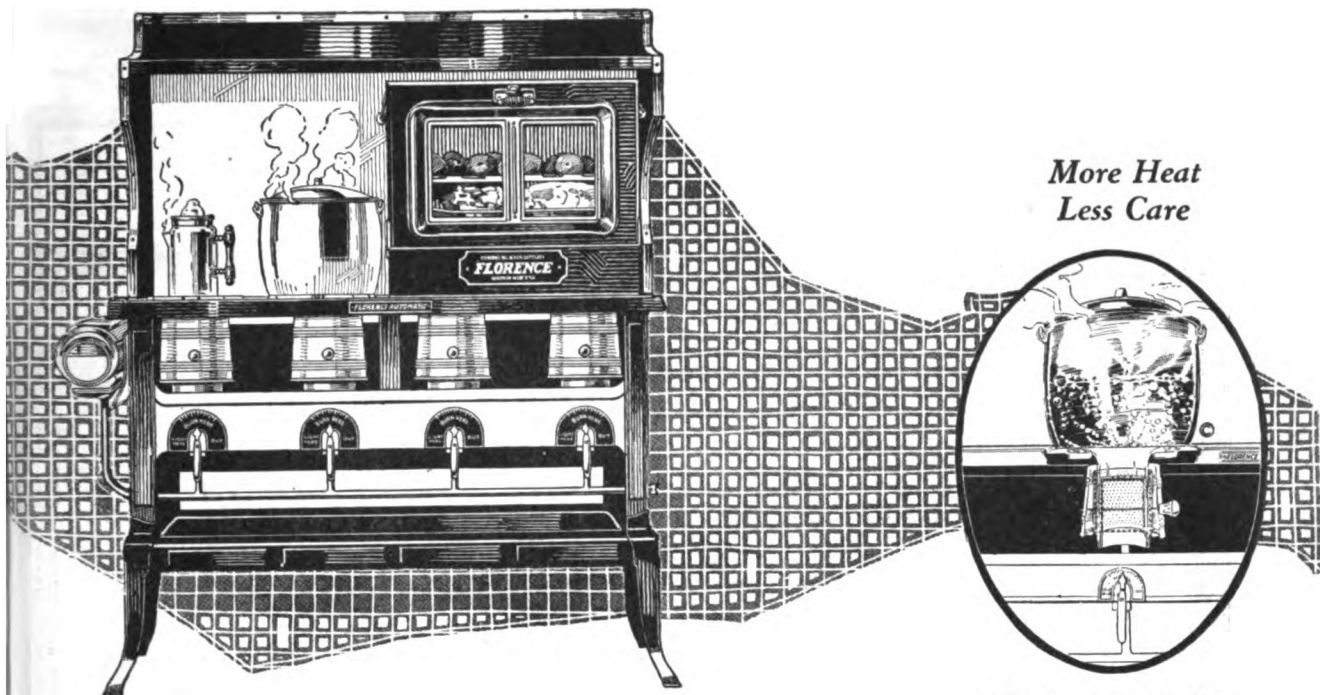
SOUTHWEST

HARRY A. DAVIS

1310 Chenevert St., Houston, Texas

THE CENTRAL STAMPING COMPANY

206-208 Broadway, New York City, N. Y.



*More Heat
Less Care*

Note how the heat reaches up and is directed close up under the cooking by the powerful 12-inch burner.

A Market for Florence Oil Cook Stoves Wherever Women Cook

IN big cities, in suburban towns, in small towns, rural districts and summer camps, women do use the Florence Oil Cook Stove.

Just let a woman see it work. Let it prove what it will do—and she will think of many reasons for having one, even if she has a gas, electric, or coal range.

The Florence Portable Oven is one of the most desirable features of the Florence Oil Cook Stove.

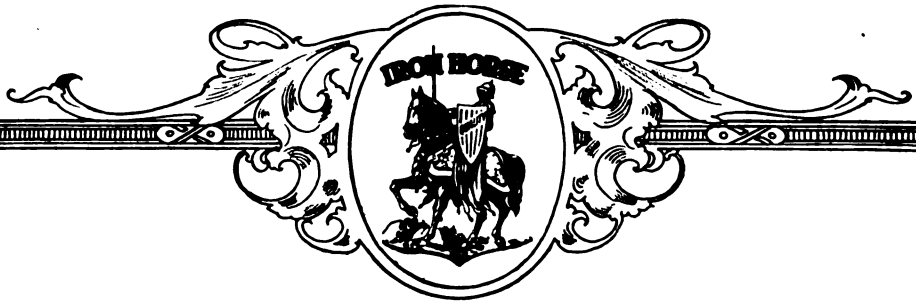
It is sold separately because it is in demand for use on gas and oil stoves.

The improved heat distributor insures perfect baking and prevents the food from burning on the bottom.

We shall be glad to send any dealer prices and an outline of the advertising we are doing to send women to the stores to see the Florence work.

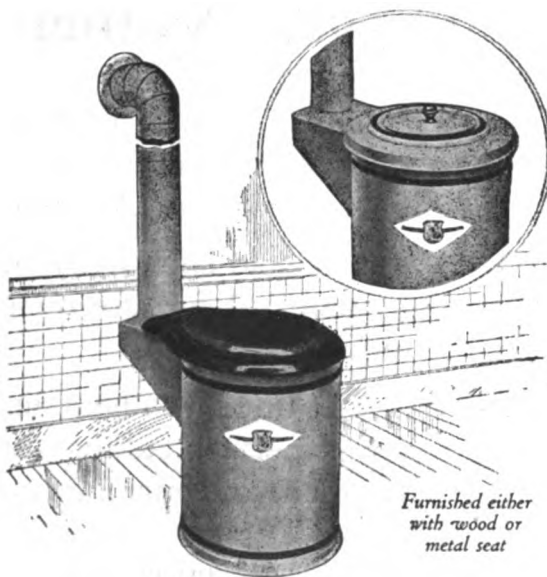
CENTRAL OIL & GAS STOVE CO.
459 School St., Gardner, Mass.

FLORENCE OIL COOK STOVES



Do You Realize the Profitable Field there is for Chemical Toilets?

*A*MONG those who live in suburban homes on farms, in camps and cottages. There is a surprisingly large field which you can "cash in" on in a big way and with comparatively little effort.



*Furnished either
with wood or
metal seat*

Iron Horse Chemical Toilets

Simply display one of these toilets in your store. The quality of the metal used, the workmanship and finish — these features, coupled with the fact that it is absolutely sanitary in every way, will create a volume of business that will actually surprise you.

Write today for descriptive matter and prices on this equipment. We will gladly furnish you, without charge, advertising matter for use in circularizing your trade.

Write us today, Now !!

ROCHESTER CAN COMPANY

ROCHESTER, N. Y.



"In Union—Strength"

THE assets of Robt. H. Ingersoll & Bro. have been purchased by the Waterbury Clock Company.

Firm ties have bound these two great interests together for many years. Ties of friendship, of natural pride in accomplishment. They have worked hand in hand to give the public better and better timekeepers, selling for little money.

Millions of these watches have been manufactured by Waterbury. Millions have been sold by Ingersoll. Waterbury always has been proud of making Ingersoll Watches.

Now, in this union, there is tremendous strength. Back of the selling value of Ingersoll, back of the world-wide fame of the Ingersoll name, is all the huge manufacturing and financial power of Waterbury.

The largest advertising campaign ever put behind a watch will exploit the Ingersoll line—consistently. With this, you who sell watches may be sure of help, courtesy and fair dealing, year in and year out.

We have two good names to be proud of, to cherish in a business way, henceforth.

WATERBURY CLOCK COMPANY

Factories: Waterbury, Conn.

Sales Offices:

NEW YORK
137 Centre St.

CHICAGO
215 W. Randolph St.

SAN FRANCISCO
360 Fremont St.

Ingersoll

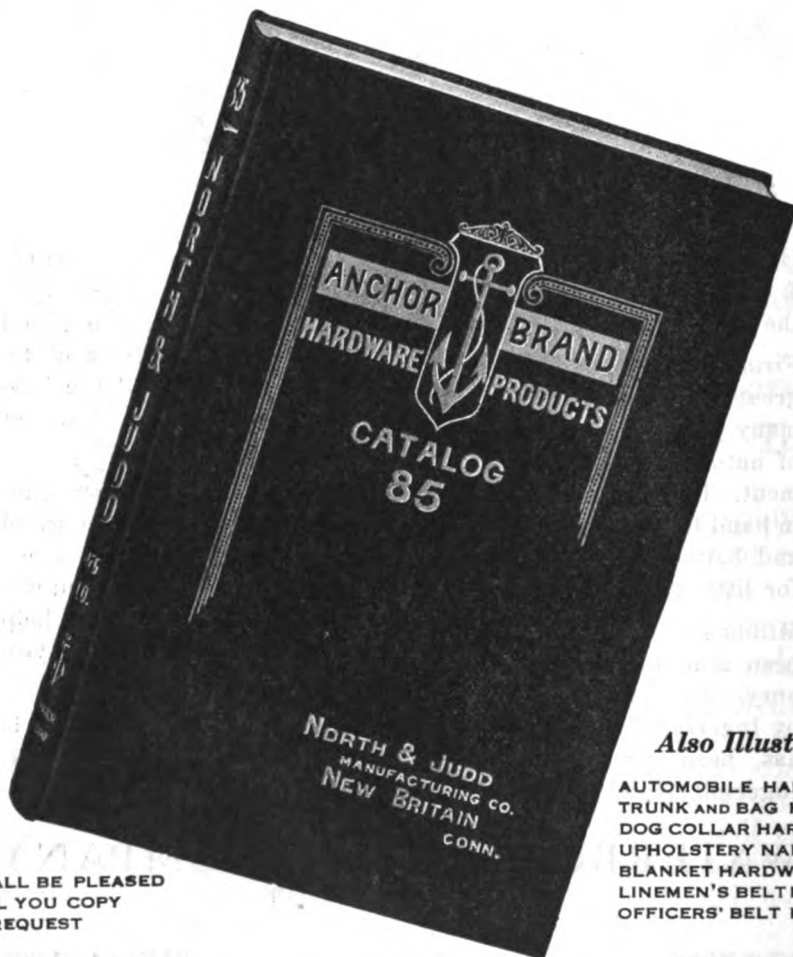
Watches

ANCHOR
BRANDHARDWARE
PRODUCTS

NOW READY FOR DISTRIBUTION

The Most Comprehensive
HARNESS HARDWARE CATALOG
Ever Published

ILLUSTRATING THE DEPENDABLE "ANCHOR BRAND" PRODUCTS



WE SHALL BE PLEASED
TO MAIL YOU COPY
UPON REQUEST

Also Illustrating

AUTOMOBILE HARDWARE
TRUNK AND BAG HARDWARE
DOG COLLAR HARDWARE
UPHOLSTERY NAILS
BLANKET HARDWARE
LINEMEN'S BELT HARDWARE
OFFICERS' BELT HARDWARE

*The "ANCHOR BRAND" Catalog is welcomed as the standard
and authentic Hardware Reference Book of the Harness trade.*

NORTH & JUDD MANUFACTURING CO.,
NEW BRITAIN, CONNECTICUT

WHOLESALE ONLY

NEW YORK
127 Duane Street
ST. LOUIS
608 Victoria Bldg.

BRANCH SALES OFFICES

CHICAGO
326 W. Madison Street
SAN FRANCISCO
Postal Tel. Bldg.

A Revolution in Anti-Skid Chains

OFF'N'ON Chains were introduced to the trade in December by a simple announcement that told of the tremendous improvements in chain-making to be found in OFF'N'ON Chains.

The announcement went to 125,000

jobbers and dealers. It was widely read, widely commented on, and quantities of orders poured in. For nearly everyone on the selling end of automobile accessories had long felt the missing wants in chains which OFF'N'ON Chains supplied.

Such Features as these:

The Positive Lock



This patented lever lock makes it easy to put them on and to take them off. It takes up slack; thus saves wear on tires and chains alike. No lost chains—no loose chains. OFF'N'ON has a positive locking device.

The Slip-on Link



This patented slip-on link makes it easy to take off worn-out cross chains and put on new ones.

A child can do it. OFF'N'ON Chains, with these special devices, cost no more.

OFF'N'ON
CHAINS

Write for further particulars, giving name of your jobber

PYRENE MANUFACTURING COMPANY

Makers of Pyrene Fire Extinguishers

520 Belmont Avenue, Newark, N. J.

Branches: Chicago—17 So. Jefferson St.
Atlanta—24 Nassau St.

Kansas City—1712 Grand Ave.
San Francisco—977 Mission St.

Since 1841

Since 1841 in our manufacture of the Coes Knife-Handle Screw Wrench and from the time the Coes Steel-Handle Screw Wrench was first placed on the market, we have always adhered to a firmly fixed policy.

Our policy is never to use materials or employ methods that would add to the cost of the

COES WRENCH

unless we could positively show where it would add to the **quality** of the finished product.

We are still making and shipping: "The **simplest wrenches** in the **plainest packages**," so that every Jobber and Dealer can unhesitatingly offer the **most wrench value** for the price.

Sizes: 6 to 21 inches

Any Jobber Will Supply You

COES WRENCH CO.

Established 1841

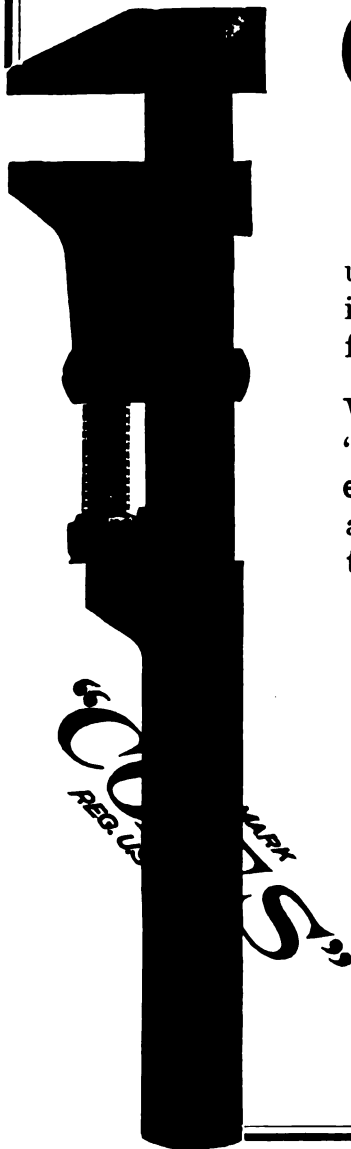
WORCESTER, MASS.

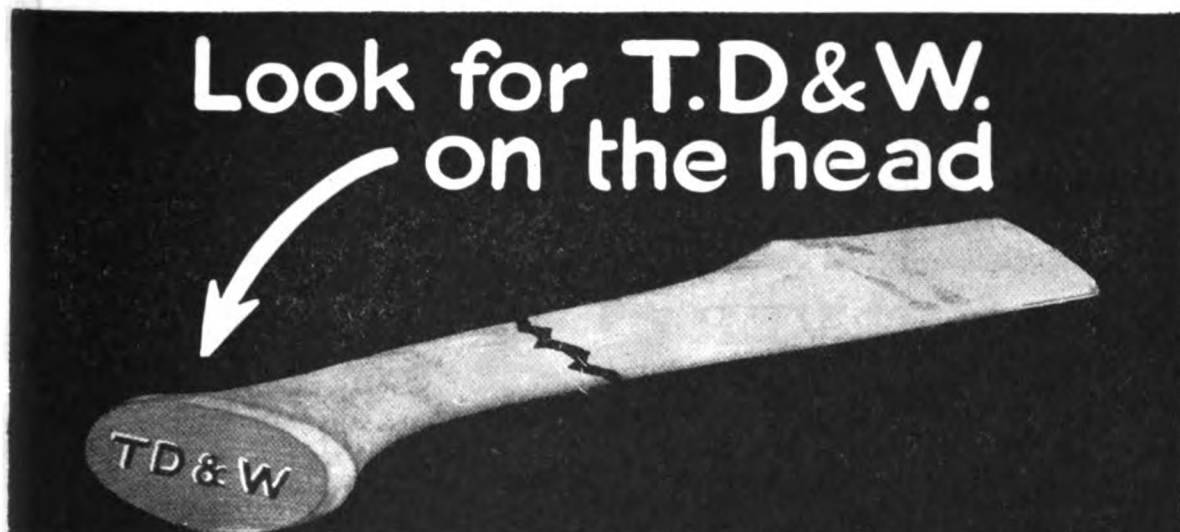
JOHN H. GRAHAM & CO., 226 Market St., San Francisco, Cal.

J. C. McCARTY & CO., 29 Murray St., New York.

J. H. GRAHAM & CO., 113 Chambers St., New York.

HUGHSON & MERTON, Inc., Portland, Ore.; Los Angeles, Cal.;
San Francisco, Cal.; Denver, Colorado.



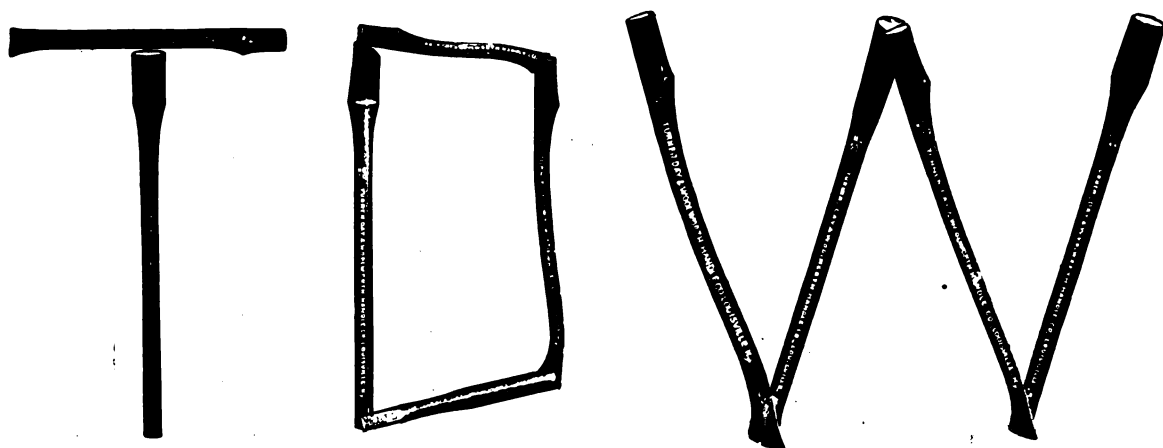


Mr. Dealer:--

When you order handles from the jobber,
insist on having those that are branded "TD&W".

Yours truly,

Turner, Day & Woolworth Handle Co.



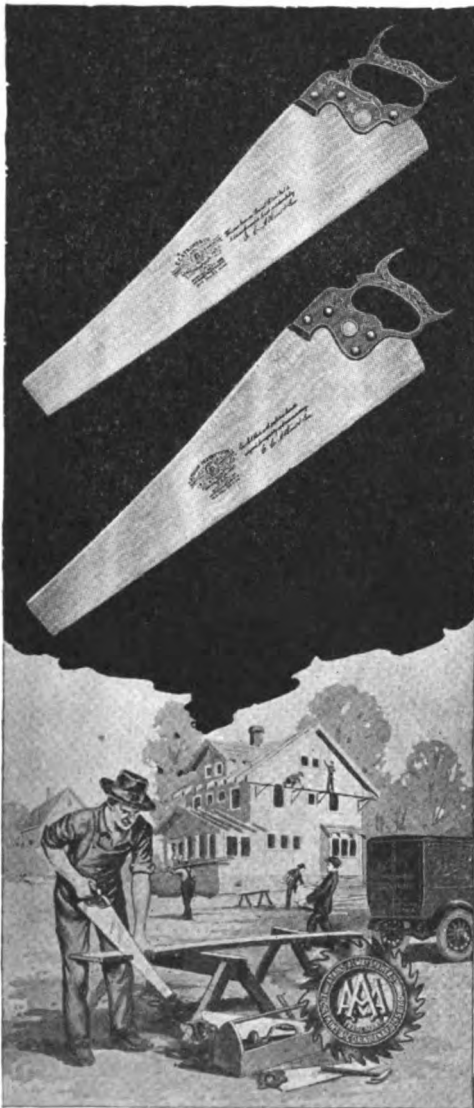
"We Handle the World"

Turner, Day & Woolworth Handle Co.

LOUISVILLE, KENTUCKY

ATKINS

SILVER STEEL SAWS



Building Is Booming

And for that reason you should make an Atkins Saw window display today to show all the saw users in your town that you have their favorites —

ATKINS SILVER STEEL SAWS

in stock. Cash in on our advertising to the farmer, carpenter, electrician and mechanic.

Send us your name and address and we will mail you a handsome book descriptive of our **FREE WINDOW DISPLAY MATERIAL AND SELLING HELPS.**
Do it now.

E.C. ATKINS & CO.

ESTABLISHED 1857 THE SILVER STEEL SAW PEOPLE

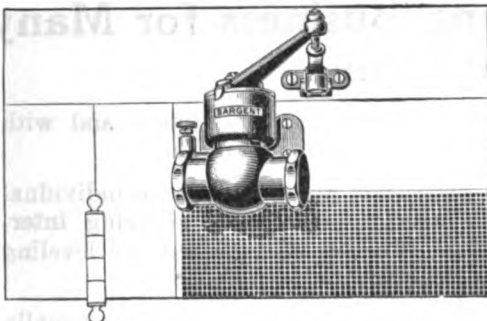
Home Office and Factory, INDIANAPOLIS, INDIANA

Canadian Factory, Hamilton, Ontario

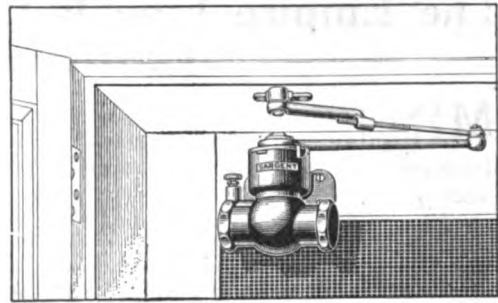
Machine Knife Factory, Lancaster, N.Y.

Branches Carrying Complete Stocks in the Following Cities:

Atlanta	New Orleans	Seattle
Memphis	New York City	Portland, Ore.
Chicago	San Francisco	Sydney, N. S. W.
Minneapolis		Vancouver, B. C.



No. 520—Liquid Door Closer applied to screen door.



No. 520—Liquid Door Closer applied between screen door and outside door.

Increase summer sales with this new Sargent Door Closer

No one likes banging screen doors. But many people imagine a door closer to be a heavy expensive affair — much too elaborate for a mere screen door!

This misunderstanding can be turned into profitable business if you will show the new Sargent Liquid Door Closer (No. 520) to your customers.

The 520 is small in size and very neat in appearance. It can, if desired, be applied between the screen door and the outside door, as illustrated. It is easy to apply and can be used on right or left hand doors without changing any of the parts. The connecting arm may be adjusted to suit different door frames. The regulating screw regulates the speed of closing and may be adjusted as desired. Each closer packed in a separate box with full directions and a template showing how to apply.

This template is a Sargent feature which assures correct application.

When winter comes the closer may be put on storm doors or any of the light doors inside the home.

Send for full particulars of this new and improved model.

SARGENT & COMPANY

New York

NEW HAVEN, CONN.

Chicago



The Empire Line Is Creating Business for Many Hardware Merchants

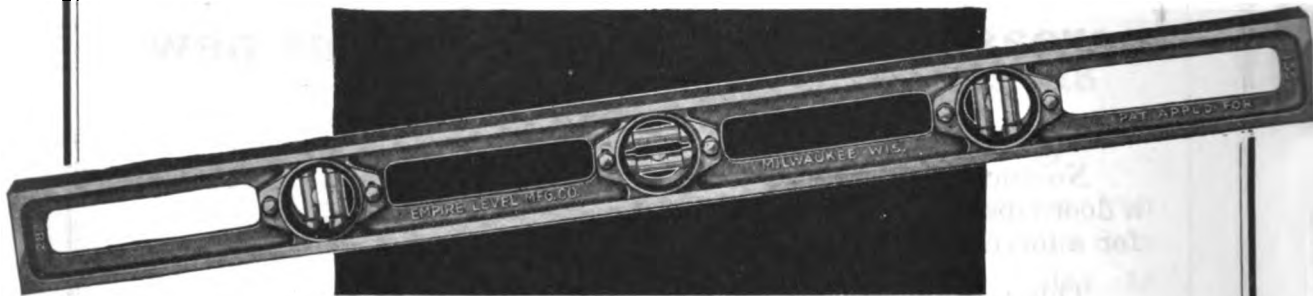
MANY hardware retailers are taking advantage of the exclusive selling features presented by the Empire line of high quality levels.

The Empire Adjustable Aluminum Level is creating customers wherever it is on display. The feature of **adjustability** and **interchangeability** of the vial cases is a tremendous selling argument. It enables the workman to repair his broken level

glasses in a couple of minutes and with perfect ease and satisfaction.

Each level glass is set in an individual case which, in addition to being **inter-changeable**, can be adjusted for leveling pitched surfaces.

The rest of the Empire line is equally valuable from a selling standpoint. **Quality** is predominant in every tool.



Empire Adjustable Aluminum Level, Sizes 18", 24", 28", 30", 42"



Empire Stationary Aluminum Level, Four Glass, Sizes 18", 24"—Six Glass, Sizes 24", 28", 30"



Empire Torpedo Pocket Level, Size 9"



Empire Millwright's Level, Sizes 12", 18"



Empire Brick Mason's Level—Brass Bound, Sizes 42", 48"



Empire Carpenter's Level—Black Walnut, Sizes, 18", 24", 26", 28"

Order from your Jobber

EMPIRE LEVEL MFG. COMPANY, Milwaukee, Wisconsin

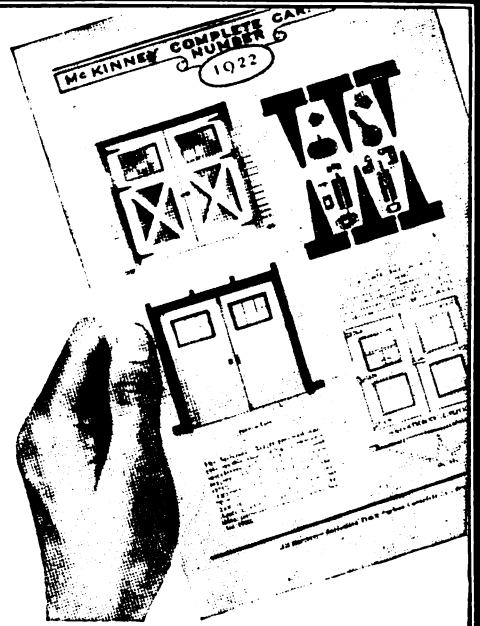
Western Representatives
SPRAKE SALES CO.

G. T. Sprake
216 Higgins Bldg.
Los Angeles

J. E. Hooper
813 Postal Tel.
San Francisco

F. H. Chown
1121 Gasco Bldg.
Portland

Prentiss H. Rice
506 Charles Bldg.
Denver



Think of the time these garage sets will save you

SELLING a man a complete set of McKinney Garage Door Hardware is as simple and quick an operation as selling him a hammer or a screw driver—no matter how elaborate the doors of his garage are going to be.

As soon as he explains to you what kind of a door he is going to have for his garage, you hand him the box containing the McKinney Garage Door Hardware Set which will enable him to hang and operate that kind of a door.

You don't have to spend a lot of time thinking about what hardware he will need, nor trot all over the store assembling it. You don't have to figure up prices, you don't

have to wrap anything up. You don't undergo any mental agonies worrying about whether you forgot something. Everything needed is in the McKinney Box—from track to screws. And every article is the highest grade hardware—McKinney made.

If your customer isn't sure just what kind of a door he wants, your McKinney Garage Door Book will come in mighty helpful to both of you. It shows pictures and working plans of all kinds of garage doors, together with the special box of McKinney Hardware which goes with each door. Write us for this book. When it comes, fasten it to your counter where it will actually help you sell garage sets.

McKINNEY *Hinges and Butts and Hardware*

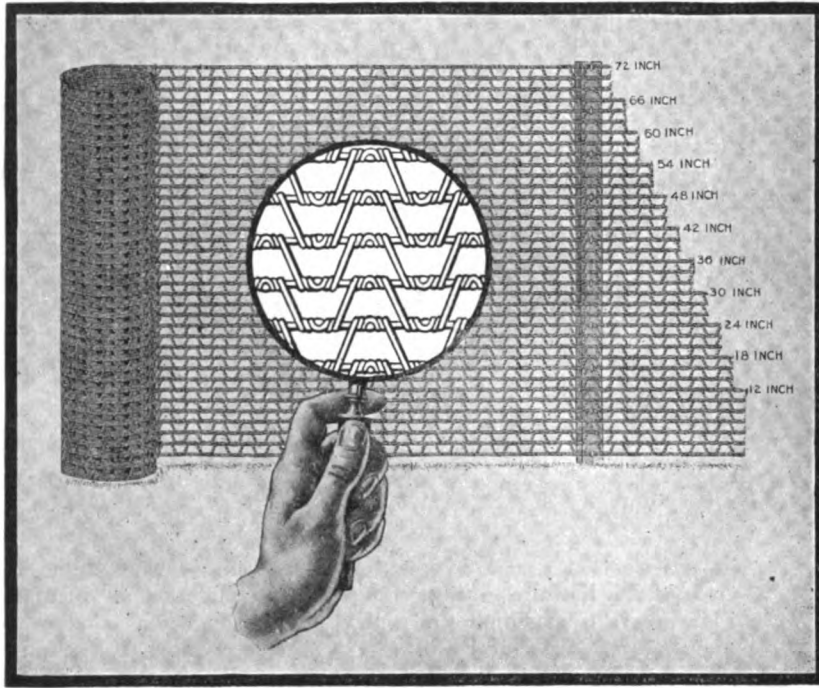
*Also door hangers and
track, door bolts and
latches, shelf brackets,
window and screen hard-
ware, cabinet hardware,
steel door mats and
wrought specialties.*

McKINNEY MANUFACTURING CO., Pittsburgh
Western Office, Wrigley Bldg., Chicago
Export Representation
Pacific Coast Representative: John T. Rowntree, Inc., Los Angeles, San Francisco,
Seattle, Salt Lake City, Denver

McKINNEY

Complete Garage Door Sets

U. S. Poultry Netting



Capitalize Our Manufacturing Success Into Your Dealer's Profit

U. S. Poultry Netting fills that long felt want and need in wire netting. Fence-like in construction principle, it cannot bag or sag; requires neither baseboard nor top rail; requires fewer posts and will not narrow when tightly stretched.

U. S. Poultry Netting is not a **WOVEN** but an **INTERWOVEN FENCE**. Note carefully the type of twist (a double reinforced joint at each point of intersection, which makes it very stiff and rigid.) Through this style of manufacture there is no possibility of long or short wires, irregular size or shape meshes.

Highly practical for tennis court enclosures, tree guards, trellises, flower bed guards, screen work in motion picture industry, partition screens in factory stock rooms. Especially valuable as protection against rabbits and extensively used in stucco reinforcing.

U. S. Netting is handled by representative Jobbers throughout the country, and is carried in stock on the Pacific Coast as follows:

MARSHALL-WELLS COMPANY, Portland, Seattle and Spokane
MARSHALL-WELLS COMPANY, care De Pue Warehouse Company, San Francisco
MARSHALL-WELLS COMPANY, care Los Angeles Warehouse Company, Los Angeles
WESTERN METAL & SUPPLY CO., San Diego, Cal.
PRATT-GILBERT CO., Phoenix, Arizona

MANUFACTURED EXCLUSIVELY BY

Indiana Steel & Wire Co., Muncie, Ind.

COLDWELL LAWN MOWERS

"MAKE BEAUTIFUL LAWNS"

Floor or Lawn?

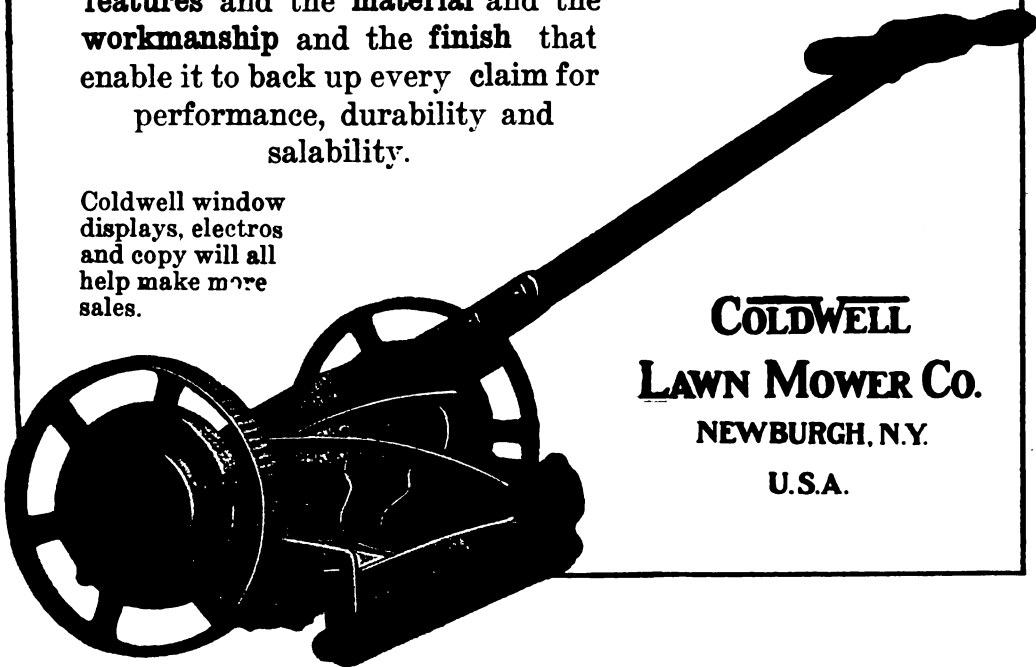
While the majority of lawn mower sales are made on the **floor** of your store, there are always some people who will say: "Yes, that runs all right here, but it's on **my lawn** that I've got to use it."

In such cases select the type of mower best suited to the customer's requirements and let him or her try it out on their lawn.

After pushing the Coldwell a few times they will be convinced that this machine, which runs so easily and cuts so cleanly, lives up to its reputation.

And, whether for a small lawn or a large estate — for hand or power — every Coldwell Lawn Mower has the **features** and the **material** and the **workmanship** and the **finish** that enable it to back up every claim for performance, durability and salability.

Coldwell window displays, electros and copy will all help make more sales.



COLDWELL
LAWN MOWER Co.
NEWBURGH, N.Y.
U.S.A.

Stock Them **LOCK WASHERS** Sell Them

Every Repair Shop and Auto Owner in Your Vicinity a Possible Customer

The Hardware Salesman

(ARTICLE TWO)

In climbing to the top of the ladder in your line you will need to school yourself in the simple details scattered all the way from the bottom to the top if you expect to stay at the top after you get there. It will be necessary to mix a little drudgery in with the daily tasks so that you will be able to run the scale of success to a profitable conclusion.

Paderewski, the eminent pianist, was complimented by the late Queen Victoria on his wonderful skill as a musician, to which he replied, "Before I was an artist I was a drudge. I practiced days! I practiced months! I practiced years, before I mastered my art."

You are getting into the swing of the business; you are on time in the morning; you are able to do the sweeping and dusting without fault, and on account of your painstaking industry the store is looking brighter and more inviting to the customers. You will, no doubt, be called to do many "jobs" which are not attractive to you, but "buck up" and do the distasteful things with the best grace possible; be a "hustler" and live it. Booker T. Washington, that respected servitor of the colored race, earned his entrance to college by dusting the waiting room of the college so thoroughly that it would not soil a white handkerchief.

You are beginning to be of service and value to your firm, and right at this point in your career get this fact tucked safely away in your "think tank": Never be satisfied with "It's good enough," but do your work the very best you know how. Doing your work carefully and promptly leads to perfection and recognition of your worth; bearing in mind that a task well done is adding to your personal capital, and this kind of an asset money cannot buy; it must be earned, and after it is earned it is yours forever—if you so will it.

Secure all assistance possible to advance yourself in the business world by reading trade and business magazines, technical books relating to materials and goods you are selling, study hardware catalogues, and read biographies of merchants and captains of industry and men in public life.

Benjamin Franklin, that honored diplomat and statesman of America's early history, was a great reader of books as well as a printer of books. Books will give you in a few moments' time the knowledge it would take a lifetime to learn from daily experience.

We make all sizes from the smallest to largest used

RETAIL HARDWARE DEALERS MAKE NICE PROFITS SELLING LOCK WASHERS

(Ask Your Jobber for American Lock Washers)

The American Nut & Bolt Fastener Co.

Factory: **PITTSBURGH, PENNSYLVANIA**

REPRESENTATIVES

San Francisco, Cal.,
J. M. Jackson & Co.,
320 Market St.

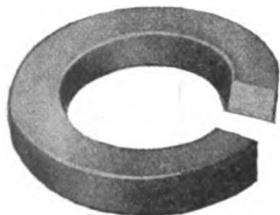
Chicago, Ill.,
B. A. Dunning,
29 So. Clinton St.

New Orleans, La.,
Harry R. Davies,
Canal Com'l Bank Bldg.

Detroit, Mich.,
American Nut & Bolt Fastener Co.,
Book Building

Montreal, Quebec
E. Bacon & Company

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Assortments



Straight Sizes

Luther

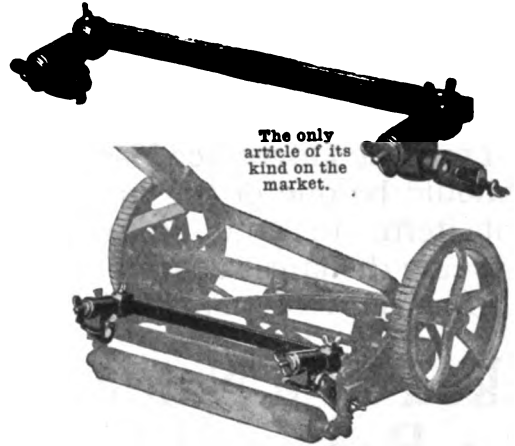
TOOL GRINDERS

Lawn Mower Sharpener A Big Summer Leader

The Superior Lawn Mower Sharpener can be attached to any make lawn mower. It sharpens as you cut the grass. It is a simple, sturdily built, efficient sharpener—that will outlast the average lawn mower.

A size for every lawn mower.

Write for complete information and prices.



No. 24
Retails
for

\$2.50

Standard Line

An exceptionally well built line of hand power tool grinders.

Among the excellent features of the Standard Line are helical cut steel gears and pinions, heavy one piece case and overhanging flanges. Regular equipment includes medium DIMO-GRIT (the wheel for steel) wheel, and adjustable tool rest.

Made in four sizes — from 4" to 7" wheel

A Sickle Grinder That Sells Quickly

This model is designed particularly for the farmer who wants a high grade hand operated sickle grinder with **Luther Quality**. Has ball bearings, Helical cut steel gears, patented sickle holder—and its price makes it a quick seller.



No. 84
Retails
for
Only

\$5.00

Send today for our catalog 35-H

LUTHER GRINDER MFG. CO.

MILWAUKEE, WISCONSIN

Harvest Profits from Harvester Hay Tools

More farmers than ever are going to buy hay tools this year. Thus the Harvester Hay Tool should be one of the important items in your stock, because it is the latest development in devices of this kind.

Backed by a Name and a Record Which Makes Them Standard Equipment for the Modern Farm

We don't need to tell you about Harvester Hay Tools. They are bigger, better, built strong to last long.

The farmer already realizes this. Be ready to supply him when he needs a carrier and needs it quickly.

Stock Harvester Hay Tool outfits. The name on the carrier is insurance of ready sales and satisfied customers. Remember that when one of your customers needs a hay tool he doesn't want to wait. And the dealer who has the goods will get the business.

Write us today for catalog and particulars of exclusive agency proposition.

HUNT, HELM, FERRIS & CO.

Harvard, Ill.

Everything for the Modern Barn

Albany, N. Y.

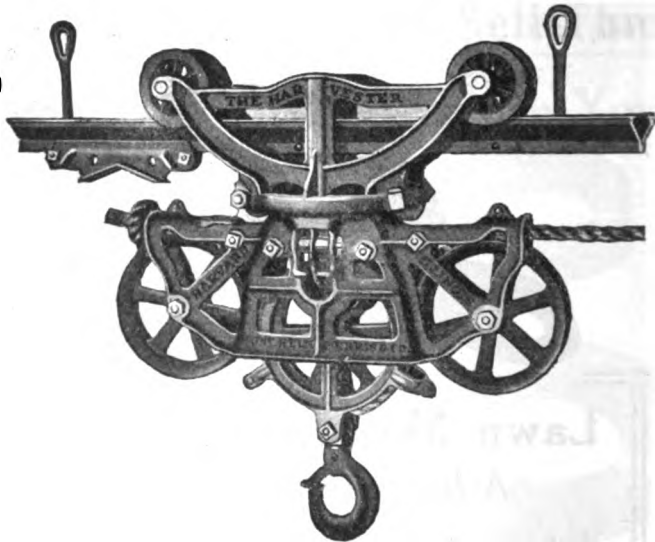
Los Angeles, Cal.—1811 E. Seventh St.

San Francisco, Cal.—283 Minna St.

Portland, Oregon—360 E. Morrison St.

STAR

Equipment



Selling shotguns all the year around

Be sure that you get your share of the trade from our advertising drive on Savage and Stevens shotguns.

Two complete advertising campaigns are driving home the facts about Savage and Stevens shotguns.

Reduced reproduction of a
Savage advertisement appearing in

FIELD & STREAM
FOREST & STREAM
FUR NEWS
HUNTER, TRADER &
TRAPPER
NATIONAL SPORTSMAN
OUTDOOR LIFE
OUTERS' RECREATION
OUTING
ROD & GUN
VACATION MANUAL

Reduced reproduction of a
Stevens advertisement appearing in

ADVENTURE
AINSLEE'S
ARGOSY-ALL STORY
DETECTIVE STORY
LOVE STORY
MUNSEY'S
PEOPLE'S
POPULAR
SHORT STORIES
TOP NOTCH
WESTERN STORY
FUR NEWS
HUNTER, TRADER &
TRAPPER
NATIONAL SPORTSMAN
ROD & GUN
SPORTS AFIELD



Used by three generations still 100% gun

THE sturdy Stevens shotgun made its first "kill" in the hands of our grandfathers. With it our fathers first experienced the joys of hunting. And today young men measure it, not only for its part, but because right today, the good old Stevens still maintains its unblemished record for hard and straight shooting. In many cases we have found that skidderally the same gun has been handed down from grandfather to father to son.

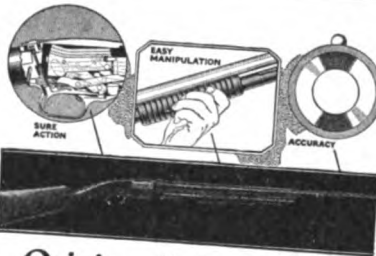
You can buy a more expensive gun than a Stevens, but you cannot buy better shooting qualities. It's easy to prove the accuracy of a Stevens. Here's the test for a full choke: on a piece of paper draw a circle 30 inches in diameter, put off 40 yards and fire into it. Your Stevens will throw an even pattern of 70% of the pellets into that circle.

A Stevens modified choke will throw an even pattern of 50%. And a Stevens cylinder bore will throw an even pattern of 40%.

Try it. Only a perfectly bored gun will meet this test. You economize three ways on a Stevens. Remember that when you buy a Stevens, you get the last word in accuracy; you get a gun that will last a lifetime; and you get that gun at an exceptionally low price. Stevens manufactures a complete line of small bore rifles and shotguns of every description. Ask at your dealer's or write for the interesting catalog describing in detail our complete line. Address: J. STEVENS ARMS COMPANY, Department —, Chicopee Falls, Mass.

Owned and operated by the Savage Arms Corporation
Executive and Sales Office: 100 Church Street, New York

Stevens



Origin of the Savage Repeating Shotgun

Unique circumstances
under which it was designed

It started with the public. For the last several years, letters have poured in to us from Savage rifle owners. "Build us a shotgun," they demanded. "We want Savage design and quality in the shotgun field."

This was the genesis. For a number of years we studied shotgun construction and requirements from every angle—building improvements part by part.

Now here it is—a Savage shotgun that fills the bag and smashes the blue rocks with the same sureness that your old Savage hi-power rifle knocks over the big game.

The secret of Savage punch and even pattern lies in the boring. The Savage shotgun barrel is bored again and again until the surface is as smooth as science and machinery can combine to make it. It throws an even spread that is backed up by Savage punch and endurance.

For the barrel only Savage famous hi-power smokeless powder is used. And the gun has, too, the Savage hammerless breech. A harder hitting shotgun does not exist.

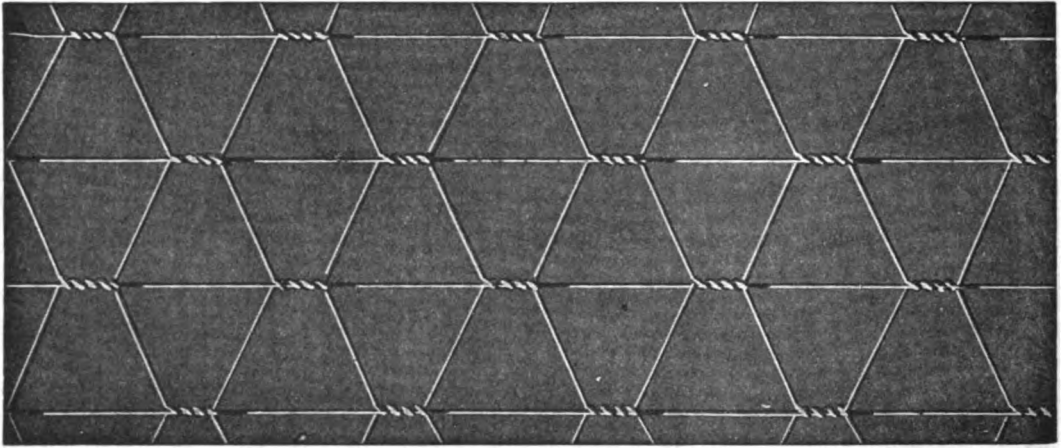
Ask at your dealer's, or write for the interesting catalog describing the Savage repeating shotgun, high-power rifles, and automatic pistols.

SAVAGE ARMS CORPORATION
Department A-11, Utica, N. Y.
Owner and operator of the J. Stevens Arms Company
Executive and Sales Office: 100 Church Street, New York

SAVAGE

SAVAGE-STEVENS

Ideal Poultry and Rabbit Fence



Is a Fence and Not a Netting

The horizontal wires in the Ideal Fence make it possible to stretch it perfectly, and **FEWER POSTS ARE NEEDED** and **NO TOP OR BOTTOM RAIL**. Posts may be set a rod apart, and if the fence is well stretched it will be strong and effective.

Hexagon mesh poultry netting is good and has many uses, but it cannot be stretched without pulling together in the middle, hence top and bottom rails are necessary and the posts must be close together.

Like all fences the heavier the wire the longer it will last, so we recommend the heavier styles; but for many purposes, like protecting a young orchard or vineyard where a cheap fence is good enough, the No. 20 will do the work effectively and is less expensive when erected than any other fence or netting with the same size of mesh.

For permanent poultry yards the heavier styles are better and cheaper, life of fence considered.

In all weights and styles the horizontal wires are two inches apart. The size of mesh is governed by the spacing of the mesh wires. Every style has a heavy selvage both top and bottom.

American Steel & Wire Company

UNITED STATES STEEL PRODUCTS COMPANY

SELLING AGENTS

San Francisco

Los Angeles

Portland

Seattle

Awarded the Grand Prize at the Panama-Pacific Exposition



Your Business Needs This Keystone Price Service Bulletin

A new plan, recently originated by us, gives you always the lowest prices on "Square Deal" Fence, Nails, Barbed Wire, Steel Posts, Gates and Ornamental Lawn Fence.

Gives you net prices, f.o.b. your nearest warehouse, and shipping weights on everything we manufacture. Items carried regularly in stock are specially marked. New Price Bulletins are issued at every important price change.

Our new Price Service Bulletin demonstrates this company's leadership in the matter of co-operation with retailers.

Dealers no longer have to lose business because they are temporarily out of certain stock and do not know the current price.

They refer to the Keystone Price Service Bulletin; note the net cost; add local freight and profit; quote the customer; get the order and wire to the nearest Keystone Warehouse for immediate shipment.

Free to Every Fence Dealer

Implement houses, hardware stores, lumber yards, elevators, general merchandise stores, — every retailer who stocks woven wire fence, can have the Keystone New Price Service Bulletin. If you are not already on our mailing list, a request for the Service, written on your business stationery, will put your firm name on the preferred mailing list. Write today.

KEYSTONE STEEL & WIRE CO.

Peoria, Illinois

Pacific Coast Representative:
E. E. BROWN, 686 Mariposa Ave., Oakland, California

The special terms and price guarantees, making it easy for Keystone dealers to keep stocks well up at this time, are all explained in the Keystone Price Service Bulletin.





An Interesting Story

is told of an heroic little Hollander, who, to save his country from flood, plugged a small leak in the dike with his clenched fist. His act of plugging the leak, though small, was one of tremendous significance; and the principle applies today as forcefully as it did then. The little things, even though apparently insignificant, are really of vast importance.

It is one of these inconspicuous, yet important little things that instantly distinguishes Columbian from all ordinary rope—and that is the red, white and blue *Tape-Marker*, bearing the words "Guaranteed Rope." These significant words are certified by the signature "Columbian Rope Company" also appearing thereon.

This *Tape-Marker* can be found in each and every yard, foot and inch of all Columbian *Tape-Marked* Pure Manila Rope, as it is just as long as the rope itself and is one continuous piece from end to end. It is your Guarantee.

Write for a copy of folder "How Columbian *Tape-Marked* Pure Manila Rope is Made."

BY INVITATION
MEMBER OF



NEW YORK, U.S.A.

Columbian Rope Company

332-80 Genesee Street

Auburn, "The Cordage City" N. Y.

Branches: Boston New York Chicago Houston Baltimore





STANLEY TOOL CHESTS *for* THE HOME

Feature this chest as a graduation present for boys — and as a wedding gift for new home owners.

No. 852 (the chest shown) contains an assortment of Stanley Tools especially adapted for home work. The doors of the cabinet are securely fastened by a substantial lock. Convenient handles at the top. The twenty tools are fastened to the side, back and door of cabinet by specially constructed clips which hold them in place. Drawer in base of cabinet for small tools, nails, etc.

Write for Selling Helps

The Stanley Rule & Level Plant

THE STANLEY WORKS

NEW BRITAIN, . . . CONN.



New York

Chicago

San Francisco

Los Angeles

Seattle

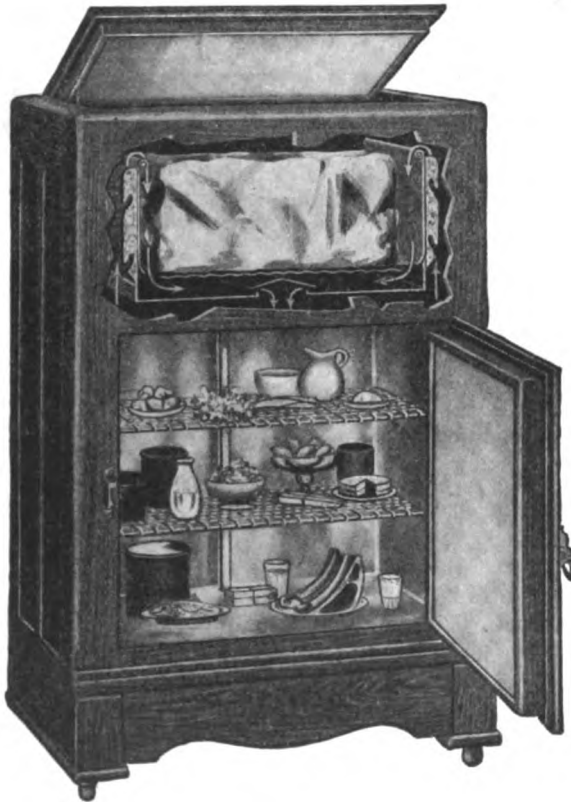
Manufacturers of Wrought Hardware and Carpenters' Tools

Selling Points:—

To successfully market any article that you choose to stock, the article must possess features that appeal to the customer. That is why we are offering to the trade

The MONARCH Refrigerator

(Trade Mark Reg. U. S. Pat. Office)



A Refrigerator that has selling points such as:

**REMOVABLE
CLEANSABLE FLUE LINE,**

**DEAD AIR SPACE
BETWEEN WALLS,**

**WALLS OF ODORLESS
WOOD,**

**SEAMLESS LINING
(Porcelain or Enameled),**

**HANDSOMELY FINISHED
CABINET,**

EASY ROLLING CASTERS,

is bound to go over big,
and those are just a few
of the exclusive features
of

**THE
MONARCH**

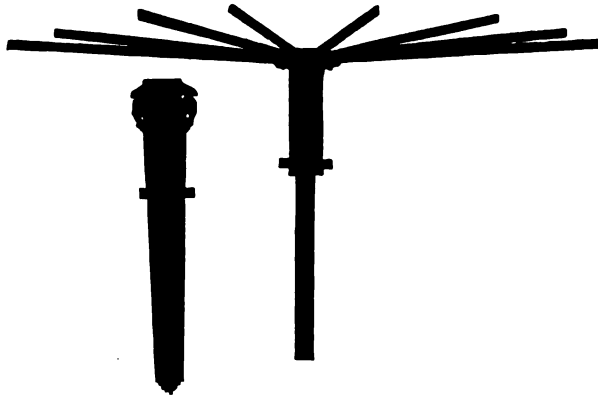
Union Hardware & Metal Co.

LOS ANGELES, CALIFORNIA

THE MONARCH REFRIGERATOR WORKS
BURLINGTON, VERMONT

The Eagley-Morrison Company

North Girard, Penna.



Manufacturers of a

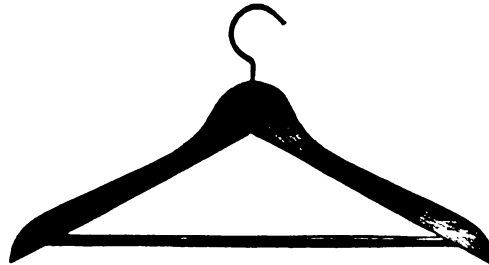
MOST COMPLETE LINE OF

Wall Clothes Driers

And

Wood and Wire Garment Hangers

OF EXCELLENT QUALITY



REPRESENTATIVES

THAYER & BOWER,
845 Monadnock Bldg.,
San Francisco, California

H. M. GREENER SALES CO.,
56 East Randolph St.,
Chicago, Illinois.

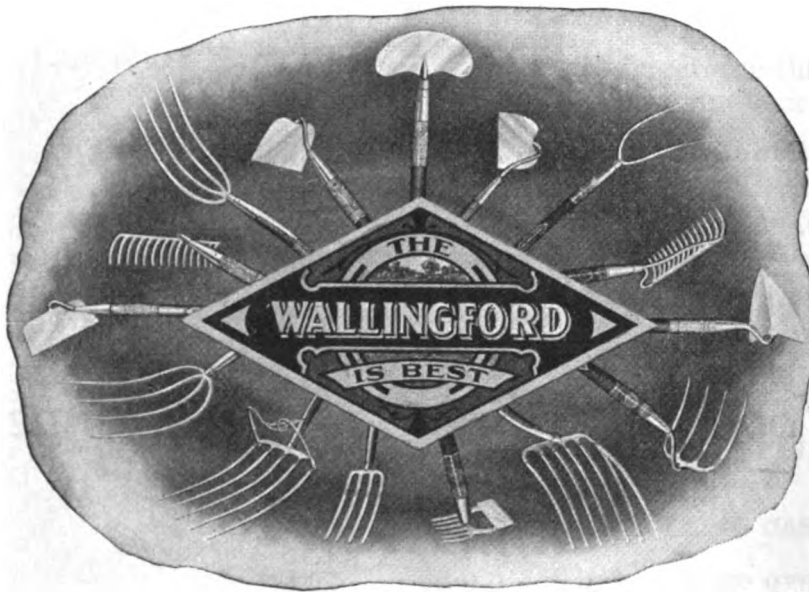
R. A. MORRISON,
309 Board of Trade Bldg., Portland, Oregon.

THE TRITCH HARDWARE COMPANY

Rocky Mountain Distributors of

WALLINGFORD FARM AND GARDEN TOOLS

A COMPLETE LINE



HIGH
QUALITY
CAST STEEL

CAREFULLY
TEMPERED AND TESTED

SELECTED
HANDLES
EXTRA FINISHED

WALLINGFORD STEEL GOODS

Are made in a Modern Factory devoted exclusively to the manufacture of Farm and Garden Tools; a large and complete line produced under ownership management, assuring the highest type of goods in Design, Quality and Finish.

Write for Prices Today

THE TRITCH HARDWARE COMPANY

FRANK A. BARE
President

J o b b e r s

O. E. BARE
Vice Pres.

Denver, Colorado



Starrett Quality Nail Sets

Your customers will find Starrett Nail Sets "just right" in size—in the degree of hardening—the shaping of the oval tops—the concaving of the tips. Made of high grade steel. Ends finely polished. Centers nicely knurled. Starrett quality throughout.

Starrett No. 116 Nail Sets are made in four sizes having, respectively, the following diameters at the tip: A, 1/16 inch; B, 3/32 inch; C, 1/8 inch; D, 5/32 inch. All sizes 4 inches in length. Put up to sell separately or in neat wooden boxes containing one dozen A, B, or C. Also assorted.

For extra heavy Nail Sets sell Starrett No. 176. Size A, 3/8 inch thick, 3/16 at the point. Size B, 7/16 inch thick, 1/4 inch at point. Both sizes 5 inches long.

The L. S. Starrett Co.

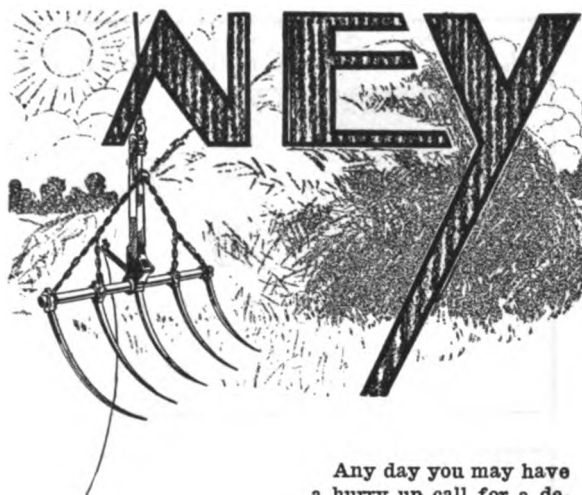
The World's Greatest Toolmakers.
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



Write for Starrett Catalog No. 22 "BF" showing 2100 fine Starrett Tools. Also be sure to ask for Special Supplement to this Catalog, just from the printer's. Contains full information on new Starrett Tools of special present interest to tool dealers.

42-308

Sell Starrett Tools



McBride Fork

Patented

Any day you may have a hurry up call for a dependable fork to replace a broken one. Then is when your judgment either makes a customer or loses one. And it all depends on the fork you have in stock. Put your reliance in a' McBride Fork. Put a McBride Fork in the hands of any customer and it will make good. It is safer and easier to stack after and users throughout the West say it is fifty per cent faster.

Has greater capacity, trips quickly and is easily handled. Its lock is strong and sure. Malleable iron and forged parts. Main arm of steel tubing. Tines of high grade spring steel. It's just the kind of fork you'd expect from a house with forty years' experience in making haying tools. Its qualities and serviceability express those and reflect the features that are common in all Ney Haying Tools.

Write for Catalog No. 25, just off the press.

Ask Your
Jobber

Original Genuine HAYING TOOLS

Standard Everywhere

Hay Carriers
Hay Carrier Steel
Tracks and Fixtures
Hay Slings
Hay Forks
Pulleys
Merchandise
Carriers
Steel Hoists
Hay Knives
Barn Door Hangers
and Tracks
Wire Stretchers
Weldless Chain
Tie-out Chains
Hardware
Specialties
Hay Rack Clamps
Porch Swing
Chains

The NEY MANUFACTURING CO.
Established 1879
CANTON OHIO
Minneapolis, Minn. Council Bluffs, Iowa

C^{"KING"} COLE Special Wall Brush

Width	Length Hair	Per Dozen	Retail, Each
2 1/2 inch	3 inch	\$ 7.80	\$0.65
3 ..	3 1/2 ..	10.20	.85
3 1/2 ..	3 1/2 ..	12.00	1.00
4 ..	3 3/4 ..	15.00	1.25
4 1/2 ..	4 ..	18.00	1.50

A Leader for You

Set in rubber with nickel bands and polished yellow handles. Black Chinese Bristles. The regular

C^{"KING"} COLE

replacement and "on trial" return postage guarantees are, of course, behind it. Write for catalog-discounts.

C^{"KING"} COLE BRUSHES

63 First Street San Francisco

Stoves Ranges Furnaces

LARGEST JOBBERS of Stoves, Ranges and
Furnaces on the Pacific Coast

A few exclusive territories still open
for some of our lines

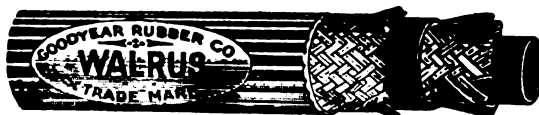
Sheet Steel and
Wire Products

SIMON BROS.

148-154 Townsend Street, SAN FRANCISCO, CAL.

GARDEN HOSE

THE
BRANDS
OF
GARDEN
HOSE
WHICH
INSURE
QUALITY



. INSIST
UPON
THESE
BRANDS
AND YOU
GET
THE
BEST

WRITE FOR CATALOGUE AND PRICES

GOODYEAR RUBBER COMPANY

R. H. PEASE, Prest. J. A. SHEPPARD, Vice-Prest. H. B. PEASE, JR., Treas. C. F. BUNYON, Secy.
539 Mission Street Nos. 61, 63, 65, 67 Fourth St., & Pine St.
SAN FRANCISCO, CAL. PORTLAND, OREGON

GOODS SOLD TO THE TRADE ONLY

THE JAMES SWAN COMPANY

SEYMOUR

CONNECTICUT

**BITS
AUGERS**



**CHISELS
DRAW KNIVES**



**NAIL SETS
GIMLETS**



**SCREW DRIVERS
GOUGES**

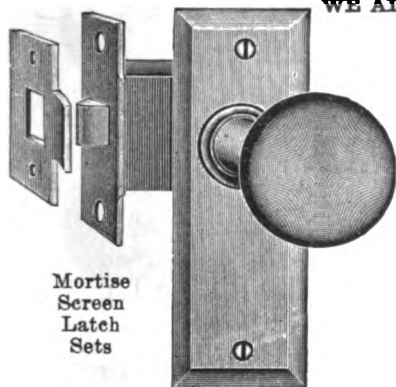
New York Office: 28 Warren Street

WE WERE AWARDED THE MEDAL OF HONOR ON MECHANICS' TOOLS AT THE PANAMA-PACIFIC EXPOSITION

Sold by THOMSON-DIGGS COMPANY, Sacramento, California

Shelby Screen Door Hardware

WE ALSO MAKE



Mortise
Screen
Latch
Sets

Floor
Hinges,
Spring
Butts, Door
Checks,
Push and
Pull Plates,
Door Hold-
ers, Push
Bars, Foot
and Chain
Bolts, Door
Bolts, Cup-
board Turns,
Cupboard
Catches,
Card Hold-
ers, Toilet

Paper Holders, Garage Door Holders, Chest Handles, Casement Window Adjusters and Fasteners, Sash Locks, Sash Lifts, Mortise Locks and Latches, Basement Window Sets, Wire, Coat and Hat Hooks, Ceiling Hooks, Hall Hooks, Screen Window Hangers, Door Braces, large line of Screen Door Hinges and a number of items not mentioned. Ask for catalog today.

The SHELBY SPRING HINGE CO.
SHELBY, OHIO, U. S. A.

COAST REPRESENTATIVES

POND HARDWARE CO.,
Los Angeles, Cal.

D. L. HERMAN,
Seattle, Wash.

The Bridgeport Hdw. Mfg. Corp.
BRIDGEPORT, CONN.

THE OH-KAY SCREW DRIVER

High Grade Steel Blade, Black Oil Finish
and Bright Points

Red Stained and Varnished Handle
Patented Steel Ferrule, Bright Finish

List Price, \$6.00

12 Assortments in a Case



Gross Weight of Case, 100 lbs.

No. 55 Assortment Heavy Cardboard Stand
2 Dozen 8-4, 8-5, 8-6 inch

C. W. GAUSE CO.
Western Sales Agents
693 Mission St.
San Francisco, Cal.

J. C. McCARTY & CO.
Eastern Sales
Agents
New York City

Buckner Sprinklers

Heavy
In-
destructible
for
Lawns
1 Dos. Per
Box



Circular
Spray
or
Long,
Narrow
Strip,
Uniform
Distribution

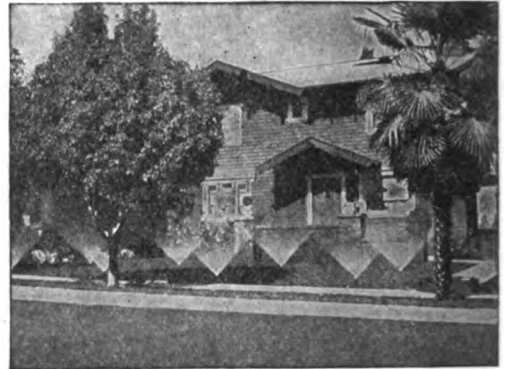
Adjustable Underground Heads

The BUCKNER underground head is the latest invention in this type of sprinkler and the result of years of experimenting, and is known throughout the United States as the only underground head ever designed to irrigate either a circle or long, narrow strip. No underground system can be satisfactory without different forms of sprays. They are absolutely essential in all installations on large lawns.

These heads are installed flush with the soil, hidden by the grass and not found by the lawn mower. They are never suspected as being in the lawn. No obstructions for people to fall over. In fact an invisible system, eliminating all labor in connection with lawn irrigation. Simply turn a valve and the work is done.

BUCKNER MANUFACTURING CO.,
FRESNO, CALIFORNIA

Thompson Adjustable Sprinkler Head



Sold Through the Jobbing Trade

Thompson Manufacturing Company
East Eighth and Santa Fe Ave.
LOS ANGELES



Scientifically
designed to
conform to the habits
of the fly.

AT YOUR SERVICE

Mr. Retail Dealer

For 1922

Right on hand with the beginning of a new fly year to remind you of the increased business the AVIS SANITARY FLY TRAPS will bring you.

Every year increases the demand for our trap—because acquaintance with its merits inspires confidence and confirms its proven efficiency.

If your jobber does not have them, order direct from us.

MANUFACTURED BY

Avis Hardware Co.
POMONA, CALIF.

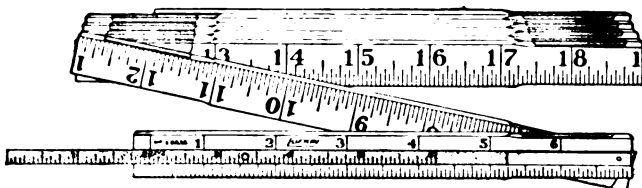
FEATURE *LUFKIN* RULES

They Have the Talking Points and Will Please the Mechanics

ALL PATTERNS INCLUDING AMONG OTHER NEW AND IMPROVED ONES THE FOLLOWING:

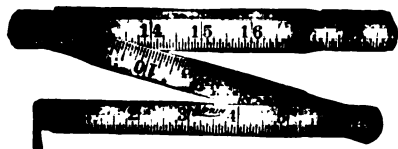


Boxwood Extension Rule No. X-8536



Two Rules in One. Read the Pictures

Handiest thing made for taking inside measure of door and window frames, etc., yet just as convenient as a common rule for ordinary measuring.



Spring Joint Hook Rules

A folding hook attached to our Spring Joint Rules. Just the thing for taking measurements out of arms reach. Folds out of way and then zero is at end, same as on old patterns.

FULL LINE OF BOXWOOD RULES

DISPLAY CASES FOR BOTH SPRING-JOINTS AND BOXWOODS

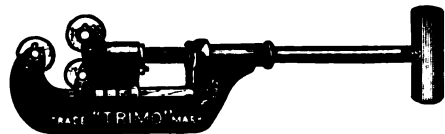
Stocked by Your Jobber
Send for Catalogue

THE *LUFKIN* RULE CO.

SAGINAW, MICHIGAN
NEW YORK



Trimo Pipe Wrench
in steel or wood handle.



Trimo Pipe Outter
one or three wheel

The Word **TRIMO**

stands for good tools made by the Trimont Mfg. Co., which are the following:

- The Trimo Pipe Wrench*
- The Trimo Chain Pipe Wrench*
- The Trimo Monkey Wrench*
- The Trimo Pipe Cutter (Hand)*

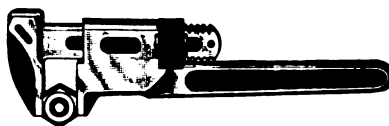
The four good points that make the Trimo Pipe Wrench superior are the **Spiral Spring**, always in place, the **Steel Frame**, that will not break, the **Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle, that can be replaced when worn. **Save time and money and buy Trimo tools, made by**

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.



WITH FLAT-LINK OR CABLE CHAIN

Trimo Chain Wrench
Eight sizes, take pipe 1/8" to 15"



Trimo Nut Wrench
steel handle only



**Buffalo Garage and Repair Forge
No. 240H**

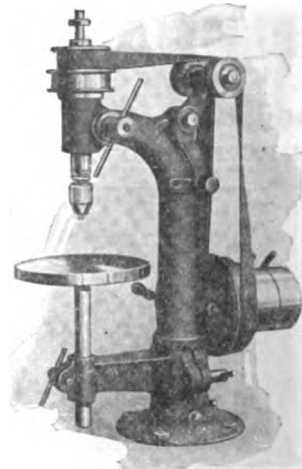
A heavy cast iron hearth
23 in. by 30 in. and sheet steel
welded water tank.

The blower is the famous
Silent 200.

"Buffalo"

Forges
Drills
Punches
Shears
Bending Machines
Tire Setters
Woodworkers
Blowers
Exhaust Fans
Disc Fans
and Ventilating
Apparatus

—
Write Dept. 37 for
catalog



Buffalo 10-inch Junior Drill

For pattern shops, garages
and machine shops. Substan-
tial one piece frame. Two
speeds, will drill up to $\frac{3}{8}$ in.

A sturdy drill at a moder-
ate price.

BUFFALO FORGE CO.

Buffalo, N. Y.

PHOENIX HORSE AND MULE SHOES and BULL DOG TOE CALKS BEST IN THE WORLD

Phoenix Shoes are Kept in Stock by the Following Houses

Albuquerque, New Mexico..... J. Korber & Co.
Boise, Idaho..... Northrop Hardware Co.
Butte, Montana..... Montana Hardware Co.
Denver, Colorado..... Moore Hardware & Iron Co.
El Paso, Texas..... Momsen-Dunnegan-Ryan Co.
Fresno, California..... Inland Iron Co.
Hamilton, Montana..... The Valley Mercantile Co.
Los Angeles—W. T. McFie Supply Company
Percival Iron Company
Waterhouse & Lester Company
Oakland, Cal... Western Heavy Hdwe. & Iron Co.
Ogden, Utah..... Geo. A. Lowe Company
Phoenix, Arizona—
Palace Hardware & Arms Co.
Arizona Hardware & Supply Co.

Portland, Oregon—
Northwestern Hardware & Steel Co.
J. E. Haseltine Company
Pocatello, Idaho... Salt Lake Hardware Company
San Francisco, Calif.—
Holt Bros.
Scovel Iron Store Company
Spotswood-Helfer Company
Tayler & Spotswood Company
Waterhouse & Lester Company
Salt Lake City, Utah... Salt Lake Hardware Co.
Seattle, Washington..... Gray Brothers
Stockton, Calif..... Hicklenbotham Brothers
Tacoma, Washington..... West Coast Steel Co.
Tucson, Ariz. Albert Steinfeld & Co.

MANUFACTURED BY

PHOENIX HORSE SHOE CO.

Largest Horse Shoe Manufacturers in the World

ROLLING MILLS AND FACTORIES

JOILET, ILL., POUGHKEEPSIE, NEW YORK

Every Foot of

Ludlow-Saylor "Perfect" Galvanized Hardware Cloth



by reason of our **thorough** equipment, **extensive** experience and **established** high standards, is more than a Galvanized Hardware Cloth; it is "The Hardware Cloth that stands **Hardwear**" and is **"Guaranteed"**

It is woven of the best steel wire, the joints are all securely soldered by a good coat of **galvanizing** after weaving, and measures up to the most exacting demands of critical customers.

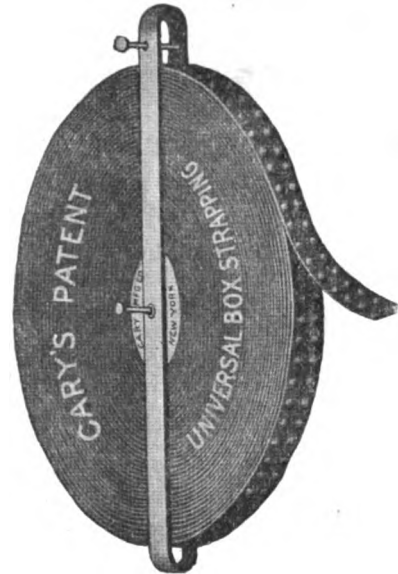
Order your requirements through your regular jobber, also the "Perfect" Window Screen Cloth, Poultry Netting, Fly Traps, etc.

Manufactured by

The LUDLOW-SAYLOR WIRE CO.

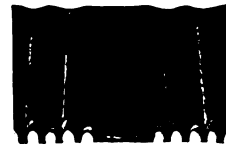
ST. LOUIS, MO.

"UNIVERSAL" Box Strapping



"Known the World Over"

Cary's "Divergent" Saw Edge Joint Fasteners



Our new Saw Edge DIVERGENT Fastener with the flat web, is far superior to any fastener manufactured. It has a **CONTINUOUS CUTTING EDGE** as found on our other fasteners; the flat web is an added feature, which enables the user to center the fastener without loss of time or other annoyances experienced with other fasteners. All of our fasteners are being packed in tin containers of uniform height, which shows up well on stock shelves.

CARY MFG. CO.

BROOKLYN - - - NEW YORK

"Sterling"



Hard

TUNGSTEN STEEL

Flexible

HACK SAW BLADES

Many years of personal caretaking attention to manufacturing details have produced in STERLING Blades a cutting tool of unquestioned merit.

We claim Endurance — Dependability — Fast Cutting — Long Life — Satisfaction to Dealers and Consumers.

Users declare that our slogan—"They don't Scratch, They Cut"—tells the story.

SOLD THROUGH JOBBERS ONLY.

CORRESPONDENCE RESPECTFULLY SOLICITED

DIAMOND SAW & STAMPING WORKS, BUFFALO, NEW YORK

CALDWELL SALES COMPANY

Lachman Building, Room 321, 417 Market Street, San Francisco, Cal.

Exclusive Pacific States Representatives

No. 400
Blower

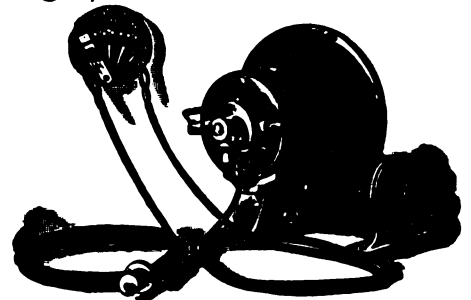


No. 308.
Self-Feed
and Double
Compound
Lever Feed
Drill.

Champion Blowers, Forges, Drills and Screw Plates



No. 401. Rivet Forge



No. 50. Cham-
pion One-Fire
Variable Speed
Electric Black-
smith Blower.



Screw Plates in Four Styles, Cutting up to 1½"

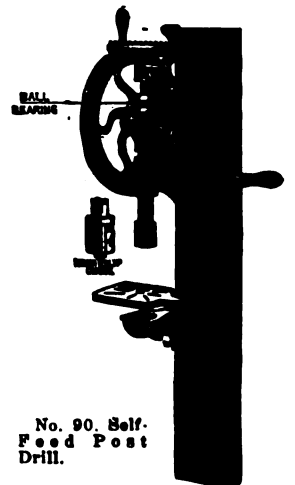
CHAMPION TOOLS, Built for Service

CARRIED IN STOCK AND DISTRIBUTED
BY ALL THE LEADING JOBBERS

Write for Our 350 Page Catalog

CHAMPION BLOWER & FORGE CO.

Lancaster, Pa., U. S. A.



No. 90. Self-
Feed Post
Drill.

Save Time and Money

BY USING

Heller's Pivot Door Hardware Shelving

DISPLAY FULLY PROTECTED BY GLASS.



STOCK CARRIED IMMEDIATELY BEHIND

IT IS COMPARATIVELY INEXPENSIVE

OF CONVENIENT LENGTHS EASILY INSTALLED

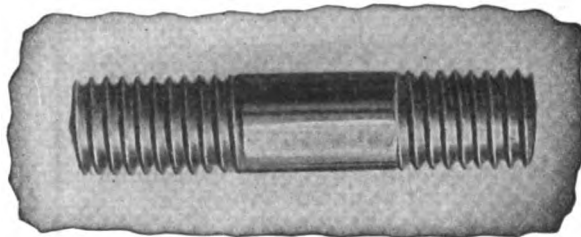
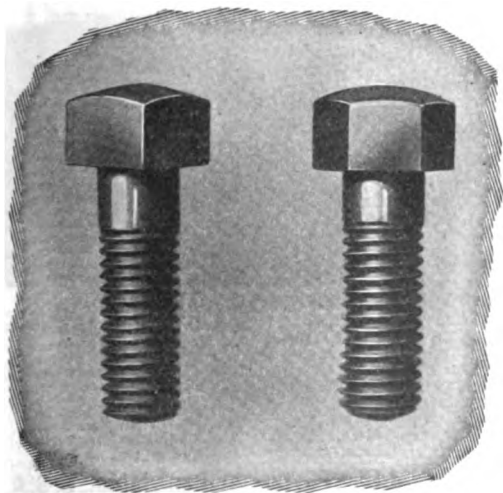
WILL GIVE LASTING SERVICE

An investment will pay big dividends by the additional sales it will create.

NEW PRICES IN EFFECT

Write today for Catalog 26-H, which describes several types.

W. C. HELLER & CO.
MONTPELIER, OHIO



WM. H. OTTEMILLER CO., York, Pa.
Manufacturers of Cap and Set Screws, Screw Machine Work
REPRESENTATIVES

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, California.
Strimple & Cox, L. O. Smith Building, Seattle, Washington.
Taylor, Youngs & Cox, 558 Hollywood Ave., Salt Lake City
Taylor, Youngs & Cox, 728 Colorado Building, Denver, Colorado
Strimple & Cox, Corbett Building, Portland, Oregon



THRIFT is in THE SADDLE

The day of the easy dollar is gone. Thrift is uppermost and —

Our Guaranteed Perfection Economy Cobbler is the one article to put into the home.

It is the Guaranteed Perfection Economy that takes the stitch in time and saves the proverbial nine.

Holds a full complement of lasts, stands, tools and findings, and enables the head of the house to make his own repairs on the family footwear.

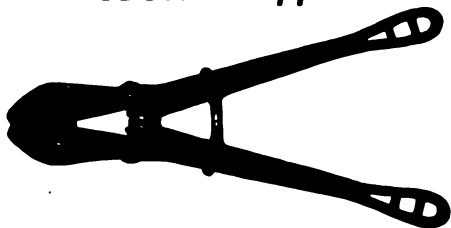
Mr. Merchant, you should stock this Cobbler Set. It sells readily and at a good profit to you.

THE FATE-ROOT-HEATH COMPANY, Plymouth, Ohio

Western Representatives, H. D. TYLER & CO., 512 Pacific Building, San Francisco, Cal.
Fifth Floor Higgins Bldg., Los Angeles 1022-23 Alaska Building, Seattle, Wash.

PORTER'S New Easy Bolt Clippers

*Look!
A New Clipper*



12" long; cuts up to 3/16".

The low price will sell it over the counter.
No tool kit complete without it.

Ask your jobber for
Porter's No. 1855 Clipper

SALES OFFICES:

Omer Cox, Atlas Building, San Francisco, California
Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. C. Smith Building, Seattle, Wash.
Strimple & Cox, Corbett Building, Portland, Oregon
Taylor, Youngs & Cox, 558 Hollywood Av., Salt Lake City
Taylor, Youngs & Cox, 728 Colorado Bldg., Denver, Colo.

H. K. PORTER - Everett, Mass.

"EASY EMPTYING" Grass Catchers

"Favorably known the world over" now made with

**Re - Inforced
Non - Slipping
Bottom**

**Rigid Light
Durable**

Many exclusive patented features and strong selling points explained in Catalog No. 20.

Write for it



SOME OF OUR PACIFIC COAST JOBBERS

California Hdwe. Co.	Baker, Hamilton & Pacific Co.
Union Hardware & Metal Co.	Honeyman Hdwe. Co.
Hoffman Hdwe. Co.	Jensen, King, Bird & Co.
Harper & Reynolds Co.	The Schaw-Batcher Co.
Falling-McCallum Co.	Schwabacher Hdwe. Co.
Marshall-Wellis Hdwe. Co.	Seattle Hardware Co.
Holley-Mason Hdwe. Co.	The Thomson-Diggs Co.
Dunham, Carrigan & Hayden Co.	

THE SPECIALTY MFG. CO., St. Paul, Minn., U. S. A.

"Pittsburgh Perfect"

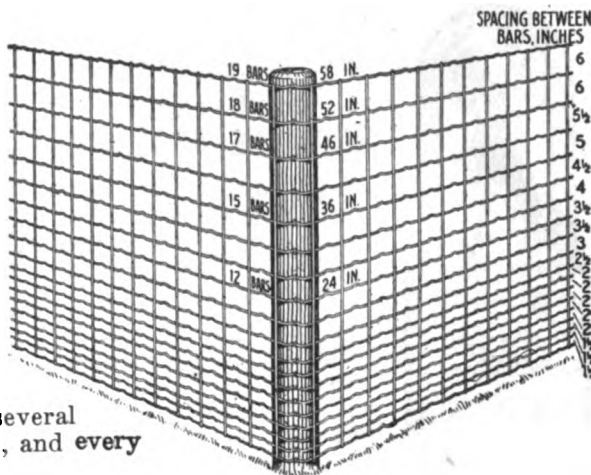
Electrically Welded

Poultry and Garden Fencing

A popular fencing among poultry raisers. Neat appearance and light weight are combined with strength and durability. No top rails or bottom boards are necessary.

This fencing will win friends among your customers, and develop profitable sales for you. Made in several styles from our own Open Hearth Steel, and every rod guaranteed.

Write for Catalog



Pittsburgh Steel Company

GENERAL OFFICES: PITTSBURGH, PA.

Pacific Coast Office

359-363 Monadnock Bldg., San Francisco, Cal.

Distributors of "Pittsburgh Perfect" and "Columbia" Wire Fencing:

Dunham, Carrigan & Hayden Co.
San Francisco, Cal.
Northern California and Nevada

Whiton Hardware Company
Seattle, Wash.
Washington and Oregon



SAGER CHEMICAL PROCESS AXES

AND

BULL DOG LOGGING TOOLS

Recognized all over the
United States as the
BEST money and skill
can produce

WRITE FOR CATALOGUE



WARREN AXE & TOOL CO., WARREN, PA., U.S.A.
DAILY CAPACITY 3500 AXES AND LOGGING TOOLS

There is a Difference in Washers



Just as in any other commodity. Our Washers are made of the Best Material and with the utmost care. That's why the largest users of Washers prefer those of our make.

We also make

Malleable Washers and Cast Iron Washers Wrought and Steel Plate Washers

of all descriptions. Round and Square, Plain or Galvanized.

Annealed Rivet Burrs Fellow Plates Sheared and Punched Plates

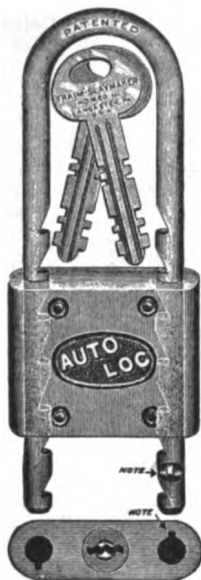
PROMPT SHIPMENTS

Wrought Washer Mfg. Co. Milwaukee, Wis.

Coast Representatives

HUGHSON & MERTON, Inc.

San Francisco, Cal.; Los Angeles, Cal.; Portland, Ore.;
Seattle, Wash.; Denver, Colo.



No. 1093
AUTOLOC

PATENTS April 2, 1918 May 24, 1921

APPLYING TO OUR

ADJUSTABLE SHACKLE PADLOCKS

Always reasonably thief-proof, now absolutely fool-proof. The patented non-reversible shackle is found in our locks only.

See that slot in case of locks with corresponding ribs on shackle ends, which make it utterly impossible to insert the shackle in the wrong end of locking case.

Probably every dealer and almost every owner of our patented adjustable shackle locks has experienced at some time the annoyance and inconvenience from placing the lock on the shackle in a manner when adjusted to an anti-rattle position that it cannot be unlocked or removed without cutting it off. This objectionable feature is now completely eliminated from all of our adjustable ratchet shackle locks.



No. 1092—The Universal
Tire Carrier Padlock.



The only Lock that will completely protect tires on the BUICK, DODGE, FORD, OVERLAND and over 30 other makes of cars.

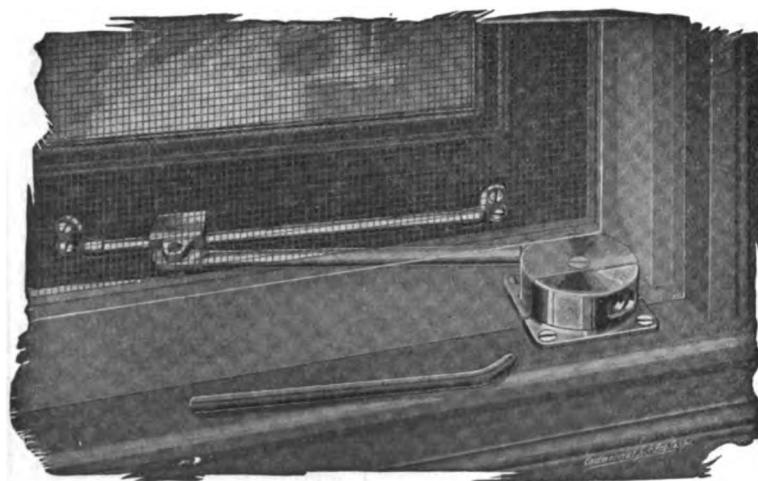
Protected by Original Patents and Manufactured Exclusively by

FRAM-SLAYMAKER HARDWARE CO., Inc. - Lancaster, Pa., U. S. A.

Western Sales Agents: H. D. TYLER & CO.,
Fifth Floor Higgins Bldg., Los Angeles

512 Pacific Bldg., San Francisco

1022-1023 Alaska Bldg., Seattle



Handle Detached. Cut shows Right Hand Casement Adjuster

Superior Casement Adjuster

For windows that open out
Operates without disturbing the screen

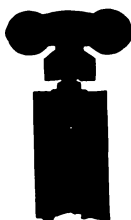
Superior Casement Adjuster is the most convenient to operate because all that is required to unlock and move the window is to simply move the handle; when you let go the handle the window is locked automatically.

Superior Casement Adjuster is the strongest because it locks on the rod fastened to the window and thus combines the strength of the two rods.

Superior Casement Adjuster holds the window firmly at any angle and does not allow the window to rattle.

SUPERIOR SPRING HINGE CO.

550 W. Lake Street, Chicago



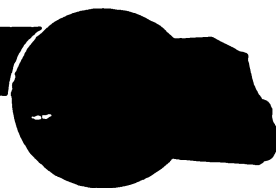
WAGNER Door Hangers and Tracks

Quality hangers and tracks designed to overcome all the troubles and drawbacks of cheaply built hangers and tracks that are made merely to sell at a low price. Wagner Hangers have roller-bearing wheels, tandem trolley with bumper on end to protect wheels, a very simple and practical cam vertical adjustment and other features that put them out of the ordinary class. Tracks are self-cleaning, bird-proof and much heavier than ordinary tracks. They please customers and build trade.

Write for catalog showing entire line.

Complete stock carried at Tigard, Oregon, Branch

WAGNER MFG. CO., Dept. T, Cedar Falls, Iowa.



Roller Bearings

"THE RECOGNIZED LEADER"



ELECTRO-ZINCKED AFTER WEAVING

GALVANOID has won the pre-eminent favor of the trade because it is the most **dependable** zincked screen cloth made. You can confidently recommend GALVANOID to your best trade.

That quality in screen cloth is being recognized more than ever is further shown by our greatly increased sales of AMERICAN BRONZE. Are you overlooking opportunities for Bronze sales? Avoid copper substitutes, as these are entirely too soft and are not so durable.

ORDER THROUGH YOUR JOBBER

We also manufacture "AMERICAN BRAND" Kopnik, Monel, Copper—
Painted and Galvanized and special grades to order.

AMERICAN WIRE FABRICS CO.

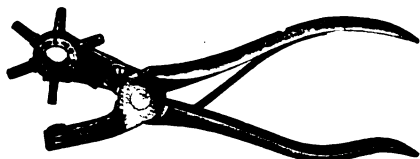
208 So. La Salle Street, Chicago, Illinois

FACTORIES: Chicago, Illinois. Mt. Wolf, Pa.

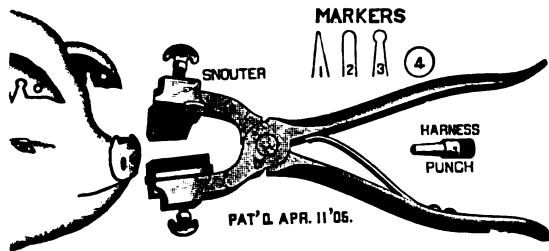
Representatives:

EWING-LEWIS CO., San Francisco and Los Angeles, Cal. D. L. HERMAN, Seattle, Wash.

PUNCHES



SIX TUBE REVOLVING PUNCH



STOCK MARKER

THE SMITH & EGGE MFG. CO.

"Originators of Sash Chain"
Bridgeport, Conn., U. S. A.



SASH CHAIN

TRADE **MARCY** MARK

VANADIUM STEEL Screw Drivers

MR. DEALER —

Screw drivers are much like overcoats, it's necessary to have the right material to give real service.

Our vanadium steel drivers are the "all wool" satisfaction giving kind that please the man who uses such tools to procure his bread and butter.



This is our No. 131 driver, driven through three pieces of $\frac{1}{8}$ " tough steel without injury, and what's more — remember this — it was an unhardened blade without temper.

How would you like to become acquainted with such material plus our skilled hardening and tempering?

ASK YOUR JOBBER

MARCY TOOL WORKS, Inc., Putnam, Conn., U.S.A.

Pacific Coast Agents
SPRAKE SALES CO., INC.

G. T. Sprake
216 Higgins Bldg.
Los Angeles
F. H. Chown
1121 Gasco Bldg.
Portland

J. C. Hooper
813 Postal Telegraph Bldg.
San Francisco
Prentiss N. Rice
506 Charles Bldg.
Denver



GENUINE CRESCENT WRENCH PARTS

ASSORTMENT No. R. P. 1

The cost of handling orders for repair parts is usually more than the profit if they are only ordered by individual items as needed. On the other hand there is usually a certain amount lost if carried in bulk.

This assortment and container will enable you to give your customers the necessary service and turn it into a profit item instead of a loss.

The assortment is small and includes only parts having the largest sale.

The carton is of cardboard with compartments for each size and measures $4\frac{1}{4} \times 6\frac{1}{4} \times 1\frac{1}{2}$ inches.

A list of the parts together with the retail price is shown below.

The cost to you is that of the parts only at regular dealers' prices, with no charge for the carton.

The assortment contains the following parts:

JAWS			
Quantity	Part	Retail Price, Each	Total
2	4-inch	\$0.25	\$0.50
5	6-inch	.25	1.25
4	8-inch	.30	1.20
2	10-inch	.40	.80
1	12-inch	.60	.60
KNURLS			
2	4-inch	.10	.20
3	6-inch	.10	.30
4	8-inch	.12	.48
2	10-inch	.15	.30
1	12-inch	.25	.25
PINS			
2	4-inch	.05	.10
3	6-inch	.05	.15
3	8-inch	.05	.15
2	10-inch	.05	.10
1	12-inch	.10	.10
SPRINGS			
2	4-inch	.05	.10
3	6-inch	.05	.15
3	8-inch	.05	.15
3	10-inch	.05	.15
2	12-inch	.05	.10

Total Retail Value, \$7.13

CRESCENT TOOL CO.
JAMESTOWN, N. Y.

Star Heel Plates

Mr. Jobber:

Do you know that STAR HEEL PLATES have stood the test for over 25 years and are very profitable for you to handle? Get your share of the demand for STAR HEEL PLATES in your territory by ordering in a stock today.



Made in 7 sizes

Write for samples and prices

STAR HEEL PLATE COMPANY

LOUIS SACKS, INC.

357-391 Wilson Ave., Newark, N. J., U. S. A.

Nevada and Utah Representatives: E. C. Coffin Company, 424 Ness Building, Salt Lake City, Utah.

Pacific Coast Representatives: Mr. J. J. Wirtner, 2d and Mission Sts., Room 511 Wells Fargo Building, San Francisco, California.



**Garden
Cultivators**

LUTHER BURBANK pronounces the Norcross a wonderful implement, using a dozen or more of them on his own estate, and says: "They are the Best of their kind."

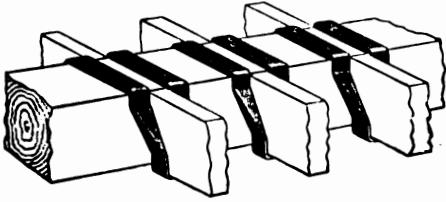
Selling a Norcross is selling Quality, Service and Satisfaction to a customer at a moderate cost and an attractive profit. Three sizes, all strongly made and handsomely finished. Order through your jobber and be sure you get the Genuine Norcross.

C. S. Norcross & Sons

MANUFACTURERS

Bushnell, Ill., U. S. A.

How are the Beams Held Where They Abut Their Supports?



Are they cut away by framing?

Do you depend merely on spiking?

Use Lane Joist Hangers.

We have the essentials—

Quality—Price—Delivery

Saves time in framing and a better job when done.

LANE BROS. CO.

RIVER STREET - POUGHKEEPSIE, N. Y.

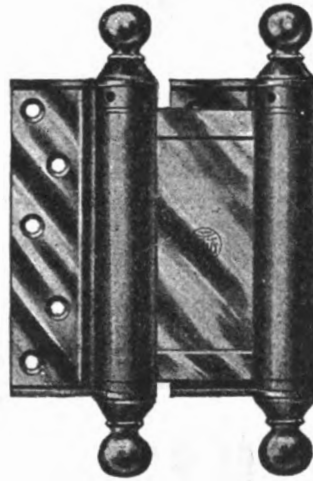
TRADE

CHICAGO

MARK

Swing Trade
as
Smoothly as Doors

==
The
"Triplex"



Every dealer supplying hinges for building contracts that call for the Best must carry CHICAGO Spring Hinges.

In every city, from one end of the country to the other, they are Standard.

If you do not handle CHICAGO Spring Hinges, send for Catalog W-36, which describes completely the line that will mean business and profits to you.

==
Chicago Spring Butt Company.

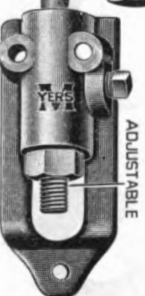
CHICAGO

NEW YORK

MYERS! Simplex Garage Door Hanger No. 30

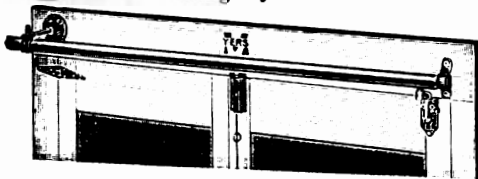


ADJUSTABLE



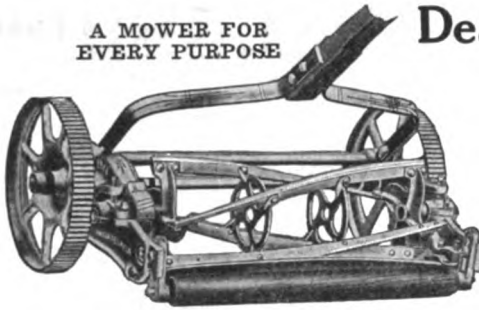
ADJUSTABLE

You are familiar with door hangers in general, but are you acquainted with the Myers Simplex—the hanger that produces snug, tight fitting, easy to open and close, all year doorways for garages, barns and other buildings. Being adjustable and fitted with patented crank stem, and used with Myers New-Way Tubular Girder Steel Track, it will please your most particular customers with the door service it produces. Write us today for catalog and prices, and make this proven and practical Myers Hanger your leader.



THE F. E. MYERS & BRO. CO. - Ashland, Ohio
ASHLAND PUMP AND HAY TOOL WORKS

A MOWER FOR
EVERY PURPOSE



Style "E"—Four Blades
Removable Box Caps

Dealers Find Them Easy to Sell

"PHILADELPHIA" Lawn Mowers do their own advertising—the lawns that they cut tell the story—then people repeat it—sales follow.

With their sharp Vanadium Crucible Steel Blades, their smooth Bearings bored with rifle barrel accuracy, and the finest materials and workmanship that ever went into lawn mowers all combine to make the Genuine

"PHILADELPHIA"

unequalled for easy cutting and long service.

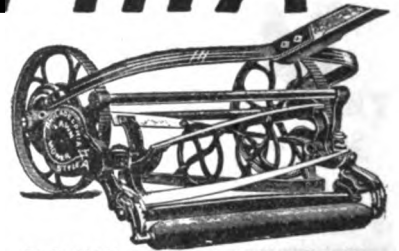
With these and other features and with 18 styles of **Hand**, 4 styles of **Horse** and 3 styles of **Motor** to select from, dealers find them easy to sell.

SEND FOR CATALOG AND DISCOUNTS NOW

The Philadelphia Lawn Mower Co.

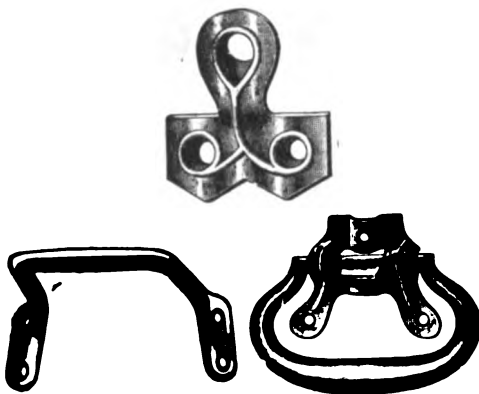
31st and Chestnut Street, Philadelphia, Pa.

HAVEN & HAVEN, 508 Mission Street, San Francisco
California Selling Agents



Style "A" All Steel Vanadium Crucible
Steel Blades. Practically Indestructible.

Great Assortment of Ears, Knobs and Handles



Leading Supply House in America for this
Class of Goods. Ask for Samples, Catalogue
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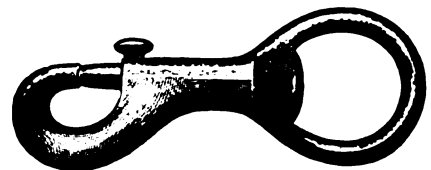
Office, 229-231 Arch Street
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Warerooms and Factory, 110-114 Broad Street

BERGER BROS. CO., Mfgs.
PHILADELPHIA

S N A P S

FOR THE HARDWARE MAN
FROM THE BEST LINE MANUFACTURED



NO. 50 SWIVEL SNAPS
In All Regular Sizes from $\frac{3}{8}$ to $1\frac{1}{2}$ inches



TROJAN OPEN EYE SNAP
Nos. 520 Bit, 521 Chain, 522 Trace

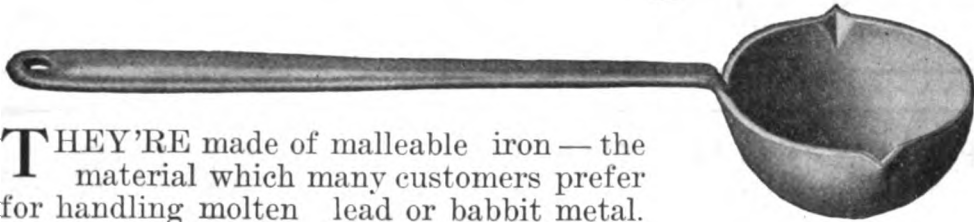
Sold by All Jobbers

COVERT MFG. CO.
TROY, N. Y.



You Can Now Buy

Warren Melting Ladles



THEY'RE made of malleable iron — the material which many customers prefer for handling molten lead or babbit metal. It has high heat-resisting quality and does not easily burn out. The fact that these ladles are *Warren Certified Malleable Castings* guarantees their quality.

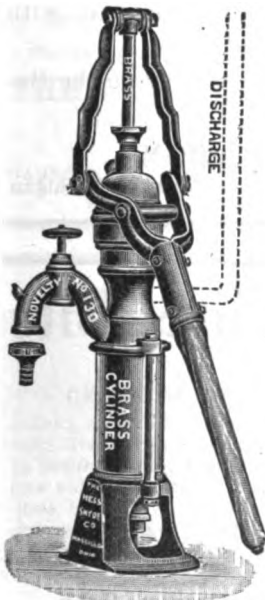
Double-lipped. Handle lengths 9" to 14". Bowl capacity $\frac{1}{8}$ to $1\frac{1}{2}$ pints. Write for Warren Ladle Folder.

THE WARREN TOOL & FORGE COMPANY

150 Griswold Street - Warren, Ohio

GET IN A SUPPLY OF NOVELTY FORCE PUMPS

And treat your customers to the best.



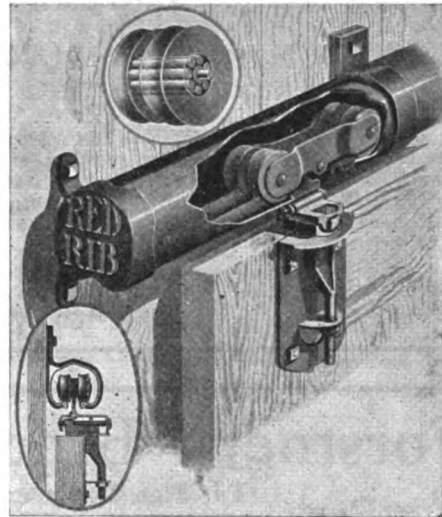
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We are the manufacturers of the original 'Novelty' Pump for **WELLS** and **CISTERNS**. Its patented handle attachment renders it the most durable, easiest working and best fitted pump.

Its imitations are far inferior, because they are not as accurately constructed and do not produce as large a volume of water with each stroke.

Don't delay—write for circular and special prices at once!

THE HESS-SNYDER CO., Massillon, Ohio



No. 101
Surface
Adjust-
able

RED RIB

Strongest trolley made. Easy running. Tandem wheels, roller bearing, hinged and flexible. The track will not spread because of solid double-grooved wheels and arched treads. Sheds water. Bird proof.

Capacity: {
No. 100 A for doors up to 300 lbs.
No. 100 B for doors up to 400 lbs.
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No. 101 B for doors up to 500 lbs.

NOTE: The wheels run on the arched treads; adds strength, reduces friction. There is a strong guarantee back of Red Rib.

THE TOPPING MFG. CO., Ashland, Ohio, U. S. A.
For 18 Years Safety Door Hanger Co.

Represented by W. R. Voorhees & Co., The Call Bldg, San Francisco

MAYDOLE HAMMERS

THE WORLD'S STANDARD

Highest Quality Steel Handled Hammers
Guaranteed First-Class in Every Respect

The David Maydole Hammer Co.
NORWICH, N. Y., U. S. A.



BUFFUM TOOL CO.

LOUISIANA, MO.



HERE'S
A POPULAR
TOOL
FOR A
POPULAR
CAR

List Price:
\$2.00 Each

THE BUFFUM BUICK VALVE REMOVER

This is not a new tool, but a device whose usefulness has been demonstrated beyond question, and is the only device offered for the purpose of removing the valve assembly from the Buick motor. Fits all models. Fully guaranteed. Ask your jobber or write us.

C. W. GAUSE CO. Western Sales Agents
693 Mission Street . . . San Francisco, Cal.

SAND'S CERTIFIED LEVELS

At New and Lower Prices



The lowered prices include SAND'S aluminum, the lightest and strongest level made—together with the various models of SAND'S Levels in Pine and Walnut.

You may as well sell just the level your customer wants. Even the dollar level bears the mark "SAND'S," so long known by expert workmen as the mark of better levels.

Write for descriptive price list. You can get a level for every purpose with SAND'S built-in accuracy.

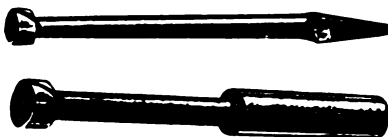
Remember, lower prices now on the finest levels shown.

J. SAND & SON
1859 Rivard Street - - Detroit, Michigan

"Forstner" Brace and Machine Bits

For Fine Carpenter, Cabinet and Pattern Work

SPECIALLY ADAPTED FOR HARDWOOD WORKING



The Forstner Labor Saving Auger Bit, unlike other bits, is guided by its Circular Rim instead of its center; consequently it will bore any arc of a circle and can be guided in any direction regardless of grain or knots, leaving a true polished surface. It is preferable and more expeditious than chisel, gouge, scroll-saw, or lathe tool combined, for core-boxes, fine and delicate patterns, veneers, screen work, scalloping, fancy scroll twist columns, newels, ribbon moulding and mortising, etc.

Manufactured by **THE PROGRESSIVE MFG. CO., Dept. "A," Torrington, Conn.**

Enquire of Your Hardware Jobbers, or Write Us Direct.

Supplied in Sets

Write for Catalogue



BOMMER

SPRING HINGES

STANDARD FOR OVER 45 YEARS, and steadily improved, retaining superiority over all others. In universal demand. QUICKEST TO SELL. Easiest to apply.
BOMMER SPRING HINGE COMPANY, Manufacturers, Brooklyn, N. Y.

CLAMP FIXTURE

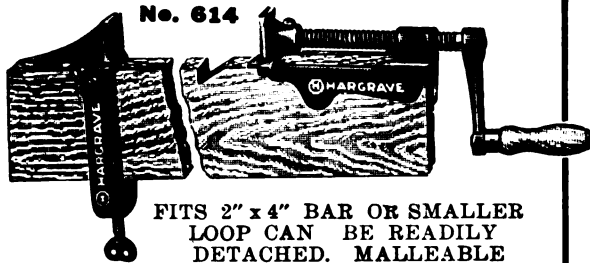
HARGRAVE No. 615 HARGRAVE



FITS $1\frac{1}{8}$ " x $2\frac{1}{4}$ " BAR. MALLEABLE IRON PARTS AND STEEL SCREW

UNIVERSAL CLAMP FIXTURE

No. 614



FITS 2" x 4" BAR OR SMALLER
 LOOP CAN BE READILY
 DETACHED. MALLEABLE
 IRON PARTS WITH STEEL SCREW.

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 Montgomery and Waverly Aves.
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CARLSON & FRAHM, Pacific Coast Representatives
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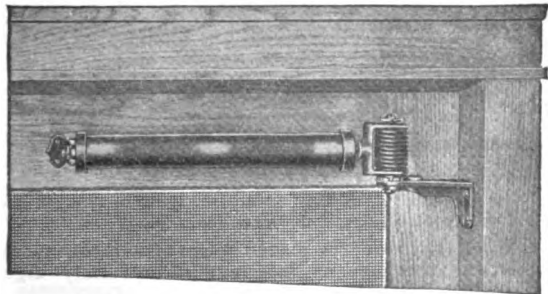
has it that we have sold out. **This we emphatically deny.** In fact, the foundation of such a rumor is a mystery to us.



We will continue to manufacture a complete line of WOOD SCREWS and as our motto is: Quality—Service—Satisfaction—your inquiries are respectfully solicited.

Continental Wood Screw Co.
 New Bedford, Mass.

Pacific Coast Representatives
ANDREW CARRIGAN CO.
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The Smith Screen Door Check

Closes the Door Quietly and Firmly
A QUALITY PRODUCT

MADE BY

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Manufacturers of
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FILE CO.
PHILADELPHIA

*Good Teeth and
Good Temper*

Established 1863

"Highest Award (Medal of Honor) for FILES and RASPS, Panama-Pacific International Exposition, San Francisco."



BERGMAN o' BUFFALO

"Makers of Fine Tools"

PLIERS FOR THE MECHANIC OR THE HOME

We make a full line of pliers—combination, slip-joint—all styles and sizes for every class of work. The ones illustrated are Bergman's Side-Cutting Combination Pliers.

They are drop-forged from 60 carbon steel, and carefully hardened and tempered to insure great strength. Hand ground cutting edges. Nickel plated on copper.

7" Long

Fully guaranteed. Specially adapted for use by motorists, electricians, on the farm or about the home. Write for sample and prices. Remember

Our Guarantee
A new pair for every defective pair

BERGMAN TOOL MFG. CO.
BUFFALO NEW YORK

King Socket Wrenches



For Every Nut

In The Handy Steel Box

KING PRESSED STEEL & MFG. CO., Boston, Mass.

Write today for your free package of

"PENNSYLVANIA"

Quality
Lawn Mower
New
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for 1922




PENNSYLVANIA LAWN MOWER WORKS
INCORPORATED
FOUNDED 1877 PHILADELPHIA

ARM & HAMMER



Face of highest grade crucible steel

Only Wrought iron anvil body

SPECIAL TEMPER OF EDGES PREVENTS CHIPPING AND SPLINTERING

Regular Blacksmiths' or Farriers' Old Horn Types

COLUMBUS ANVIL & FORGING CO.
COLUMBUS, OHIO, U. S. A.

THE ARROW WRENCH

DROP FORGED HEAT TREATED



A QUALITY TOOL

An exacting standard is maintained in the manufacture of the Arrow Wrench. When an order is placed for these tools, there is an assurance of receiving a uniformly high quality.

ARROW TOOL COMPANY, Inc., Buffalo, N. Y.




WOOD SCREWS
MACHINE SCREWS STOVE BOLTS
SET SCREWS CAP SCREWS
RIVETS BURRS BOLTS NUTS

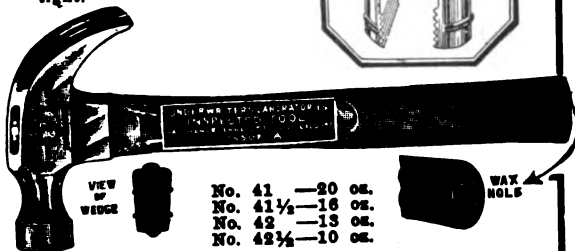
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BRANCH, 121 NORTH JEFFERSON STREET, CHICAGO, ILL.



No More Loose Handles

The VAUGHAN'S Expansion Wedge

is a notable improvement in Hammer construction. You can always keep the Handle tight.



No. 41 — 20 oz.
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WAX
HOLE

All hammers with the VAUGHAN'S EXPANSION WEDGE are sold under our UNCLE SAM BRAND. Uncle Sam Hammers are the only Hammers that have the Underwriters' Laboratories Label as an Inspected Tool. Write for Booklet No. 10 which describes in detail how the Underwriters tested and approved Uncle Sam Hammers.

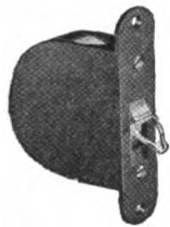
VAUGHAN & BUSHNELL MFG. CO.

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Avenue



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Ask Your Jobber for Caldwell Sash Balances



33 years of service
PROVES their superiority. They counter-balance sashes perfectly. Cheapest method for modernizing old windows.

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ALUMINUM LEVELS MAKE THEM
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**WOOD AND ALUMINUM LEVELS, DARBIES,
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ACME PATTERN WORKS, Inc.

487 to 495 56th Ave., W. ALLIS, Milwaukee, Wis.

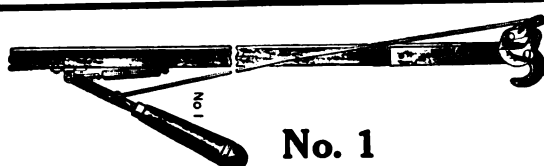
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W. R. VOORHEES CO., Call Bldg., San Francisco, Cal.



No. 811 No. 480 No. 284

THE BRAINERD LINE
BOX, CHEST, REFRIGERATOR, CABINET,
FURNITURE TRIMMINGS
IN STOCK FOR PROMPT SHIPMENT
THE BRAINERD MFG. CO.
East Rochester, N. Y., U. S. A.

No. 578 No. 6 No. 99 No. 545 No. 840



No. 1 Bartlett Tree Trimmer

Built with compound lever head. Hook and side lever construction heavy enough to cut limbs up to 1¼-inch diameter.

Improved position of the handle lever.

Your customers will be impressed with the quality and strength of this Tree Trimmer.

Prices on request.

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SWEDISH TOOLS are noted for their durability



"BANKO" SCYTHES are the best Swedish scythes made. They are made of three steel layers, two soft and one hard, which have been forged and drawn out by hammering. They are warranted to hold their cutting edge and are perfectly balanced. Cutting edge is polished, all other parts forged black finish and oiled. Will fit any American Snath.

☆SSA☆

A BETTER TOOL MAKES A BETTER MECHANIC. SSA pliers represent the highest possible quality and may—for strength, durability and elegant finish—be considered in a class by themselves. Model pictured is No. 25 combination pliers, extra strongly made with riveted joints. Comes with metal or rubber insulated handles.

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509 East Hennepin Avenue - - - Minneapolis, Minn.

The "NEW DUMACO"



ADJUSTABLE NOZZLE

is the quickest-seller on the market.

You can sell more garden-hose nozzles this coming season than you ever sold before. The "NEW DUMACO" will do it for you.

AND why? Listen—

In construction it is the latest thing. It is manufactured out of solid brass rod, fine grained brass casting, and a specially improved packing, that makes leakage absolutely impossible.

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In service it has no superior. For garage, lawn, or garden it is ideal. Perfect satisfaction and durability is insured, as each nozzle is factory-tested, and fully guaranteed.

In price it is the most profitable for you to handle. We sell it much lower than any other is offered at.

The "NEW DUMACO" means steady money-making sales for you. "It Sells BEST Because It Is BEST!"

Sample on request. Write direct, or to your jobber, for special rates and terms.

THE DURST MANUFACTURING CO., Inc.
119 Chambers St., New York, N. Y.

We also manufacture Couplings and other Hose Accessories

The New "Triumph"

GOPHER TRAP

MANUFACTURED BY
TRIUMPH TRAP CO., INC. ONEIDA, N. Y.

**Lowest Priced Trap
Easiest Trap to Set
Powerful in Action**



PACKED

1 Doz. Traps in Box
1 Gross in a Carton

READY TO SHIP

For sale by the Principal Hardware Jobbers of the West



PEERLESS STRAP WRENCHES

Will not crush the thinnest tubes, and they cannot slip when properly adjusted. Double woven linen strap is the strongest and most durable made. Patented cam locks the strap securely in any position. Wrench is drop-forged steel. The ideal wrench for polished pipe.

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G. T. Sprake, 216 Higgins Bldg., Los Angeles		

SAMSON SPOT SASH CORD



Extra quality, guaranteed free from all imperfections. Can be distinguished at a glance by the Colored Spots. Specified by architects and builders everywhere.

We manufacture braided cord in all sizes and colors, for all purposes. Carried by all jobbers.

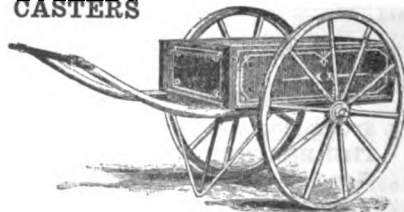
Sash Cord	Shade Cord
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Solid Braided Rope	Chalk Lines

Send for catalogue and samples

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JOHN T. BOWNTREE, INC., Rep.
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Denver, Salt Lake City

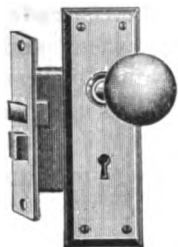
CONCRETE MIXERS WHEELBARROWS, SCRAPERS STORE AND FACTORY TRUCKS CASTERS



LANSING COMPANY

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Lockwood Hardware.



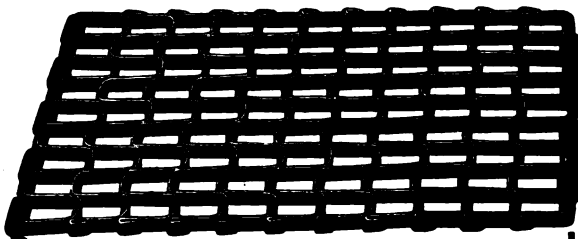
Lockwood Locks, recognized as standard goods, are well-made, of long life and afford the users unexcelled security. The line includes locks for all purposes.

Lockwood Designs, which can be had to harmonize with every architectural style, are pleasing in design and correct in their details. The wrought designs, for low-cost houses, are particularly attractive.

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Manufacturers of
BUILDERS' HARDWARE
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Made of Galvanized Ribbon Steel
Continuous Crimp No Short Pieces

Keystone Flexible Steel Mat

The original continuous crimp mat. Easily rolled into small space. The most durable mat made. Reversible, and will not warp or curl up.

Eight regular sizes, or will make to order any length desired. Rolls in stock at all times. Stock sizes from 16 x 24 to 40 x 72 inches.

Ideal Woven Wire Mats

Made of galvanized round steel wire, with mesh of flat coil construction, ingeniously woven on substantial galvanized one piece steel frame, which is electrically welded.

Made in Four Stock Sizes

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THE FLEXIBLE WOODEN MATTING
Can Be Rolled Up Like a Rug. Sanitary, Reversible.
Write for Prices on Our Lines

KEYSTONE WIRE MATTING CO.

Sole Manufacturers Beaver Falls, Pa.
PACIFIC COAST OFFICE
618 AMERICAN BUILDING, LOS ANGELES, CAL.

"LENOX"

HACK SAWS



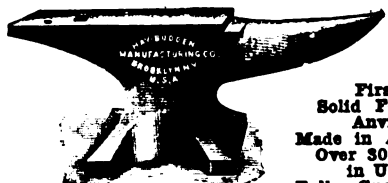
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AMERICAN SAW & MANUFACTURING CO.
SPRINGFIELD, MASSACHUSETTS U. S. A.

Hay - Budden Solid Forged Anvils

SOLD THROUGH THE TRADE



First
Solid Forged
Anvil
Made in America
Over 300,000
in Use
Fully Guaranteed

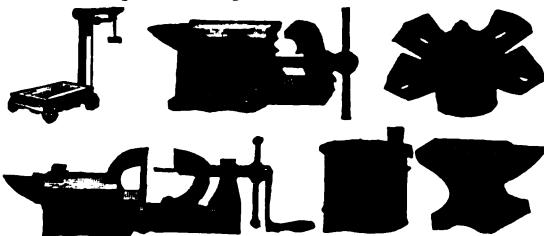
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Sands & Cox, San Fernando Building, Los Angeles, Cal.
Strimple & Cox, L. O. Smith Building, Seattle, Wash.
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PRICED TO SUIT THE TIMES

Write today for catalogue. Many other useful things



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SALES BUILDERS Acme Wood and Steel Levels



Makers of the
Famous Herrick
and Dunbar Tool
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Why?

They have quality —
High Grade Workman-
ship — Finest material —
Accuracy.

The Wood Levels are of
high grade hard wood —
Specially seasoned — The
Steel Level is made of best
of cold rolled Tool Steel.

But the big advantage is
PRICE.

Let us quote you—Write today.

The Acme Level & Mfg. Co.
ARCHBOLD, OHIO

Milbradt Ladders



Will pay for them-
selves in a short time
by enabling you to
wait on more trade,
save the wear and
tear on your fixtures
and goods, as well as
bring the appear-
ance of your store up
to date.

Write for catalogue
showing a large num-
ber of styles suitable
for all kinds of shelv-
ing.

MILBRADT MFG. CO.

2415 No. Tenth St. - - - St. Louis, Mo.



If it has not the round fulcrums,
it is not a DU-BLAKE.

DECLARED A WONDER

DU-BLAKE PERFECT CAN OPENER

Clean Cut, Safe and Sanitary Edges

WORKS SO EASY A CHILD CAN USE IT

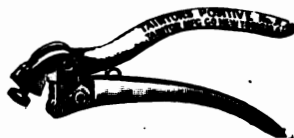
Tested and Approved by { Good Housekeeping Institute, The Tribune, Modern
Priscilla Proving Plant and National Sportsman
Aluminum Channel. Best Steel Blade and Fulcrums.
Manufactured by **DU-BLAKE MFG. CO., Toledo, Ohio**

Western Office:
610 Maple Avenue,
Los Angeles, Cal.

SILVER LAKE SASH CORD

NET WEIGHTS FULL LENGTHS
Silver Lake Co. - Newtonville, Mass.

TAINTOR POSITIVE SAW SETS



Have Set the Saws
and have Set the Pace
for over a Quarter
Century. Send for
Booklet: "Care of
Saws."

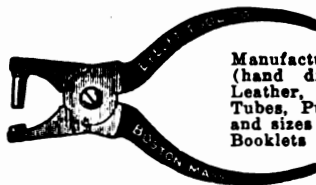
Taintor Mfg. Co.
113 Chambers St.
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Gilson Garden Tools

Have proven Live Sellers wherever
shown. They get the weeds out of
gardens and cash into the dealer's
till. Write today for catalog and prices.

J. E. GILSON CO., PORT WASHINGTON, WIS.

EYELET TOOL CO.



Manufacturers of Punches and Sets
(hand drive and foot power) for
Leather, Cloth and Metal. Punch
Tubes, Punches and Dies. All kinds
and sizes made to order. Write jobber.
Booklets free. Established 1858.

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TATTOO EAR MARKERS FOR LIVE STOCK



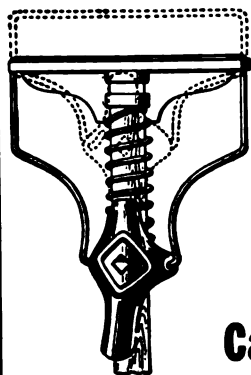
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The Only Permanent and Reliable Means for Live Stock Identifi-
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GOOD DISCOUNTS—GOOD SELLER—REPEATS

SEND FOR OUR DEALER PROPOSITION

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This label is on the handle of every Arcade Mop — it identifies our "Gem" line.



This Design Can't Be Equalled

It is the Arcade Gem No. 0 Mop Holder. All metal parts are copper-coated steel. Is strongly made, easily operated and is one of our best sellers.

We manufacture many types of mop holders. All are built to stand hard wear and rough use. We make special mention of our "Janitor No. 30." It is specially built to withstand use and rough treatment; your choice of cast-iron or steel construction.

You make a good profit on every sale. Write for our catalog and price list. Catalog contains illustrations of our complete line of hardware accessories.

ARCADE MFG. COMPANY
FREEPORT, ILLINOIS

Little Sales? Yes— —but *BIG* in *VOLUME*!

And the hundreds of little sales often swell volume away up and over the monthly "break-even" mark.

In Stovoll, hardware retailers have found an item that is bought on its MERIT and that pulls repeat orders on its MERIT. There's no SELLING either — our advertising in the big women's magazines has done that for you in advance.

Investigate STOVOLL because it's

Nationally Advertised to Women

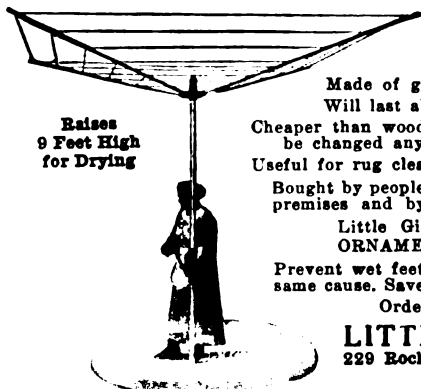
and also because these women know through experience that it's the only preparation made that successfully fights rust; because it's a quick, positive worker; because over 90% of all operating gas companies use and endorse it, and because it has been approved by every domestic science laboratory to which it has been submitted.

Are YOU selling Stovoll? If not, write today and make us prove why you should. Remember—TODAY!

Tom Tap



SUPERIOR LABORATORIES
Dept. 514
Grand Rapids, Michigan



Raises
9 Feet High
for Drying

Little Giant Clothes Reel

Guaranteed FOREVER against defective material and workmanship. Made of galvanized pipe and has 125 feet of soft, smooth, steel galvanized wire line. Will last almost indefinitely and is unlike anything else made for the same purpose. Cheaper than wooden posts with arms and wire. Easily and quickly erected and location can be changed any time.

Useful for rug cleaning, airing clothing, etc. One erected in any neighborhood sells many more.

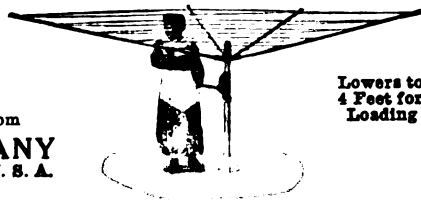
Bought by people who take pride in their home premises and by men who love their wives.

Little Giant Clothes Reels are ORNAMENTS, not EYESORES.

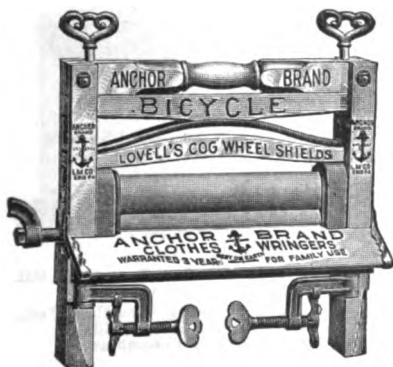
Prevent wet feet, colds and other illness from same cause. Save doctor bills and lighten work.

Order from your jobber or direct from

LITTLE GIANT COMPANY
229 Rock St., MANKATO, MINN., U. S. A.
Established 1876



Lowers to
4 Feet for
Loading



Arms and the Man— Machines and the Woman



The two big things to watch in the world today are: Making the Home a Paying Industry and Making Industry a Friendly Home.

If you look back, you will remember that the first "machine" to enter American homes was the Clothes Wringer and the most Clothes Wringers have been Anchor Brand. Anchor Brand sells first. It will also stay the longest.

ANCHOR BRAND CLOTHES WRINGERS

LOVELL MANUFACTURING CO., Erie, Pa.
Largest Manufacturers of Clothes Wringers in the World



THE Perfection Cooler

—
**Metal Body
Heavily Insulated**
—

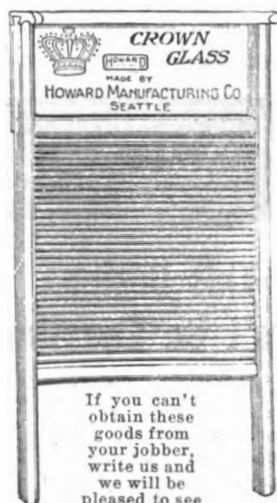
**LARGE ICE AND
WATER CAPACITY**
—

Most effective and durable
cooler on the market

Perfection Cooler Co.

Michigan City, Ind.

C. P. RUST, Representative,
268 Market Street,
San Francisco, Cal.



HOWARD Woodenware

Made of Select
Sitka Spruce

Ironing Boards
Pastry Boards

Clothes Driers
Step Ladders

—
a Complete Line of
Washboards

If you can't
obtain these
goods from
your jobber,
write us and
we will be
pleased to see
that you are
supplied

The Rubbing Surface Plates in the HOWARD Washboards are all of the best materials. The frames are of Sitka Spruce, Strong, Durable and Bright Appearing. The quality of the HOWARD LINE has been established for years.

HOWARD MANUFACTURING CO.

8th Ave. W. and Ewing St. . . . Seattle, Wash.

Representatives,

Los Angeles—H. D. Tyler & Co., 5th Floor Higgins Bldg.
San Francisco—H. D. Tyler & Co., 512 Pacific Bldg.
Portland—Strimple & Cox, Corbett Bldg.

TRINER Slanting Dial FAMILY SCALES



CAPACITY
24 LBS.
BY OZ.
PAT. U.S.A.
MAY 1, '08
ALSO
ABROAD

The silver burnished dial sets at an angle and can be read without stooping.

Platform is supported by double steel uprights, distributing weight and insuring accuracy.

Made throughout of the best cold rolled steel, light and strong.

Finished in heavy black enamel, beautifully decorated.

Can be kept in any convenient place, as it occupies

very little room, its dimensions being 7 in. high, 6 in. wide, 7 1/4 in. deep. Dial 6 in. in diameter.

Order this TRINER scale now. It's a quick seller, with a good profit.

TRINER SCALE & MFG. CO.

West Twenty-first Street, CHICAGO, ILLINOIS

W. P. HORN & CO.

Pacific Coast Representatives

Rialto Building, San Francisco, Cal.

Los Angeles

Portland, Ore.

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O. LINDEMANN & CO.

35-37 Wooster St., New York Established 1863



Manufacturers of JAPANNED, BRASS and
TINNED WIRE

Bird Cages and Cage Sundries

A. L. Cenger, 703 Market Street, San Francisco, Cal.
Representative for California

T. D. McLean, L. C. Smith Building, Seattle, Wash.
Representative for Washington, Oregon, Idaho,
Utah, Montana and British Columbia

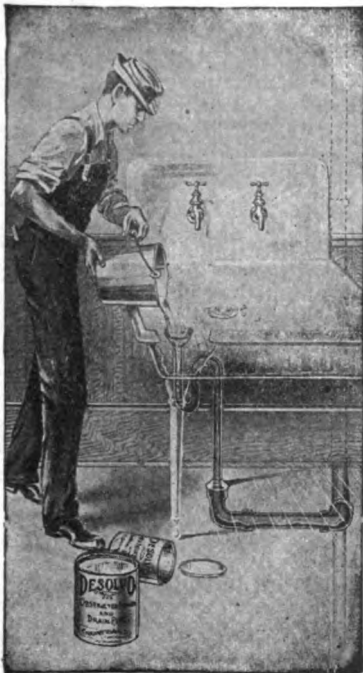


A Valuable Impression

A PLEASING impression upon customers is of value. You can create one and at the same time save your goods from damage by spreading sheets of **TANGLEFOOT** in your show windows, especially over Sunday.

TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh, and create in them a desire to use **TANGLEFOOT** themselves. This means extra sales to you. For 1922 **TANGLEFOOT** has been reduced 60 cents per case. This will allow you to sell at the old price, two double sheets for 5 cents, and make a profit of 50 per cent.

*Remember **TANGLEFOOT** catches the germ as well as the fly, and that poisons, traps or powders cannot do it.*



Sing a song o' sluggish sinks,
Plumbing full o' grease,
Housewife buys **DESOLVO**,
All her troubles cease.

—and you sell her

CLEANS CLOGGED PIPES

Absolutely no danger to
pipes, connections or
fixtures

**GUARANTEE
ABSOLUTE**

*The Genuine **DESOLVO**
Looks Like This* 

**Big Discounts to the Trade
Order from Your Jobber**

**THE CHAMBERLAIN
COMPANY
PITTSBURGH, PA.**



Canadian Distributors: Chamberlain Desolvo Co., 109 Church St., Toronto, Ontario

Pacific Coast Agents: SPRAKE SALES CO., Inc.


G. T. Sprake
216 Higgins Bldg.
Los Angeles

F. H. Chown
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J. C. Hooper
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Prentiss N. Rice
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O. MUSTAD & SON
Manufacturers
CHRISTIANIA, NORWAY
Established 1832

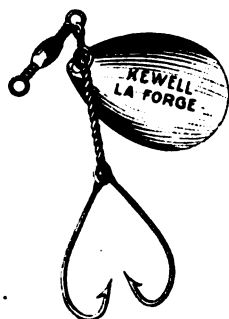
Mustad Key  Brand **Fish Hooks**

are always preferred, because they are right in Shape.
Temper and Finish

**SUPPLYING ALL PATTERNS OF FILED POINTS,
HOLLOW POINTS AND SEA HOOKS USED
ON THE AMERICAN CONTINENT**

Suppliers to All the Leading Fishing Tackle Makers and
Jobbers in the line in U. S. and all over the world.

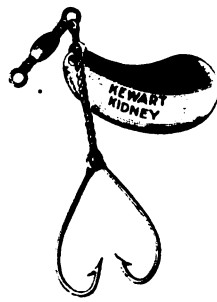
WORLD REPUTATION FOR QUALITY



Kewell Laforge



"Ber Val"



Kewart Kidney

Hook 'em

Patrons of your sporting goods department know real fishing tackle when they see it. Show them the complete Kewell line. They'll be steady customers.

Get Your Share From Fishermen DEALERS PROFIT—SPORTSMEN DELIGHT

New "Indian Chiefs." Enamel Finishes: Take the place of the "wooden plug" in the minds and kits of black bass anglers.

Kewell Laforge Spinners: Hand finished throughout, made of the best materials available.
Sizes: 2/0 to 6.

Kewart Kidney Spinners: Same grade as Laforge. Sizes: 2/0 to 1.

"Ber Val" Spinners: Luminous wooden beads with water-proof tube enameled to imitate salmon eggs.
Sizes: 1 to 6.

FLIES, LEADERS, RODS, REELS, BAIT, LINES, ETC.

Ask Your Jobber or Write US for Prices and Samples

CHAS. H. KEWELL CO.

1220 Boatmen's Bank Bldg.,
St. Louis, Mo.

140-144 Duboce Ave.,
San Francisco, Cal.

388 Taylor St.,
Portland, Oregon

**KNOWLES
AUTOMATIC STRIKER SPOON**

Automatically
hooks the fish
the instant he
strikes.



S. E. KNOWLES CO., Mfgs. 320 Market St., San Francisco, U.S.A.
PHIL B. BEKEART CO., Pacific Coast Distributors
SOUTH BEND BAIT CO., Eastern Distributors
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THE ONLY
GENUINE

AL WILSON

**SPINNERS
BASS SPOONS
CONNECTING
LINKS**

With the Safety
Catch

Famous from Pacific to Atlantic for workmanship
and material.

Order through your jobber Write us for catalog
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**Ski Buyers Look****For This Trade Mark**

If you sell **NORTHLAND SKIS**
you know it helps to make easy
sales for you. Keep your stock
complete. If low, mail order
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World's Largest Ski Manufacturers
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Two Guns in One

Marble's Game Get-
ter is both rifle and
shotgun — upper
barrel .22 caliber.
rifled; lower, .44
cal. and .410 ga.
for shot, or round
ball.

List Prices—
Fine
leather sheath
included:

No. M21, 12" barrel, \$27.50
No. M21, 13" barrel, 29.15
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Write for literature.

MARBLE ARMS & MFG. CO.

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HOPPE'S**Nitro Powder Solvent No. 9**

(Trade Mark Registered)

**For Cleaning High Power
Rifles, Shotguns and Revolvers**

Nitro Powder Solvent No. 9 is guaranteed
to thoroughly remove the residue and stop
acid action of any High Power Powder
and make rifle-cleaning easy.

Highly endorsed by the most prominent
riflemen and sportsmen of America.

**Removes and prevents rust
Removes metal fouling and leading**

FREE

A five-color attractive counter display
stand to hold eight bottles of our Nitro
Powder Solvent No. 9.

Send us your name and address and men-
tion "Hardware World."

NITRO POWDER SOLVENT No. 9

Manufactured only by

FRANK A. HOPPE, Inc.

2314 N. Eighth St.

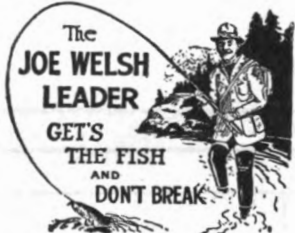
Philadelphia, Pa.

Eastern Representative:
ED. W. SIMON
258 Broadway
New York City

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217 Mason Opera House Bld.
Los Angeles, Cal.

Joe Welsh Leaders

The genuine Teler-
ana Nova is the
cheapest and best
by actual test.
Thousands of the
best anglers in the
world are using
them. Why not
you? Universally
praised, strong,
knotless, durable;
one trial will con-
vince the most skeptical. For trial, I will mail
you a 3 ft. in any Bass or Trout size for 25c; 6 ft.,
50c; or 9 ft., 75c. One Leader will last you two
seasons and then be good. Prices for Salmon
sizes on application.



Again, here is what the average angler has
been looking for: Limerick Hooks, T. D. Eye No.
2, 4, 6, 8, 10, and 12, tied on Joe Welsh's Snells,
making the hook the weakest part of your tackle.
All sizes \$1.00 per dozen. Save your fish by using
this new snelled hook. They do not get brittle
with age.

The Blue Devil darning needle floats. Bass and Trout
sizes with three foot leader attached, 75c.

The "Welsherana" transparent minnows in five
colors are the latest and best in Plugdom. Trout and
Bass sizes, \$1.00 each, can be used
on a fly rod or bait casting rod.
A sample order of the above will
prove to you that Joe Welsh's goods
is in a class by itself.

Dealers can make good profits by
handling this popular leader.

JOE WELSH
PASADENA, CALIFORNIA



IVORY HANDLE CO.

BURNT IVORY BRAND SECOND GROWTH HICKORY

Axe, Pick, Sledge, Hatchet, Hammer and all Mining Tool Handles. Known everywhere as the Best.

IVORY HANDLE COMPANY Hope, Arkansas

Nitrogen Incandescent Lamps

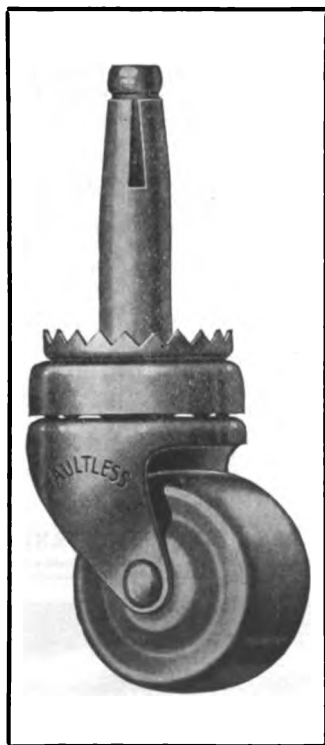
TUNGSTENS—NITROGENS—ALL TYPES

"You see them everywhere"

MR. DEALER: There is a jobber distributing NITROGEN lamps in every principal city.

NITROGEN ELECTRIC CO. - Factory, Newark, N. J.

LLOYD SALES AGENCY
Furniture Exchange Building, San Francisco,
Pacific Coast Sales Representatives



Faultless Ball - Bearing Casters

Of the same high standard that characterizes the entire FAULTLESS line. A beautiful caster, neat appearing—built with lines that conform to the custom of furniture made today—manufactured to a precision, no rough corners or unsightly scratches, symmetrical. These are a few of the extraordinary features that are standard in this new

FAULTLESS BALL BEARING CASTER

Made in all sizes and finishes, with maple, lignum-vitae, steel, cast-iron, fibre or felt wheel. Send for sample best adapted for your purpose.

Faultless Caster Company

Executive Offices

Evansville, Indiana

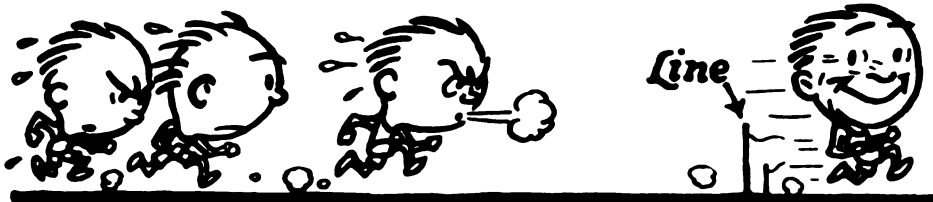
Eastern Sales Office: 200 Fifth Avenue, New York

Western Sales Office:

320 Market Street, San Francisco, California

*"Moves the
FAULTLESS
Way"*





beat 'em all to it!

Stock the Metallic Ammunition that "gets there" — Peters Metallic Cartridges with higher velocities, accuracy and cleanliness, cost no more than the ordinary kind.

PETERS AMMUNITION

THE PETERS CARTRIDGE CO.
585 Howard Street
San Francisco

AT \$5.00 RETAIL

*The Most Wonderful Air Rifle
Ever Invented*

Different from All Others

ORDER NOW from your jobber or write us direct for full information regarding the only ORIGINAL PUMP GUN FOR MEN AND BOYS, always in great demand. Sample on request. Attractive discounts.

Benjamin Air Rifle & Mfg. Co.

Broadway & Washington

ST. LOUIS, . . . MISSOURI

Pacific Coast Representatives

STUART & OTTO

220 Wilcox Bldg., Los Angeles, Cal.

At a Popular Price

The Benjamin

**A REAL PUMP AIR RIFLE
ONE STROKE OF THE PUMP AND YOU CAN SHOOT**

POWERFUL and ACCURATE. Works on the same principle as Air Drills and Air Hammers. Shooting power always under your control. Each stroke of the gun increases the shooting power. One to four strokes all that is ordinarily required. Never loses its shooting force. Absolutely safe, holding the compressed air for some time. You do not drop in shot until ready to shoot at your object. Nothing to wear out but the valves which ought to last several years, when they can easily be replaced by anyone at a very small cost. Stock of turned walnut, and separates from barrel. Gun is then only 23 inches long.



The complete, compact, distinctive line in handy household cans—full-size, full measure. **RETAILS 20 CENTS**—no larger sizes. Big Value for user; Big Profit for You. A popular seller with Hardware trade. Assortments contain all 29 colors; display matter included.

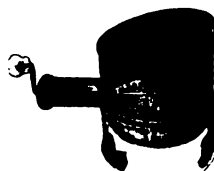
Dealer's Assortment (30 doz.).....\$37.50
Jobber's Assortment (12 doz.)..... 15.00
Open Stock, all colors, per gross..... 15.00

2% Freight allowance, F.O.B. N. Y., 2% Cash.

Write for Color Card, Circular and Booklet

MORTIMER PAINT MFG. CO.

169-173 Second Ave., BROOKLYN—NEW YORK
Townley Metal & Hdwe. Co., Kansas City, Mo.
Pacific Wooden Ware & Paper Co., Oakland, Cal.



**GENUINE
HUNTER'S SIFTER**

**Standard of the World
Since 1880**

Sectional View
Showing Construction

Order from your jobber.

Combines strength, beauty, usefulness and durability. Cleanliness always possible. Made in one piece of extra heavy tin plate, nickel trimmings. Handle swedged to body. No soldered joints to come loose. Easy to remove all parts for cleansing.

THE FRED J. MEYERS MFG. CO.

Bender Street

Hamilton, Ohio

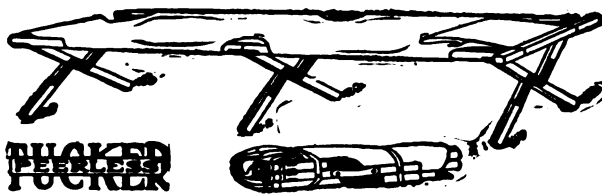
As Usual — We Lead Again

Campers, autoists, explorers, civil engineers and military men use —

Peerless Folding Furniture

Why do all progressive jobbers handle "Peerless" Folding Camp Furniture? Because it costs less, is strong and comfortable, and manufactured of best materials.

Dealers purchase for less from jobbers. Low cost equals fast turnover, which means quick profits to the trade, and satisfied customers.



PEERLESS

Manufactured by

TUCKER DUCK and RUBBER CO.

Fort Smith, Ark.

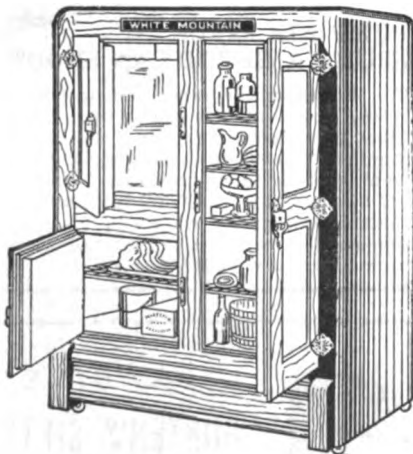
Western Representative:

ALDEN GLAZE & CO.,

143 Second Street, San Francisco, California
461 Stuart Building, Seattle, Washington

STOCK CARRIERS IN ALL THE JOBBING CENTERS. WRITE US.

White Mountain Refrigerators



"The Chest With the Chill in It"

There is absolute satisfaction as well as profit in handling a refrigerator so universally known as the famous "WHITE MOUNTAIN" — A Refrigerator used "in over a million homes" — A Refrigerator bearing a name recognized as a quality standard for generations.

"WHITE MOUNTAIN" refrigerators have patented features and points of excellence which no other refrigerator possesses.

A line of refrigerators complete in every practical style, size and finish with a range of prices to meet every trade requirement.

Our beautiful 1922 WHITE MOUNTAIN catalog has just come off the press and will be mailed upon request.

Maine Manufacturing Company - Nashua, New Hampshire

BRANCH OFFICES:

New York City; Boston, Mass.; Atlanta, Ga.; Dallas, Texas; San Francisco, Cal.; Denver, Colo.; Melbourne, Aus.

PACIFIC COAST DISTRIBUTORS:

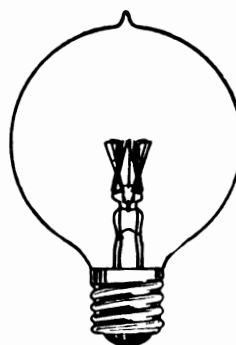
San Francisco... Dunham, Carrigan & Hayden Co. Portland... Honeyman Hardware Co.
Sacramento... Miller-Enwright Co. Seattle... Schwabacher Hardware Co.
Yakima Hardware Co., Yakima, Wash.



Hygrade

Floodlighting Lamps

- For illuminating large spaces, such as
- the yards and grounds surrounding mills and factories,
 - stores and public buildings, which it is desired to have appear brilliant at night,
 - emergency night work by contractors.



HYGRADE LAMP CO., SALEM, MASS.

OMER COX, Pacific Coast Representative
Atlas Building, San Francisco, Cal.

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Denver, Colo.

The Beebe Co.,
Portland, Ore.

Heyman-Well Co.,
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A. L. Frick Electrical Co.,
Los Angeles, Cal.

Honeyman Hardware Co.,
Portland, Ore.

Seattle Hardware Co.,
Seattle, Wash.

Union Hardware & Metal Co.,
Los Angeles, Cal.

Baker, Hamilton & Pacific Co.,
San Francisco, Cal.



Patented
U. S. Oct. 19, 1920
Canada, May 3, 1921

**DEALERS
ARE
WARNED
TO
BEWARE
OF
INFRINGEMENTS**

Furnished with rubber-cushioned base,
as shown, or with 10" hardwood base.

Pacific Coast Representative
E. B. HAPFOLDT,
461 Market Street, San Francisco

THE TRADE **EVEREDY** MARK

Bottle Capper No. 3 for Home Use

Warranted Unbreakable
Made entirely of Malleable Iron and Steel

There is no set limit to the amount of Capping that can be done with an Everedy.

The speed and skill with which it is operated numbers the amount of bottles than can be capped.

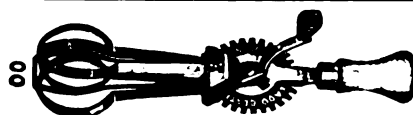
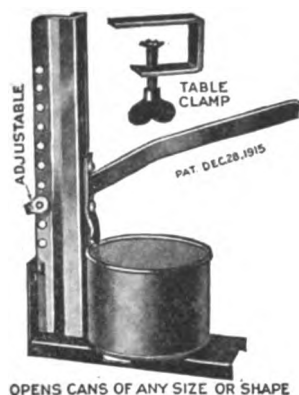
And all bottles are sealed absolutely air-tight.

The pressed steel capping head with reinforcing flange assures this.

Packed in individual cartons, half dozen to shipping carton, weighing 23 lbs. See your Jobber.

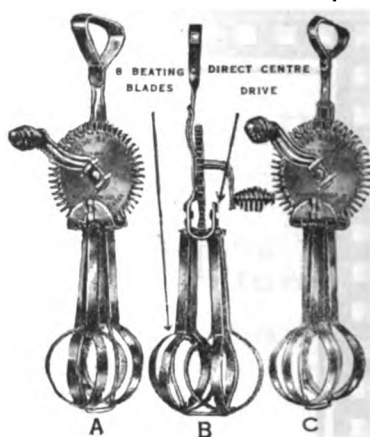
Manufactured by

The Everedy Bottle Capper Co.
Frederick, Maryland



Man, 30,000 Years Old

Scientists say they know humans of that long ago equal in intelligence to our own. We don't dispute, but—what kind of KITCHEN BEATERS were used in those days? We know one thing: 30,000 years hence they will be then using THE BEST THERE IS: the LADD BEATERS, and our profound concern for their interests, present, future and forever, has inspired a NEW CREATION—



Ladd Beater No. 00

with glazed, white wooden handle-hold: a very worthy member of its older and perfect relatives, LADD ALL-STEEL BEATERS Nos. 0, 1 & 2. EVERYBODY WANTS THIS NEW ONE. Demand already unprecedented.



Ladd
Mixer-Churns

LADD BEATERS—Four styles for all requirements.
LADD MIXER CHURNS—1 qt., 2 qts. Removable Beaters.
SATURN REELS—Two finishes, 40-ft. cord.
SATURN CAN OPENER—Safety, Stationary.
CAN OPENERS—Five usual varieties.
RAZOR PARING KNIFE. NUT CRACKERS.

JOBBERS
the world
over and US



Saturn Clothes-
Line Reels

UNITED ROYALTIES CORPORATION, 1133 Broadway, New York

Representatives: Omer Cox, Atlas Building, 604 Mission St., San Francisco, Calif.; Sands & Cox, San Fernando Building, Los Angeles, Calif.; Strimple & Cox, L. C. Smith Building, Seattle, Wash.; Taylor, Youngs & Cox, 558 Hollywood Ave., Salt Lake City, Utah; Taylor, Youngs & Cox, 723 Colorado Bldg., Denver, Colo.; Strimple & Cox, Corbett Bldg., Portland, Ore.

Lalance & Grosjean Mfg. Co.

Manufacturers of the Celebrated Lines of

Agate (Nickel Steel) Ware

El-an-Ge Enameled Ware
and

Pearl-Agate

Turquoise Enameled Ware

New York

Chicago

Boston

San Francisco

DUALITE

The Only Lamp with the Double Filament

225 TO 230 CANDLE POWER

vs.

165 CANDLE POWER

The Bureau of Standards has an established rating for incandescent electric lamps. For 200 watts it is 225 C. P.

Now, if a 200 watt lamp tests only 165 C. P. (the test for the average cheap lamp), there is a clear loss of 60 C. P.

Herein is the whole WHITELITE argument. WHITELITE possesses this additional 60 C. P. (for 200 watts) because it conforms to the full B. of S. rating. The smaller sizes possess the same relative greater efficiency.

DUALITE is of WHITELITE quality with the double filament—two lamps in one.

We invite inquiries from dealers on the basis of higher quality and maximum candle power

WHITELITE ELECTRIC CO.

368-370 Broome Street

New York City

The Superior Gas Filled Lamp with One Filament

WHITELITE



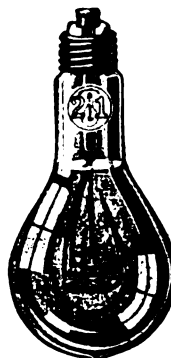
From 40 to
1000 Watts



Licensed under
General Electric
Company's Patents



Now in 40, 60, 75
100 and 200 Watts



*The Dualite is fully
protected by U. S.
Patents, and is made
and controlled exclu-
sively by us.*

CLARK JEWEL STOVES

There Is Business to Be Had

To win a fair share of the revival of trade is largely a matter of how hard you go after business. If you will just give it a fair trial you will be agreeably surprised at the results.

First of all—select the lines of goods that are known for their quality, durability and dependable performance.

Clark Jewel oil stoves are constructed of the very best material; they are strong and durable; they are finished in a beautiful, durable, blue enamel with black trimmings. The black porcelain enamel on the chimneys will not burn off or discolor. They are simple to operate and the hot, blue flames are easy to regulate.

The corrugated brass wick tubes prevent wicks from sticking. Old wicks can be quickly taken out and new ones inserted. There are no parts to get out of order.

They create the desire to buy.



George M. Clark & Company

Division American Stove Company

CHICAGO

**Better
Business
Is Coming**



LIGHTNING



BLIZZARD



GEM

**Be Wise
In Time**

Better business is coming to the merchant who has the goods on his shelves, ready to hand out to the customer when he (or she) is in a humor to buy.

Don't get caught, be wise in time. Avoid the painful necessity of passing up good business to your competitor.

The time to order our Freezers is NOW. They are always in demand. They sell on a reputation established by more than 30 years of high class service, and their future performance keeps them sold. So there you are—quick sales and permanent net profits.

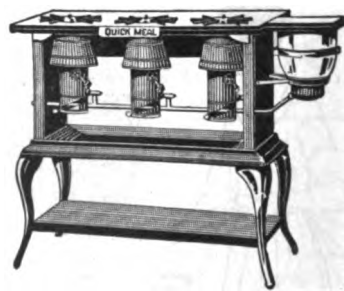
Hadn't you better get busy with your jobber at once? We are all ready to serve you. Let's get together.

NORTH BROS. MFG. CO.

PHILADELPHIA, PA., U. S. A.



Cupola Burner Oil Stove



Short Chimney Oil Stove

WRITE FOR CATALOG NO. 130

**We now have a Large Stock and Assortment
of Oil Stoves**

SEND YOUR ORDERS TO
QUICK MEAL STOVE CO., DIV.
OF AMERICAN STOVE COMPANY

C. H. SCHIECK

Pacific Coast Agent

715 Indiana St., near 19th St.,
San Francisco, Cal.

We also carry a large
line of
COAL RANGES

We also carry a large
line of
GAS RANGES

Substantial

—Long lasting, thus satisfying the user and bringing solid future business to the dealer.

Sanitary

—meeting all public or private demands, of police regulations or health ordinances.

Safe

—as a buy for the user and as an investment for the dealer.



SUCH MAY BE SAID OF

WITT

Corrugated Ash Cans and Garbage Pails

The Witt Yellow Label product is made of heavy sheet steel, corrugated for extra rigidity and strength, protected by heavy iron bands and finished by the hot dip process, which effectively closes all seams, eliminating the inferior solder.

FOR SALE ON THE PACIFIC COAST BY

Baker, Hamilton & Pacific Co.	San Francisco
Dohrmann Commercial Co.	San Francisco
Dunham, Carrigan & Hayden Co.	San Francisco
Heyman-Well Co.	San Francisco
Holbrook, Merrill & Stetson, Inc.	San Francisco
Mangrum & Otter, Inc.	San Francisco
Seller Bros. & Co.	San Francisco
Whiton Hardware Co.	Seattle, Wash.
J. Bornstein & Sons, Inc.	Seattle, Wash.
Schwabacher Hardware Company	Seattle, Wash.
Seattle Hardware Company	Seattle, Wash.
Thomson-Diggs Co.	Sacramento
M. Sells & Co.	Portland, Seattle, Spokane
Honeyman Hardware Co.	Portland

THE WITT CORNICHE CO.

Cincinnati, Ohio, U. S. A.

Also makers of the lighter weight Brighton line of Cans and Pails. Write for quotations.



50% More Light on Same Consumption of Oil

KEROSENE is a gas oil. Like the action of gasoline in a carburetor kerosene oil in a lantern becomes burnable only when mixed with oxygen from the air.

From 50% to 100% more light is obtained from a Dietz Cold Blast Lantern than from a Hot Blast Lantern on about the same consumption of oil.

The reason for this is that the Cold Blast Construction feeds pure air only to the flame, whereas in the Hot Blast system a certain percentage of burned out air recirculates through the side tubes into the flame.

Where high candle power is wanted a Dietz Cold Blast Lantern should be sold. In cases where this is not essential a lower priced Dietz Hot Blast Lantern will always meet the requirements.

R. E. DIETZ COMPANY

NEW YORK

Largest Makers of Lanterns in the World

Founded 1840

Your Jobber Stocks DIETZ Lanterns



Special Trial Offer—Write Today!

To familiarize the trade with the thoroughly standard quality of Many-Use Oil and the added profit to the dealer handling it, we make the following offer for this month only:

- 2 Doz. 3-oz. Standard Flat Cans** \$5.60
 (The kind the soldier has and your regular price)
- 1 Doz. 1-oz. Bottles** 0.00 **FREE**
 (Sell them for 10 or 15 cents each)
- Parcels Post to your store** 0.00 **FREE**

**Two Dozen Cans and a Dozen Bottles at your regular price
 for the cans only — Parcels Post Paid**

You get a quantity price
 on a small lot.

2 MILLION SOLDIERS TESTED

and will recommend "MANY-USE" Oil for Firearms

We Pay Delivery Charges



You get a big premium for
 pushing the line.

The oil is absolutely as
 good as, if not better than,
 any on the market.

Chosen, after strict test,
 for huge Government or-
 ders, during the war.



Make the Sales and You'll Get the Profits



We'll send you illustrated
 pamphlet showing 100
 uses.



THE MANY USE OIL CO.

John H. Graham & Co., Sole Agents

268 Market Street
 San Francisco, Calif.

1220 Boatmen's Bank Bldg.
 St. Louis, Mo.

388 Taylor Street
 Portland, Ore.

AMERICAN SEAL PAINTS and CEMENTS

"MAKE GOOD"

WITH YOU AND YOUR CUSTOMERS

STAND FOR

QUALITY and DURABILITY



WRITE US FOR DEALER'S PROPOSITION

MANUFACTURED BY

The Wm. Connors Paint Mfg. Co.
1852 TROY, N. Y. 1921

WHITE MOP WRINGER

New CAN'T SPLASH Line

A woman can use boiling water and strong suds or mop her floor in her ball gown without soiling hands or clothes. Tell your customer about this new "Can't Splash" wringer that won't spurt water on her clean floor or dress. Tell her how easily she can have spick and span floors. Send out some of the free circular matter we furnish printed with your name and address. Get our attractive Display Rack free. You'll be agreeably surprised how fast White Wringers sell.

Write us for details and pamphlet No. 5. Please give us the name of your jobber.



White Mop Wringer Company
FULTONVILLE, N.Y.

Summer Time Profits

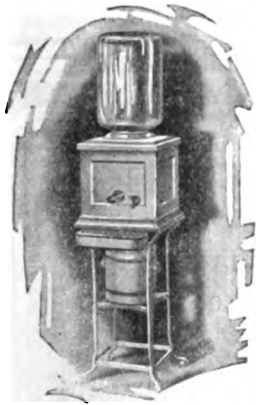
Get ready now for Summer Time Cooler Business. Offices, Factories and Institutions are ready to buy the **RIGHT KIND** of Coolers, if you have them in stock when wanted.

Customers are bound to see a "ROTAX." It can't be overlooked. It has that sturdy appearance of efficiency which attracts instant and favorable attention.

Summer Time is only two jumps away—send us your order at once.

WRITE FOR CATALOG

ROTAX COMPANY, Inc., 384 East 133rd St., New York



BOLLER'S CRANK MOP WRINGERS

Can Be Used Everywhere

Large Openings. Long Leverages and Cranks to turn out the Mops. No pulling or tearing the Mops to pieces. For **QUALITY MOP WRINGERS**, where one sale means repeat orders, stock our line.

PETER BOLLER MACHINE WORKS, 122-124 N. Curtis St., Chicago, Ill.

Pacific Coast and Inter-Mountain Representatives

THAYER & BOWER

845 Monadnock Bldg., San Francisco, 320 Story Bldg., Los Angeles
Seattle and Denver



THE PACKHAM Stove Pipe Crimper and Bearer

MADE BY

THE PACKHAM CRIMPER CO.

MECHANICSBURG, OHIO

If Your Jobber Does Not
Carry It, Write Us



With the—

Precision Key Machine

Anyone can cut a perfect duplicate of any Yale type key in less than one minute. Machine is automatic. No experience or skill necessary. Write for descriptive booklet today.

PRECISION MACHINE & TOOL CO., Sales Office 540 Ham'ton Avenue, Allentown, Pa

***"The Box With
the Steady
Cold Wave"***



BALDWIN

Dry Air Refrigerators

We were the first to talk of **Dry Air** in Refrigerators — about 45 years ago.

And "they" laughed at us — said "it was an impossibility. A refrigerator with wet ice in it just had to be damp."

Now they call theirs "dry air," we must have been right.

But today, same as 45 years ago, the Baldwin is the only perfectly dry refrigerator on the market.

Baldwin air circulation — different from the others — does it.

Our catalogue shows 150 styles of the "Dry Air" kind — one of them will please you.

The Baldwin Refrigerator Company
Burlington, Vermont

Stock Carried by HEYMAN-WEIL CO., San Francisco, California

C. H. SMITH
Western Representative
817 South Saint Andrews Place
Los Angeles, Calif.

YOU CAN'T CRACK THESE NUTS

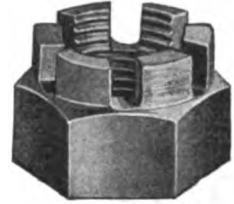
FOR THEY ARE

Milled From the Bar

S. A. E. Standard
Specifications



Plain Hexagon



Castle Nuts

Sell Them—Guarantee Them—Use Them

Not punched—hence no strain or weakness.

Packed in substantial cartons

Sixteenth inch sizes from $\frac{1}{4}$ " to 1"

Also Special Nuts and Screw Machine Products made to blue print or sample of either STEEL or BRASS

SOLD ONLY THROUGH JOBBERS & TO MANUFACTURERS

WESTERN SCREW PRODUCTS CO. 3219 SOUTH BROADWAY
ST. LOUIS, MO.

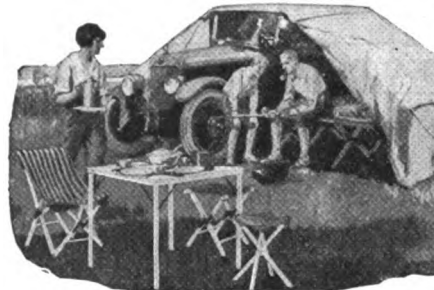
LOUIS J. ZIESEL CO., Far Western Office 268 Market St., San Francisco

As Necessary as a Coffee Pot or Frying Pan

No motoring tourist's or camper's equipment is complete without such fundamental essentials as coffee pot and frying pan. But just as necessary as these utensils is Gold Medal Folding Camp Furniture.

Sell your automobile tourist trade on the gratifying comfort of a Gold Medal folding cot or easy chair after a hard day on the road, in the woods, or whipping trout streams. Sell the economy, light weight, compactness, and rugged durability of Gold Medal Furniture which permits its transportation and use everywhere.

In connection with other items of camping equipment that you handle, enlarge your profits by displaying Gold Medal Folding Camp Furniture. Over thirty years of



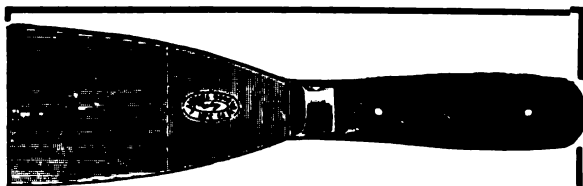
satisfactory service in all parts of the world, in all branches of outdoor living, vouch for the Gold Medal line. All inquiries from our national advertising are referred to our dealers. Ask your jobber about Gold Medal and send us his name.

GOLD MEDAL CAMP FURNITURE MFG. CO.
1705 Packard Ave., Racine Wis.

GOLD MEDAL
TRADE MARK REG. U.S. PAT. OFF.
FOLDING FURNITURE



FOLDING FURNITURE



No. 980 — 2" WIDE

PUTTY KNIFE

FORGED BLADE

COCOBOLO HANDLE

STEEL SHELL BOLSTER

This style Putty Knife we have made for over fifty years and it is still going strong

☞ ☞

LAMSON & GOODNOW MFG. CO.,

Factory: Shelburne Falls, Mass.

==

Pacific Coast Representatives:
MESSRS. OSGOOD & HOWELL,
Wells-Fargo Building, San Francisco, Cal.

HIGH CLASS Pocket Cutlery

There is a difference in Cutlery, as well as any other commodity.

That is why we consider "Quality" the most important in the manufacture of our product.

Blades hardened in Coke, tempered on copper plate, and ground by hand.

Built and inspected by those skilled in the trade, eliminating danger of a product contrary to the standard set.

HONK FALLS KNIFE CO., Inc.
NAPANOCH, N. Y.

The Ontario Knife Company, Franklinton, N. Y.

WE SELL EXCLUSIVELY TO THE WHOLESALE TRADE

If you are a wholesale dealer and have not our catalog and prices, you should write for them at once.

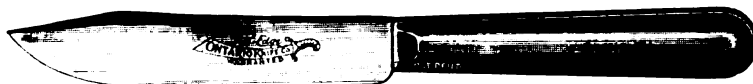


**BUTCHER
SKINNING
STICKING
BONING
SHEATH
SLICING
CORN
SHOE**

KNIVES

**KITCHEN
CANNING
FISH
VEGETABLE
PUTTY
BEET
CLAM
TABLE**

HOUSEHOLD KNIVES, HOUSEHOLD CLEAVERS, FLESH FORKS and a large variety of Knives with improved Sanitary Aluminum Handles



We manufacture the largest variety and the largest quantity of kitchen knives made by any one house in the world.

1850 - 1922 THE NEW TRADE MARK of R. MURPHY STAY SHARP KNIVES

signifies Enduring Quality and Service.

Each R. MURPHY Stay Sharp Knife or Implement Stamped R. MURPHY has the FLAWLESSNESS of a GEM of the first water.

**BUILD GOOD WILL AND
GREATER SALES WITH THE
R. MURPHY QUALITY LINE**

Write for Catalogue to Department W-6

R. MURPHY'S SONS CO., AYER, MASS.



Tannery
at
Michigan
City,
Ind.

"Red-E-For-Use"

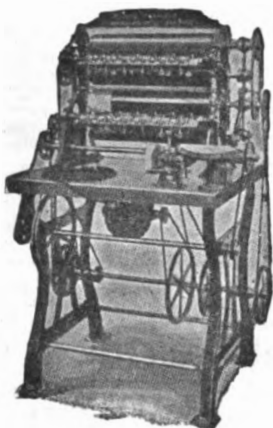
RAZOR STROPS

Prices Guaranteed against decline to date of shipment. We have reduced our line to the very best numbers in each price. We manufacture them in large lots for stock. We can deliver the goods promptly. Write for selected standardized list and short line Quality samples.

GIBFORD MFG. CO. (not Inc.)
No. 4 Payne Av., Adrian, Mich., U. S. A.

Talk About Extravagance — Personified

The Gillette Safety Razor Co. reports for the year 1921: having sold twenty-three million seven hundred and seventy-nine thousand nine hundred and thirty dozen blades — a total of 285,359,160 blades to razor users, and they are just one of a whole lot of blade manufacturers, and yet we get letters all the time from prospective buyers, who are afraid that there isn't enough blades to sharpen and that a machine might not pay them. Think of it! All these blades—millions and millions of them used once to a few times and then thrown away. We have seven styles of machines to fit every man's pocket book. They do fine work. Write for booklet on how to make easy money.



HYFIELD MFG. CO.

292 Church Street - - - New York City

CHATILLON CUTLERY

FOSTER BROS. Kitchen Cleavers

A butcher uses a regular - sized cleaver to cut meat—he handles it easily. But it is too heavy and large for a housewife. She must have a cleaver that is much lighter. one that can be wielded with perfect ease and safety.

Foster Bros. Kitchen Cleavers have satisfied and brought great convenience to many housewives for

years past. Light, compact and well balanced, made of high grade cutlery steel with substantial handles of beech or cocobola that will not come loose.

You can sell many such Foster Bros. Family Cleavers to your trade.

Your Jobber Can
Supply You

**THE BRAND IS FOSTER
BROS.**

85 - 99 Cliff Street
New York City - N. Y.

JOHN CHATILLON & SONS
New York U.S.A.

American Made Merchandise Furnishes



THE NOVELTY CUTLERY CO., 507 McGregor Ave., Canton, Ohio

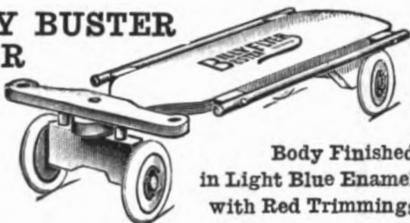
We Manufacture a

Large Line of Pocket Knives with Stag, Wood and assorted handles, also Transparent handles showing beautiful art pictures and Lodge Emblems. Razors with new features never offered the trade before. Advertising knives that bring the business. Handsome display case goes with our special introduction offer. Prices Right.

It's a Sled on Wheels

BILLY BUSTER FLYER

DON'T
NEED
SNOW
OR
ICE



Body Finished
in Light Blue Enamel
with Red Trimmings

Patented Stabilizing Gear on front axle. Prevents sudden turning of front wheels and gives the same action as a sled.

No. 20A, 30x13x8"—4 1/4" Maple Wheels, Metal Bearings
No. 20B, 30x13x8"—4 1/4" Red Disc Wheels, Metal Bearings
No. 20C, 30x13x8"—4 1/4" Yellow Disc Wheels, Metal Bearings
No. 30B, 33x13x8"—Yellow Disc Wheels, Metal Bearings
No. 30A, 33x13x8"—Red Disc Wheels, Metal Bearings
PACKED 2 IN SHIPPING CASE: WEIGHT 20 LBS.

WE MANUFACTURE A COMPLETE LINE OF WHEEL GOODS, TOYS, GAMES

Our prices are down to pre-war basis and deliveries are prompt.

Write us direct or write our Western Representative and you will receive prompt reply.

WILDER MFG. CO., St. Louis, Mo.

Western Representatives:

H. D. TYLER & CO.,
512 Pacific Building, San Francisco, Cal.
Fifth Floor, Higgins Building, Los Angeles, Cal.
1022-23 Alaska Building, Seattle, Wash.

Three Factories

Main Office
Toledo, Ohio

The American National Company

Make Friends of the Kiddies.

The youngsters appreciate the exclusive features of the American Line of juvenile vehicles—the tubular frames, ball bearings, non-skid rubber tires, disc wheels and nickel plated hub caps, which make American velocipedes and coaster wagons so handsome in appearance, so sturdy in service. Parents prefer American vehicles for the kiddies because of their safety and silence in running. It will pay dealers to write for catalog and prices.



THE American LINE
THE LINE BEAUTIFUL
Nationally Advertised

Known
Around the
World

The Line Includes:

Coaster Wagons,
Express Wagons,
Steel Wagons,
Juvenile
Bicycles,
Juvenile
Autos,
Baby
Vehicles,
Doll
Vehicles,
Veloci-
pedes,
Tricycles,
Hand
Cars,
Scooters.



See American Line First

The DUMBWAITERS and ELEVATORS

MANUFACTURED BY

The Storm Manufacturing Co.,
Newark, N. J.,

ARE DESIGNED TO BE HANDLED BY HARD-WARE STORES



Write for Bulletin No. 4-U — 23-A

Drifting Pick for Mines

NORTHERN HANDLE CO.

Manufacturers of
"POINTER BRAND"

Guaranteed Best Quality

HANDLES

Axe, pick, hammer, hatchet, Cant Hooks, Peavey and
Pickman Handles

Price List upon Request

McNish's
Hammer

NORTHERN HANDLE CO.
Bowling Green, Mo., U. S. A.

Blacksmith's
Hammer

Regular Single Bit Axe

Patents Pending
in U. S. A.
and Abroad.



Plaphone—600

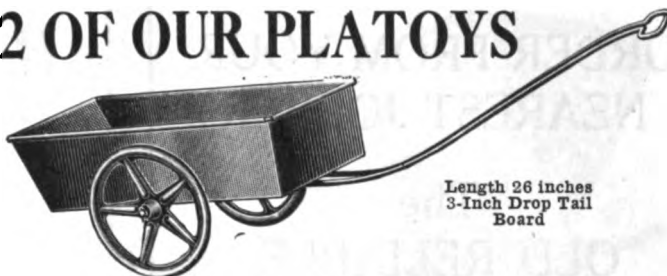
Trade Mark Registered

Ours is THE ORIGINAL Toy Telephone with rotary stroke bell attached to receiver hook

See our Improved 1922 Model

Handsome enameled colors — Red, White, Blue, Pink, Green, as well as Rubberoid. Bright Green Mercerized Cord. Another added feature: Green Felt under Base.

2 OF OUR PLATOYS



Length 26 inches
3-Inch Drop Tail
Board

Placart—700

Heavy Steel Wheels with solid turned nickel plated steel hubs. Axle of large diameter. Unbreakable steel handle. Not the cheapest, but best small cart on the market. Finished in bright, attractive colors. Blue body, red wheels, black handle.

—AND REMEMBER

Plaline M^{EANS} A^DE F^{INE}

The Gong Bell Mfg. Co.

East Hampton, Conn.

Bell and Toy Makers for Over Fifty Years

We'll be pleased to send Catalog 203 —
Tells all about our other Bell Toys and Bells



ROCK-A-BYE NURSERY ACCESSORIES



JUMPER NO. 17.



SWING NO. 1.



SWING NO. 2.



COMBINATION BED
AND
AUTO CRIB NO. 32.



COMBINATION CHAIR NO. 14.
AUTO SEAT.



ROADSTER NO. 10.



ROCKER NO. 24.



WALKER NO. 18.



COMBINATION CHAIR NO. 14.
HIGH CHAIR

PERFECTION MANUFACTURING CO. ST. LOUIS, MISSOURI.
LEFFINGWELL AVE. AND MONTGOMERY STREET.

ORDER FROM YOUR
NEAREST JOBBER

The
OLD RELIABLE
Lines of

*American
Enameled
Ware*

—
Marble
(Blue and White)

Swedish
(Mottled Veined)

White and White

—
Sold by all the leading house
furnishing
and hardware houses

—
30 years of unfailing service
and satisfaction

—
THE
AMERICAN STAMPING &
ENAMELING CO.

MASSILLON, OHIO

3 Plants at Bellaire, Ohio, and Massillon, Ohio
covering 15 acres of floor space

REAL SOLID

The Mark  of Quality

99% Pure Aluminum



No. 16 B



No. 0203

Mr. Dealer:

Why not order "REAL SOLID" Aluminum
Cooking Utensils now?

During this period of fluctuating prices the
dealer who is in a position to furnish Quality
goods at the Right Price is the one who will
profit.

There is an absolute guarantee back of
every utensil we sell (our utensils will not
rust, chip or corrode). We can give this guar-
antee because we know that each and every
piece is made the "REAL SOLID" way.
Quality is a paramount feature of the "REAL
SOLID" line.

Above are shown two distinctive new de-
signs—there are many more shown in our
NEW CATALOG, just off the press. We are
also issuing REVISED PRICE LIST. Write
today for your copy of this up-to-date catalog
and price list—do not wait until tomorrow.

"REAL SOLID" has the Quality and the
Price is Right—this means satisfied customers
and repeat orders for you.

The Buckeye Aluminum Company
WOOSTER, OHIO

MANUFACTURERS OF
"REAL SOLID" Aluminum Cooking Utensils

STIMPSON HARDWARE SCALE

— merely place goods on platform and correct weight and value are given instantly — automatically.

Both wire rack extensions fold back into base when not in use, without adjustment of balance

Write for full particulars

Stimpson
Computing Scale Co.
INCORPORATED

LOUISVILLE - - KENTUCKY



**“It Was New Last Year But It Is the Standard
Fire Shovel Now”**

The “NEVERBREAK”



The extraordinary merit of the “NEVERBREAK” Fire shovel made it in one year the recognized leader of all Fire Shovels.

This Solid Forged Steel Shovel quickly convinced the Public that it was a money-saver, and its steadily increasing sale proves that there is always a market for an article that gives complete satisfaction.

Made with Handles 10, 16 and 20 inches long. Blade on all sizes 5½x8 inches.

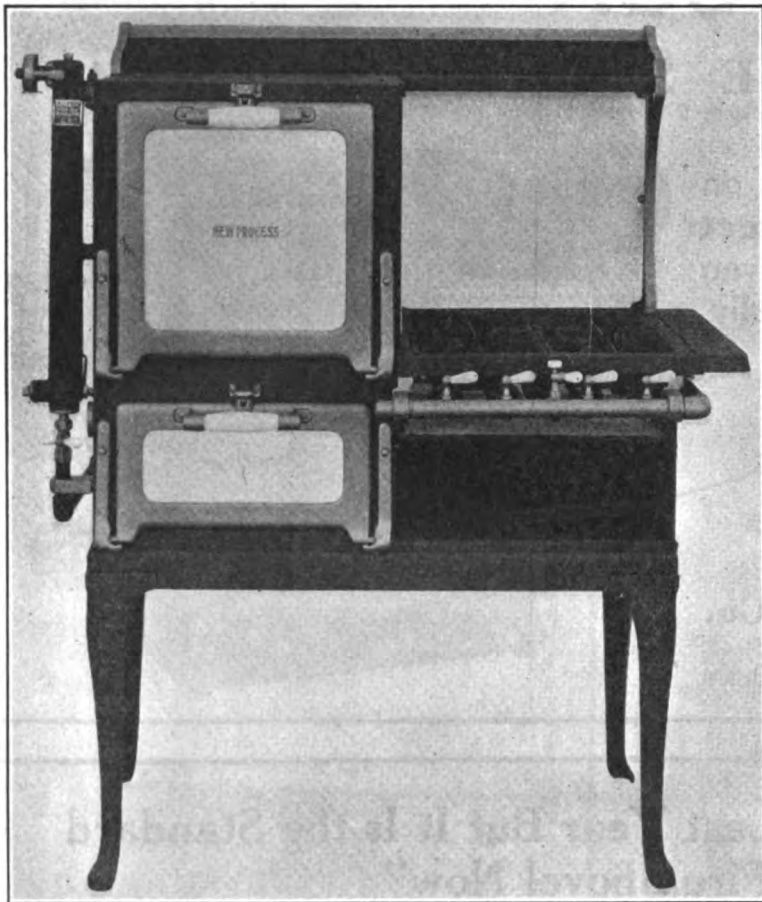
Every purchaser of a “NEVERBREAK” is a salesman for your Store.

Can be secured at all leading Jobbers, or write us direct for prices.

MADE ONLY BY

THE UNION FORK & HOE CO.

Columbus, Ohio



**You Never Fail
to Make a Sale**

**If You Display or
Demonstrate**

**The
New Process
Gas Range**

**With "LORAIN"
Oven
Heat Regulator**

**Its Many Points of Merit Win over Competitors
Order a Sample and you will want a stock**

New Process Stove Co., Div.

(AMERICAN STOVE CO.)

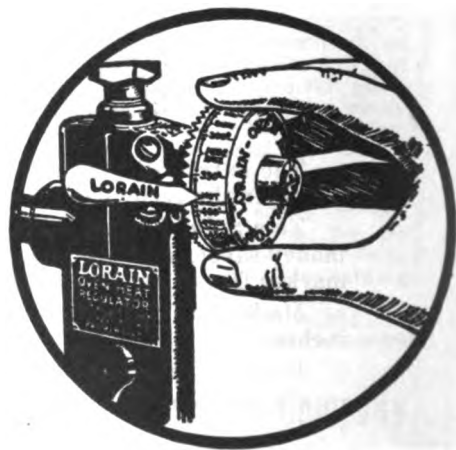
CLEVELAND, OHIO

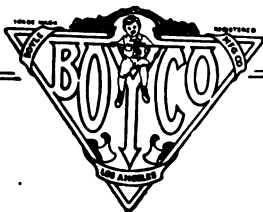
SCHIECK & KNIGHT

Pacific Coast Agents

**715 Indiana Street
San Francisco**

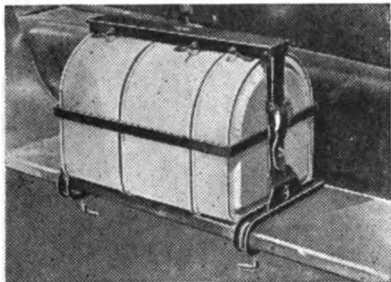
**311 Terminal Sales Building
747 Warehouse Street
Los Angeles**



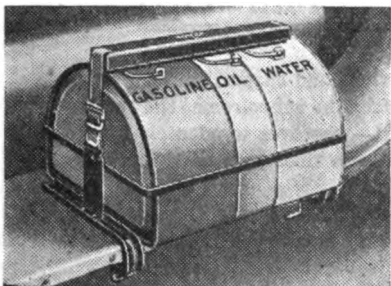


BOYCO SERVICE UNITS

SUMMER brings an increased market for the reliable selling Boyco Service Unit Line. These common-sense products are as necessary on picnic, motor tour, and vacation outings of all kinds as the extra tire and spare tube. They fill an actual need — provide ample emergency supplies of gasoline, oil, and water.



Here is the No. 221 — a new all-steel model embodying extensive refinements and improvements. Autocans for gasoline, oil, and water are higher and narrower — do not extend beyond running board edge. Built for theft-proof security, durable usefulness, and compact neatness.

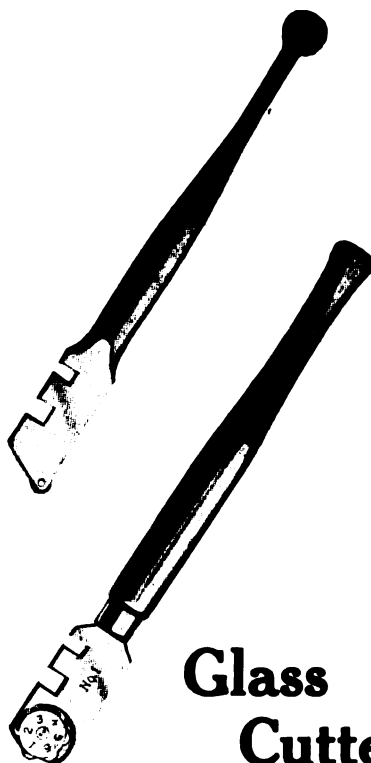


This is the No. 212 model—a serviceable combination of Boyco Autocans for gasoline, oil, and water. Dealers everywhere are cashing in on the utility and popularity of Boyco Service Units. Send for the Service Unit folder, giving complete information covering the entire line.

BOYLE MANUFACTURING COMPANY
LOS ANGELES
CALIFORNIA

GOODELL- PRATT

1500 GOOD TOOLS



Glass Cutters

With Wheels that Cut Like Diamonds

In the countries of Northwestern Europe, where glass cutting is a highly developed industry, they acknowledge the outstanding superiority of Goodell-Pratt Glass Cutters.

In the largest glass factories of the United States, Goodell-Pratt Glass Cutter wheels are used, because of their lasting qualities.

The superiority of Goodell-Pratt Glass Cutter wheels is due to our methods of manufacture and individual testing.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U. S. A.

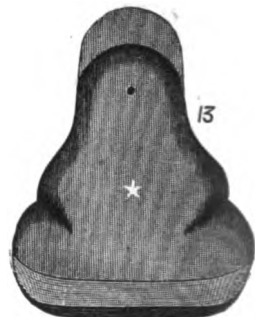
Stop! Look! Think!

OF THE GREAT PROFIT IN OUR
SPECIAL ASSORTMENT OF

"Elastic" Chair Tips

consisting of the most salable and profitable sizes,
vis:

- 8 Gross Rubber Head Nails.
- 5 Gross Bumpers.
- 17 Doz. Slotted Screw Tips.
- 3 Doz. Patent Rocking Chair Tips.
- 4 Doz. Stetson's Combination Cushion Chair Tips.



"Elastic" Chair Tips

Prevent injury to floor and carpet, stop the noise nuisance in the home, the schoolroom, the restaurant, the public hall—wherever wooden chairs are moved about on wooden floors, concrete or tiling.

Their almost universal usefulness and necessity make them most profitable sellers — if pushed.



"ELASTIC" CHAIR TIPS
Order the "Elastic" Assortment now—display it—then watch the "Elastic" sell!

ELASTIC TIP CO.

370 Atlantic Ave., Boston, Mass.



1847 ROGERS BROS.

SILVERPLATE

Ambassador
Pattern
Illustrated.



Retail
Price Card
with
Each Set.

You Pay for the Silverplate Alone

The Anniversary Set is the outstanding merchandising feature of our Seventy-fifth Anniversary celebration this year.

There is no charge for the chest. You pay for the silverplate alone.

Your customers buy gifts for birthdays and for anniversaries of various kinds and for weddings and other gift occasions.

If they realize that they can purchase from you this twenty-six piece Anniversary Set in this special chest they will regard it as a wonderful opportunity—which it is!

For display and advertising helps ask your jobber
or write at once to Sales Promotion Department,
International Silver Co., Meriden, Conn.

Pacific Coast Warerooms, 150 Post Street, San Francisco, California

INTERNATIONAL SILVER CO.

AMERICAN MAID Aluminum Ware

The Good Popular-Priced Line / Sells for Less

Our intention is to make "AMERICAN MAID" even GREATER value and a BETTER ware than it has ever been and still Sell for Less.

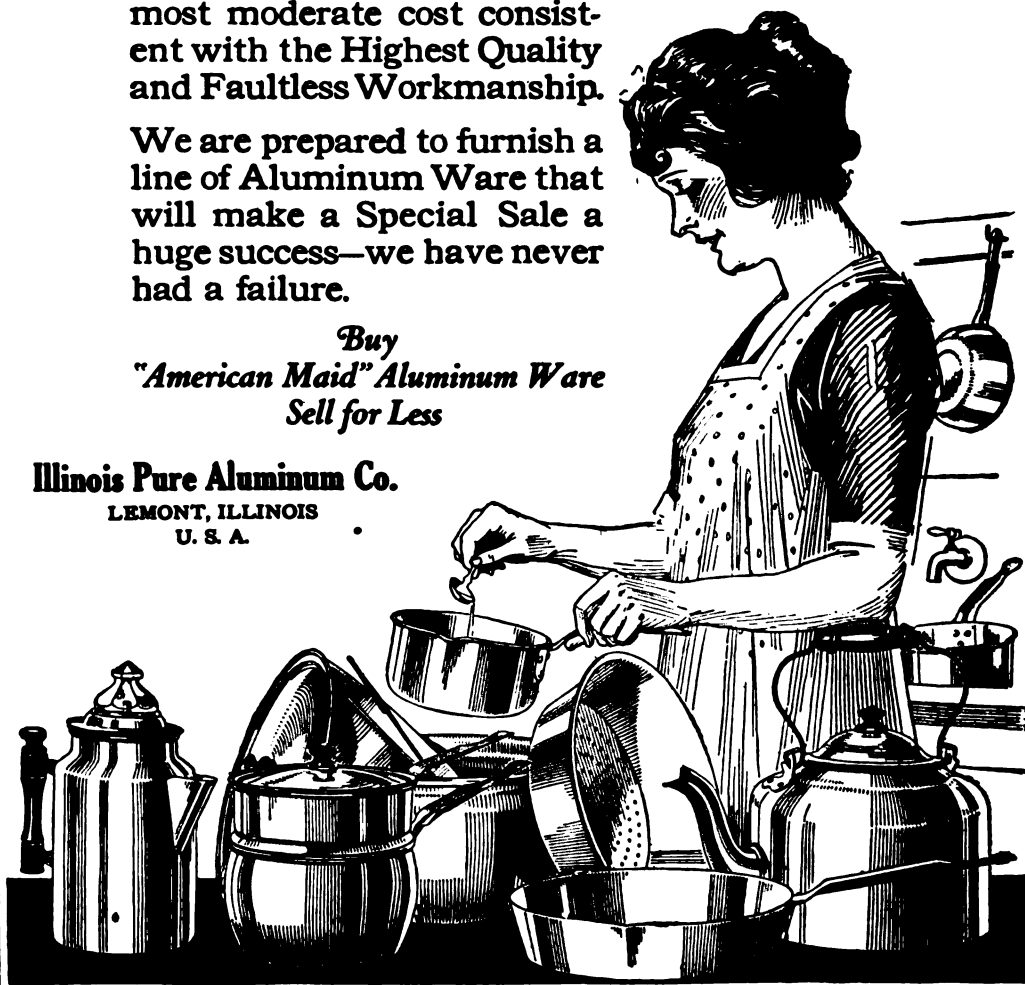
Every effort is being directed toward producing it at the most moderate cost consistent with the Highest Quality and Faultless Workmanship.

We are prepared to furnish a line of Aluminum Ware that will make a Special Sale a huge success—we have never had a failure.

*Buy
"American Maid" Aluminum Ware
Sell for Less*

Illinois Pure Aluminum Co.

LEMONT, ILLINOIS
U. S. A.





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Volume XVII

JUNE :: 1922

Number 6

YOU'RE WORKING FOR YOURSELF

No matter whether you're Judge Gary or President Farrell or Charles M. Schwab, or the youngest shop assistant, or cub clerk, or office boy, or a stenographer or bookkeeper, you're working for yourself — make no mistake about that.

How I wish I could drive that deep into the memory and mind of every one of our readers.

Don't be fooled by thinking that just because you're working for wages you're not working for yourself.

You're on your own. Everybody is. If you work well, you help yourself; and if you work badly, you hurt yourself.

If you have an employer, he isn't your master. That is a silly idea that has been out of date for 200 years.

Your employer is your customer, and you must give him good service for your own sake.

Every good business man does his best for his customers — that is how he builds up his business.

Fooling a customer doesn't pay in the long run. If you make a man pay you money for nothing, he'll soon give you the sack.

This is a great truth which all dishonest and worthless people sneer at—it is

a truth that will build you up as a man and money-maker — You are Working for Yourself.

All strikes are disorders that penalize the public; in all of them the rights of "the third party" are utterly disregarded. From the consequences of strikes the public, which suffers most, has every moral reason to defend itself. To prevent strikes inimical to the common good is an equally urgent duty. The lessons of experience in strikes that disturb the enjoyment of the essentials of life demand that public interest no longer wait patiently until the turn of events determines the settlement of controversies. The public has the power to protect itself. Let it be forever understood that public opinion condemns the use of the strike weapon when such use affects the production or distribution of the necessities on which the nation depends for existence. Let public opinion from now on be an active, militant force that will make class consciousness, class privilege, class antagonisms, give way before the common welfare.

The thing that troubles the country is not only the unemployment of the idle, but the idleness of the employed.

For the convenience of our subscribers and advertisers, we maintain offices and our representatives will be found at any of the addresses mentioned below. Correspondence will receive prompt attention by addressing the office nearest home.

Boatman's Bank Building
Broadway and Olive, St. Louis
388 Taylor St.
Portland, Ore.

421 First Nat. Bank Bldg.
Chicago
424 Higgins Bldg.
Los Angeles

507 Pioneer Bldg.
Seattle

70 Fifth Ave.
New York

204 Scott Bldg.
Salt Lake

Phelan Bldg.
San Francisco

220 Pacific Bldg.
Vancouver, B. C., Can.

105 S. Houston St.
Dallas, Texas

Increasing Your Personal Efficiency

**The World Wants People Who Can Do Things —
Not Merely Talk About Them — Prepare to Get
What You Are Really Worth—And Be Worth More!**

CONSIDER well what you want to do, what seems best to do, or what it is advisable to keep on doing—then make up your mind that cost what it may in the way of concentration, intelligent effort, and mastery, that you will be one of the leaders in your field.

Some people are permitted by circumstances to choose a business or profession to their liking. But all too often, it happens that life's choices are made while the individual is still young and immature, and later on dissatisfaction assails and unsettles the mind. Remember that the right kind of an individual can succeed in any legitimate line of business. It is the individual who counts far more than the nature of the business itself.

It sometimes happens that it is expedient to go into some opening which awaits; or to carry on some business already begun which you or I would not have chosen had we been free in every way. This is not necessarily a handicap, for it is easier to "carry on" than to begin; and a business man of the right caliber will be able to build upon foundations already laid, and to model conditions to a large degree, whether he is a principal or an employe. Besides, in our own choosing, we cannot be sure that we would have chosen wisely.

Therefore, it is desirable to know just what you want to do with the material and opportunities at hand, in order that every day and every hour may be made to count in realizing that desirable end. Do not waste time in vain regrets over what might have been. Start from where you are now and make it a stepping stone to bigger and better things. "If" is the excuse of the weaklings. "I will" is the challenge which the strong man hurls in the face of the world.

You Are Not Needed—When?

YOU are not needed in your business if you think you are doing your work so well and satisfactory that there is no room for improvement.

You are not needed in your business if you are sensitive to criticisms or suggestions, or if you resent suggestions—which, 99 times out of 100, are made solely with the view of helping you improve yourself.

Nine times out of ten you don't believe it; you think that you are doing your work so much more satisfactory, and so much better than anyone else, that you are "being discriminated against" or "imposed upon."

Remember, no employer is going to discriminate against you or permit you to be imposed upon if you are doing your work well — on the contrary they are looking for men and women upon whom they can depend — and are hoping and praying you are that kind.

You are not needed in your business when you are self satisfied.

You are not needed if you think the business couldn't run without you.

The man or woman in an office or store is there for some definite work and if they but realized his or her opportunity — could so fill their place in such a manner that it would be a stepping stone to positions that are higher and better.

If you want to see the man or woman who prevents your promotion, step up to the mirror and you will see him—or her.

You are not needed when you begin to neglect the "little things"—the things that "don't amount to much," or to think that careless slipshod work will "get by unnoticed."

It is expensive to make changes, in an office, a store or a factory. In factories this is called "labor turnover," and every one realizes it costs a great deal more to be changing employes and breaking in new people than it does to keep a good person. The only reason why changes are made is because the work is not being done in a satisfactory manner.

When you feel badly if you make a mistake and when you are frank to admit your mistakes, that is a splendid thing in your favor — but go voluntarily and speak of it. That shows that you are taking an interest in your work, it shows that you are really sincere in your desire to improve.

Ninety-nine people out of a hundred wait until their mistake is discovered, and nothing provokes an employer more than to think that he has to "find out these things for himself" and call attention to it when all along the one who made the mistake knows that it was done, but was hoping it wouldn't be noticed.

No one is absolutely essential to any business.

The person with ambition, with desire, with interest, in their work will always find a place, even in hard times when it is necessary for forces to be reduced.

That is the testing time when good people are kept and poor ones let go. It is far more economical to keep a good person and pay them more than it is to keep poor ones even at half price or to use two poor people to fill the place of one good one.

A good person doesn't take up any more room, is far less trouble than a poor person. An employer knows that it is far cheaper to keep a good person at a higher salary than it is to keep two poor persons at a lower salary.

SUCCESS DEPENDS UPON YOUR POINT OF VIEW

Three stonecutters were working on a stone. A stranger asked the first what he was doing. "I'm working for \$7.50 a day," he answered.

"And you?" the stranger asked a second. "I'm cutting this stone," growled the laborer.

When the question was put to the third stonecutter, he answered: "I'm building a cathedral."

How do you view your job? Are you working for so much a day, or are you building something? Do you see the whole in the part you are playing, or are you merely playing a part?

You can make your job a vision or a drudgery. And as you make it, so will be your measure of content and happiness in your work.

The most dangerous thing in the management of a store is to feel that the patronage is secure. Such a belief tends toward careless business methods and may end in commercial ruin. This is the one safe rule: Every day try to please and satisfy every customer who comes in.

A business man is often surprised to find that an employe who comes from one of the "best families" is as valuable as an appendix, while one whose family started housekeeping in a box car gives indications of soon owning the business.

Some customers think they are live wires because they get so many things charged. It pays, sometimes, to give them a mild shock.

The man who is never "quite sure," "thinks perhaps," "imagines," "guesses," or "presumes," is no man to trust.

How long would your business continue if your customers bought on the advice of your competitors?

Knockers are always on the outside.

WORKING YOURSELF TO DEATH

We sometimes hear of people who work themselves to death, just as we hear of ghosts and man-eating sea-serpents. And all the time we know "there ain't no such thing."

For one man who works himself to death, 10,000 die from lack of exercise, overeating, late hours, or avoidable worry. Fatalities from overwork or from hiccoughs are about equally rare.

Work develops; work stimulates, work strengthens; work induces, promotes, and compels growth; work lays a corner stone in the success-structure whose place cannot be filled by a substitute.

Hard work will not at all take the place of judgment, thoughtfulness, tact nor an earnest purpose. Added to these, however, it always means a successful career.

But to many people, "work" is an ugly word.

Tell a man in a photograph gallery to "look natural," and his eyes pop out and show their whites, he becomes pale and a sickly grin comes over him. Tell a woman the same thing and she puts on a smile so natural none of her friends ever saw it before.

Don't stay too close to your business, and don't try to do everything yourself. The strong — or weak — points of your organization will show up when you are away.

Trying to succeed without much reading and studying would be like trying to build a house without hammer and saw.

Another thing that delays the return to normal is the theory that business is equipped with a self-starter.

Concentrate your efforts; do a few things and do them well.

Genuine courtesy springs from the heart, not from the lips.

BASE YOUR FACTS ON "AVERAGES," NOT PEAKS

The other day I met a friend who is engaged in the manufacturing business and in the course of our conversation I asked the usual question, "How's business?" "Rotten," he replied.

"How are you running?" I asked.

"About forty per cent," he replied.

"Forty per cent of 1919?" I asked.

"Yes," was his answer.

"How does this compare with 1914?" was my next question.

"Oh, we're about ten per cent ahead of 1914."

And here was just a typical case. A man who had not readjusted his sights. As a matter of fact, this plant was running 75 to 80 per cent of its normal production and yet my friend was basing his ideas on 1919 when his plant was running night and day, jammed to capacity and making prompt deliveries with difficulty. He considered that normal business.

As we all know, normal business for the great majority consists of operating our plant eight to ten hours a day, five and one-half days a week with anywhere from eighty to ninety-five per cent of our equipment in use in these working hours.

Why then can't we figure our normal business by going back to 1904 or 1905 and find our average growth from year to year and with this as a basis, figure our normal growth, neglecting the war, until we reach 1922? Could there be any simpler or more logical method? Of course, there are exceptions, but the great majority of us can approximate our normal output in this manner.

Try it on your business—

Then compare that figure to your estimated sales for this year, then readjust your sights and see if you are actually right when you say that you are only operating ten, twenty or thirty per cent of normal, or whether you, too, were not basing your ideas on peaks, not averages.

HITCHED TO THE HOLDBACKS

There's many a capable prancing steed,
Full of endurance, spirit and speed,
Champing the bit for a chance to lead,
But he can't when he's hitched to the holdbacks.

Though many an asinine, braying plug,
Will work at the breeching, but not at the tug;
No burden worth while did a man ever lug,
With an ass merely hitched to the holdbacks.

The thing we need now in the office and mill,
In the store, on the farm and on Capitol Hill.
Is men—only men—who will pull with a will;
Not asses, hitched just to the holdbacks.

BUYER CAN HELP

One element in the trade is not fully appreciated by many dealers, hence this word for the traveling man.

Expense has mounted, railroad and hotel rates have advanced, and the salary of the traveler has advanced to keep pace with his needs, and in a pure spirit of co-operation the dealer should recognize these things.

While talking with a dealer whose business is large, the editor recognized a traveler entering the door. After greetings the traveler was asked by the editor which way he was traveling and the reply indicated that he had just one hour to catch the next train or else a wait of four hours. The editor suggested to the dealer that he should deal with the traveler at once in order that he might take his train, and was amazed at the reply when the dealer said:

"Oh, he's in no hurry." It took the editor only a minute to convince the dealer that he was wrong, and the traveler afterward thanked both for the consideration.

This traveler at a later date told about a part of his territory lying along one railroad line on which he had seven customers, and the quickest he ever made the trip was three days, but, said the traveler, "If I could have the luck to get fair attention from the dealers, I could make the trip in two days."

Many are the stories told by travelers in regard to the delays caused by the dealers for no good reason, and so it looks as if the interest of the traveler should be given consideration by all dealers.

It is of value to every dealer to have good traveling men call on him. It may be impossible to give all an order, but it is possible to give all a cheery greeting and treat all as possible fountains of information and veritable mountains of help.

One of the first questions a dealer should ask a traveler with whom he deals, is how much time he can spend with the dealer, and then see that every moment is utilized.

We appreciate that many travelers call on dealers where no previous business has resulted and perhaps the traveler is a new man in the territory. It is well for the dealer to remember that the traveler, like himself, has a day's work to perform, and courtesy is a great asset to help one on the way.

If prices are to come down, expenses must be cut, and every traveling man has to do a full day's work.

Think it over.

Parents are pretty much out of date, but even the brightest senior hasn't yet found any method of doing away with them entirely.

SOUTHERN JOBBERS' CONVENTION MOST OPTIMISTIC

The joint meeting of the Southern Hardware Jobbers and the American Hardware Manufacturers at New Orleans, last month, proved that the revival of trade is coming far faster and more surely than many of the most optimistic prophets had dared to hope. The feeling on all sides and from every quarter was healthy, with reports of big increases in activity, better credits and collections, and a reassuring confidence in the future.

As President Pitkin put it in his opening address: "With stocks of merchandise liquidated as they are, inventories at market valuation, with a market that is steady daily and with the intimate knowledge and the full knowledge of that sword of Damocles hanging over our necks at all times, i. e., the fixed overhead expenses, and a strict observance of the best piece of heavenly inspired hardware ever used, the Golden Rule, business once more should wear its bright halo of happiness."

Naturally the good feeling on every hand was best expressed and evidenced by the social and unofficial features of the meeting. In New Orleans, historic mecca of travelers and the center of that notable institution, "Southern hospitality," it was expected that the delegates would be royally received and pleasantly entertained.

The actuality far exceeded the anticipation. The afternoons were free for visiting and good-fellowship, and there was entertainment unbounded, with receptions, card parties, luncheons, dinners, banquets, grand balls, with a wonderful evening at the Southern Yacht Club.

President Pitkin threw the doors of A. Baldwin & Co., Ltd., wide to the delegates, where they might visit, inquire into and study one of the largest jobbing houses in the country. The checking, accounting, stock, sales and all other features and departments were at the disposal of the visitors.

President Isaac Black of the American Hardware Manufacturers' Association officially thanked the jobbers of the South for the privilege of meeting with them and the wealth of entertainment provided. He asked the co-operation of the jobbers in meeting the small but long-continued problems of liquidation and decline that are yet to come.

Membership Larger Than Ever

Secretary Donnan reported the Association in a most prosperous condition, with the largest membership ever enrolled, including between 145 and 150 firms, representing a combined capital of \$40,000,000, and traveling salesmen numbering 1150.

W. D. Biggers, secretary and general manager of the Continental Co., Detroit, said of the screen door and window situation that the sales of his company had shown a great increase in

recent months, that this year will equal almost any year the company has ever had, indicating a preparation by the jobbers of the country for steady building activity.

D. A. Merriman of the American Steel and Wire Co., on nails and wire, reported that his company's business for February was 10% ahead of January and more than double that of February, 1921, March was 50 per cent ahead of February, and three and a half times as great as March, 1921. April was averaging considerably above March. The last 60 days have seen the production of automobiles on an enormous scale, and many of the companies are further behind on orders than almost at any time since they have been in business.

Screen Wire Makers Working at Capacity

President C. K. Anderson of the American Wire Fabrics Co. reported the first three months of this year as the biggest his company had ever had, and that they were accepting no orders at the present time from others than regular customers.

W. C. Kelly of the Kelly Axe Co. predicted a shortage in axes before the year is out, due to the fact that factories have been operating at very small capacity for a year, while the foreign supply and domestic stocks have been just about exhausted.

W. C. Perkins of the American Chain Co. stated that larger orders from a larger number of customers were being received every month.

C. B. Chancellor declared that every shovel manufacturer in the country is producing at a loss and that there is no prospect for a return to pre-war price level.

Captain John W. Gorby of the Cyclone Fence Co. made a plea for a campaign of education, "hammering the truth into the heads of American citizens that the jobber is an economic necessity."

Secretary Donnelly of the Western Cartridge Co. pointed out that the consumption of ammunition and cartridges is not seriously affected by adverse economic conditions. There was a serious shortage last hunting season because the trade was not supplied with stocks, and Mr. Donnelly advised sufficient provision in advance this year.

Favorable Reports From Jobbers

From the jobbers came many words of optimism and fair-report. R. W. Shapleigh, representing the National Hardware Jobbers' Association, noted the changed atmosphere since the last meeting and looked for continuing improvement in the future. President D. D. Peden of the Texas Hardware Jobbers' Association reported that each month was showing a decided improvement over the previous one in his section, and that the farmer would be in absolutely normal shape in another year.

Mr. Lee of Memphis, Tenn., told the convention the success the jobbers of the Four States Jobbers' Association in the Mississippi Valley territory in the exchange of surplus stocks, and a committee was appointed to investigate the procedure further and report to the next convention.

The following officers were elected:

W. M. Pitkin, president; G. A. Trumbull, vice president; L. M. Stratton, second vice president; John Donnan, secretary-treasurer; Mark Lyons and E. A. Leonard, executive committee.

Your Great Possibilities

**Opportunities All Around if You but Open Your
Eyes to See Them and Use Them**

SOME people in the city wish they were in the country—some in the country wish they were in the city. That's human nature—to want what you haven't got!

You may dream about the possibilities for the average-sized merchant in the big city, but after all, that's what it is—just a dream!

Now into your dream, work a little of this common sense and you will begin to see how lucky you are to work in a small town.

Just step out of your present shoes, which, let us say, represent your store in a town of 5000 or 10,000 population, and step into the shoes of a city retailer. These new shoes represent a store of the same size as yours, modern enough, located on a busy enough street in one of the twenty-five largest cities.

Now in order to be near your store you and your family have to become "cliff dwellers," or in other words, one of those "canned families" squeezed into a four or five room apartment. If you are like the average, you will be at the "know-by-sight," "bow-when-you-meet" stage, with about one-third of the other dwellers in your cliff at the end of the first year. So much for the pleasant home life!

Now you leave home bright and early to get started for a big day and you jam yourself and get jammed into a subway, elevated or street car, or else you walk and dodge traffic—one is as dangerous as the other. At the first opportunity you open up the newspaper to find your little but expensive advertisement. Before you can locate that piece of literature of which you are justly proud, a feeling of hopelessness comes over you. The biggest space you feel that you can afford seems insignificant when compared with the full page advertisements of the big stores and the best that you can write seems weak when compared with the work of those highly paid phrase builders.

You think back and consider how much space you could have gotten in the small town paper for the same rate. Granted you are now reaching more people, but to them your story means little or nothing when compared with talking to people of a small town, all of whom know your store. You are a cipher to 99 and then some per cent.

It happens to be the first of the month and you have to draw that heavy rent check. It's like taking the insides out of your bank account. Here again we grant that your window and your location bring you a big percentage of your business, but you are facing a public accustomed to gazing at gorgeous splendor behind window

glass. A piece of expensive window equipment that would have startled the old home town and attracted real attention is casually looked upon as absolutely nothing unusual in the city. In the small town you had the best tonic in the world—the competition of one or two, possibly three or six stores of similar natures. But in the new city location you are rubbing shoulders not only with good, clean-working competition, but with business giants who overwhelm you, business transients and whatnots who would stoop to any levels to get more business.

The best thing about these last two types of retailers is that they do not last long when exposed by truth and honesty.

It may appear from these little comparisons that we believe all the virtues of merchandising are to be found in the small towns and all the vices in the cities; not so, but we do maintain the small town merchant has the better of the bargain when it comes to a real opportunity for aggressive and modern merchandising and a chance to grow into a "business-somebody."

HOW FAR DID THE BIRD FLY?

One of the **HARDWARE WORLD** subscribers has been getting a little free publicity for his business by inserting in his advertisements in his local paper a query or conundrum and offering a prize of a saw to the customer who correctly answered the question first. It is this:

A bird flies back and forth between two bicyclists who are riding at the rate of ten miles an hour toward each other, starting at a point twenty miles apart. The bird flies at a rate of fifteen miles an hour. How many miles will the bird have flown when the two bicyclists meet?

Twenty miles, twelve and a half miles, ten miles, were some of the answers received. According to some of the diagrams submitted the persons tried to compute the number of miles, tracing the bird's course back and forth. But this is no simple way. Figuring out that the bird flies two miles to each of the bicyclists' one mile and so keeps overtaking each one in turn is the hardest way to solve the problem. The answer, which is fifteen miles, is far easier solved in this way:

If the bicyclists start at a distance of twenty miles from each other and ride toward each other at the rate of ten miles an hour it will take them one hour to meet. Now the bird flies back and forth at the rate of fifteen miles an hour, so in the one hour which it takes the two riders to meet, why the bird can only fly fifteen miles!

Pulling Prospects—Bringing Buyers

**Enterprising Electrical Household Appliance
Merchants Hold Store Receptions, Register
Their Guests and Let Them Do the Asking**

NEW selling tactics must be employed continually to sell electrical appliances as well as other lines of merchandise.

Such is the opinion of O. W. Breidenthal, head of the O. W. Breidenthal Company, Kansas City. This firm operates three retail stores and does an immense business in electric washers, sweepers, etc. As a retail store it sells more sweepers and washers than the combined sales of several jobbers in the same territory.

"A great deal of business is derived from customers who show no interest at the outset," said Mr. Breidenthal recently. "Every store has daily experience with people who come in 'just to look around.' They are attracted into our stores because we usually have some electric appliance in operation to create curiosity. So the casual visitor forms a large percentage of our daily run of customers."

Women do this more than men, according to Mr. Breidenthal. When a lady enters the store she is given the same attention and extended the same courtesy as a regular patron. The newcomer is made to feel that as soon as she enters the store she is no longer a stranger, but she is a friend of the store.

She may state that she is not interested in buying anything. Before she leaves the salesman explains that her visit has been appre-

ciated by the store, and if she will simply register her name and address—so the store can keep a record of all its friends—she will be given some useful advertising novelty. Of course, the salesman could be blunt and say that the store would like to have her name for its mailing list, but such a statement would put many women on guard, because they would feel they were placing themselves under obligation.

When she is invited to "register" her name as a friend of the store, the woman is not reminded of the objectionable mailing list, and while the store obtains the same results by this method, the visitor may imagine she is doing a favor by leaving her name and address. The fact that no effort was made to force a sale upon her leaves her free to believe that the firm considers her as a patron because of her visit.

Converting "Lookers" Into Buyers

There are always a few "lookers" who remain adamant and refuse to give their name and address. Some will not even accept the proffered souvenir.

"No, thank you," she may say haughtily. "I'm just looking around with no intention of buying."

Such apathy would discourage many dealers, but Breidenthal has trained his salesmen to overcome the situation.

"Very well, Mrs. Smith," smiles the salesman, after the lady has refused to meet the friendly spirit of the store. "probably you don't care for anything yourself; but here—do you happen to know a youngster that would enjoy something like this?"

As he speaks the salesman produces some novel toy that appeals to children—a rainbow spinning top, a wiggly imitation snake or some other plaything attractive to children. In nine cases out of ten the haughty Mrs. Smith will accept the toy readily—it strikes a sympathetic chord in her heart and immediately she changes attitude. She smiles and talks freely after the child-appeal has broken down her haughty defense.

"Why yes," she beams, "that will just suit my little boy."

If she has no children herself she will take the toy for some child in her neighborhood. The big factor is that she has been won as a friend of the store. Even if she never buys anything herself she will probably be instrumental in bringing some other customer to the store. It has been found that such advertising methods are far-reaching.



Electrical appliances lend themselves to attractive displays and make an instant appeal to the women folks of your community.

It has been estimated that among the **HARDWARE WORLD** readers they sell practically 75 per cent of the electrical appliances in their respective communities. Our subscribers are giving more attention to these lines

When Mrs. Smith gives the toy to her neighbor's child she invariably tells how she came to get it. This means that the Breidenthal store is discussed by neighbors and it is valuable publicity. The neighbor will be added to the list of store friends.

Following Up the Prospect List

All visitors who register are placed upon the mailing list as prospective customers. The fact that they came into the store proves that they were interested. By following up with literature and personal calls these prospects are oftentimes sold a washer, sweeper or some other appliance. The idea is to create business from seemingly uninterested prospects. After a customer buys one article and it proves its utility it is much easier to sell this customer something else.

Quite often the customer does not wait for the "follow-up" work. Instead the telephone rings.

"This is Mrs. Smith," says a voice. "I was in your store the other day and I noticed that you give washer demonstrations in the home. I have been talking to my husband about it and he thinks we should have a washer. Tomorrow is my regular wash day, and if you care to send a Blank washer over I'll be glad to give it a trial."

Arrangements are completed and a washer is sent to the house. The sale is more than half completed before the machine leaves the store. The customer who shows enough interest to ask for a demonstration is generally ready to buy, and the final clinching of the sale depends upon a successful demonstration and the terms of payment. With good salesmen for this part of the

work, Breidenthal manages to place nearly every machine immediately after the demonstration.

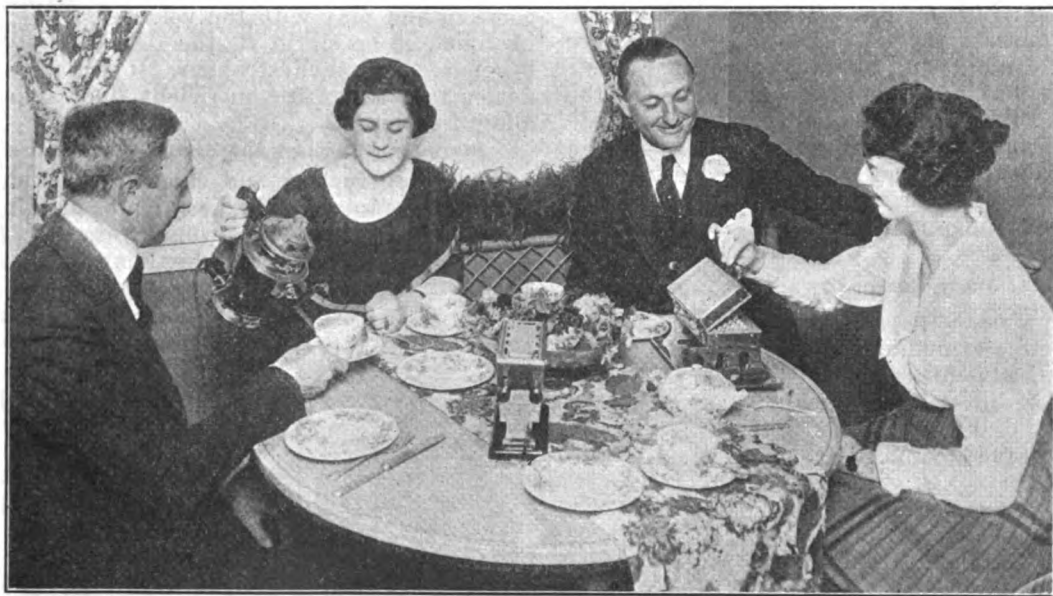
Prospects From Church Demonstrations

Another successful plan employed by this firm consists of church demonstrations. Arrangements are made with the Ladies' Aid Society, or some similar organization affiliated with a church, and an offer is made to wash all church linen free of charge. An electric washer is taken to the church and all the women of the parish are invited to help with the wash. To them it is an enjoyable affair and they turn out in large numbers.

Here the salesman-demonstrator is afforded a splendid opportunity to show what his machine will do under favorable conditions, since his audience is made up of the best prospects obtainable—women of the house who appreciate any labor saving device for the home. Generally luncheon is served and the whole affair is given a pleasant and jolly treatment to make co-operation and friendly feeling the spirit of the meeting.

It can readily be understood how much free advertising results from a gathering of this kind, when fifty or a hundred women discuss Breidenthal's store among themselves. And to see an actual demonstration whereby their church is benefited serves as a powerful influence to prospective buyers.

It is not uncommon to obtain a dozen live prospects from such demonstrations. These customers are followed up and eventually they purchase machines, or if not a machine it is safe to say that they buy anything else in the electrical line that may be needed in their homes.



A TABLE FOR FOUR PERSONS

One of the **HARDWARE WORLD'S** progressive subscribers sends us this photo of a "live" window display—live in both a literal and figurative sense—which resulted in a material increase in his sales of electrical appliances. This window was used every other afternoon and evening for two weeks and drew crowds afternoon and evening, and is such a display as even the merchant in the smallest town could put on with good effect. Four of his employees took the parts. A research among **HARDWARE WORLD** subscribers has revealed that they are selling fully 75 per cent of the electrical appliances in their community.

Four C's Can Capture Customers

Juvenile Vehicles and Toys Bring You New Business

(By Wm. L. Diemer, President American-National Company)

JUVENILE vehicles are rapidly being recognized by merchants as standard year 'round sellers with a logical place in hardware stores. Those dealers who have sold juvenile wheel goods consistently know that they rank high in quick turnover and reduce overhead. The underlying principles in merchandising them are the same as applied to any other class of stock. A consideration of tried and tested sales methods, used in the marketing of juvenile vehicles, may serve to bring them before you in a new light.

If you would have your stock of coaster wagons, velocipedes, juvenile automobiles and wheels, tricycles and doll carriages become a constant source of revenue, heed these fundamentals:

1. Careful buying.
2. Consistent advertising.
3. Competent salespeople.
4. Constant sales effort.

This would seem a fair merchandising quartet for any line of goods. Let us see how it works out for the juvenile wheel playthings. There are just enough differences between vehicles and other playthings for children to make the sales problem specific in some of its phases.

First of all, let the dealer use care and judgment in buying his line. Today, more than ever before, quality counts. People whose purse strings operate the dealer's cash register, are looking around and making sure that their money is buying high grade articles. On the juvenile vehicle line of quality sales are made easily because parents are readily "sold" on the idea of durability and lasting value, while the kiddies are keen for automobiles and cars that make them kings of the neighborhood, because of their class.

Judge Community's Taste

At all times it pays to study the purchasing power of the community. The pulling power of a stock of juvenile vehicles is developed by the amount of interest created in the minds of buyers, and the amount of interest is usually limited by the amount of cash controlled by the purchaser.

If customers can afford to buy only the least expensive vehicles, that is the kind to stock. Should the majority prefer quality goods, then the high grade vehicles ought to predominate in displays. This may seem an unimportant point to emphasize and doubtless it is for many dealers. Their good common sense helps them in making shrewd purchases.

Yet, I know of instance after instance, where a dealer, rightly wishing to make his a quality store, has confused high grade products with high prices. His customers could not afford peak prices, or if they could afford them, their dispositions were such that they preferred to buy medium priced goods many times rather than the same higher priced articles once. Some dealers can size up their customers intuitively; others must make this a matter of study and analysis. But it must be done, and the proper stock bought before sales effort can be most effective.

Cumulative Effect of Advertising

Most dealers today realize the importance of advertising as a sales-aid. They know that, just as winding their watches regularly keeps them going properly, so consistent advertising builds their business steadily. The regular use of space in the newspapers, together with direct letters to customers or to special lists of prospective customers, is found valuable by successful dealers in juvenile vehicles. The health-giving, muscle-building appeal almost always meets with a response from the parents.

What youngster doesn't long to own a plaything on wheels? In this connection, window and floor displays do wonders to increase sales of wheel goods. When the child can actually come in and play with the vehicle on the floor or touch it or sit in it, the desire to own it becomes that much stronger. It will pay the dealer to arrange for sufficient floor space to allow for this.

Store Floor Displays and Parties Win Kiddies

Go a step further and cater to the kiddies. Let him organize a Kiddies' Klub, and invite the youngsters to hold their birthday parties at his store, making free use of the playthings set aside for them. With an older person in charge to supervise the play, such a plan will be of great value. It works to make the youngsters friends of his store, and it gives him much publicity of an unsolicited



Every merchant could, with profit, pay more attention to the children of his community.

Aside from your love of youth and its joy and enthusiasm, the children afford you an entree to the home of practically everyone in your community.



WM. L. DIEMER,

who has devoted years to the manufacture of wheel goods and juvenile vehicles, and who is a careful student and valued counselor on all phases of merchandising in this line.

nature. For instance, notices of the parties are written up in society columns of the daily papers and also in the feature sections. It calls the attention of the grown-ups to the store and gains general good-will in the community.

Perhaps one of the most important factors in the successful sale of juvenile vehicles is the choice of the proper sales person. A well co-ordinated sales force will help any dealer to dominate in his line. For selling juvenile vehicles, choose men and women who have a love and sympathy for, and understanding of, children and their desires. If most of the selling devolves upon the proprietor, he should work assiduously to acquire and cultivate this trait.

Educate your clerks along this line. Impress upon assistants and associates that each child who enters the store is to be treated as well as the most valued adult customer. Such courtesy shows up not only in the intangible, long lasting good will of the kiddie, but in actual dollars and cents on the right side of the balance sheet.

Truth and Fact in Sales Talks Win Confidence

While it is essential to inspire the sales force with confidence in the merchandise carried, there is one thing to guard against: that is overstatement. It sounds ridiculous, but recently a merchant was sued by a customer who claimed that the salesperson said the suit he bought would wear like iron and it didn't. The cus-

tomers was not awarded the final decision of the court, but nevertheless the merchant suffered much loss of time and prestige, when a little care in the sales talk would have assured satisfaction to the customer, without involving the good name of the firm for quality.

Whole Family Prospects for Juvenile Vehicles

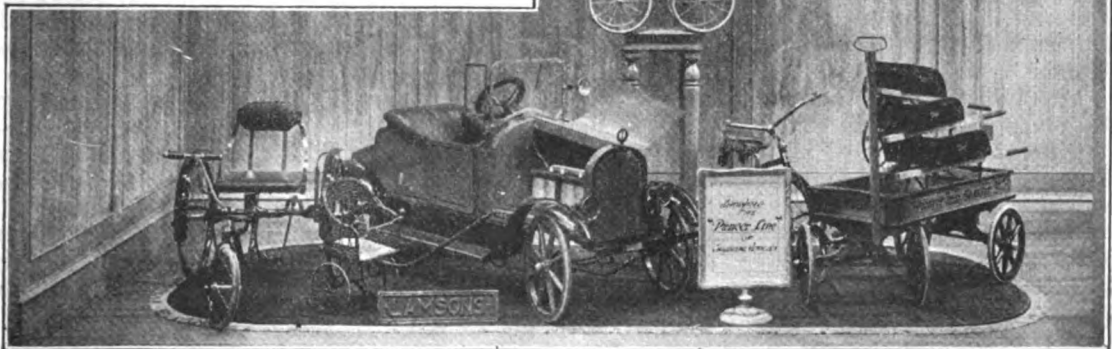
Constant sales effort as a merchandising principle, needs little explanation. Dealers who have withstood the trying period of post-war business, certainly know what it means. Creating consumer preference for any given line entails work—work in keeping the store up to date, work in keeping records complete, work in keeping new ideas for using the product before the public. In the case of juvenile vehicles, the work is to interest the youngsters in the hardware store as a place that can serve them not only when they are big enough for carpenter's tools or fishing tackle, but right today as well.

Contests that offer juvenile vehicles as prizes always pull. The older brother, sister, mother and father are pressed into service by the little ones who see an easy way to obtain the automobile, scooter, velocipede or other juvenile vehicle which they have long wanted. Or just as often, the grown-ups enter the contest on their own initiative because of the pleasure they know it will give the younger members of the family, should they win the prize. One hundred per cent mailing lists are obtained in this way. Careful reading of his trade papers will show the dealer what his wideawake neighbors in the same line are doing and will inspire him to add their good ideas to his own.

Any one of these principles, carefully applied, will net good returns, but cast the bread of your sales ability on all four C's of juvenile vehicle merchandising—Careful buying, Consistent advertising, Competent salespeople, Constant sales effort—and it will come back in the form of increased cash register receipts.



Simple, striking window display that proved most effective in introducing wheel goods line.



Winship-Boit Co. Profit-Sharing Plan

THE profit-sharing plan of the Winship-Boit Company of Wakefield, Massachusetts, is only 40 per cent efficient, according to Charles N. Winship, president of the concern. The plan, which gives the employee-partners 50 per cent of the profits of the concern, has been in operation since January 1, 1920. The results, says Mr. Winship, have not been encouraging.

In spite of the generous terms of the profit-sharing plan, it is claimed that the workers treat the idea with more or less grumbling and are not co-operating to increase production and cut down waste of materials, or inferior work. At a mass meeting recently, to which all employees were invited, the president of the mills pointed out to the employees that 8 per cent of the product of the mills had been returned that week for repairs, or thrown out, despite the fact that the mills claimed to make the highest grade of underwear in the country.

Gifts Seldom Appreciated

After emphasizing that each employee not only had been given a cash interest in the business, but would receive a proportionate share of all profits from year to year, Mr. Winship stated that unless conditions changed soon some of the careless workers would be asked to "resign."

He cited instances of employees who had made deliberate attempts to get "fired" so they might draw out of the firm the interest given them two years ago and of others who had left the mills' employ, remained out a year and then come back to get their share of the interest in the industry.

More Than Half Do Not Co-operate

He said that not all the "employee-partners," as his employees are called, were to be rated in the indifferent class, but that about 60 per cent were not co-operating in the interest of the industry. During the last two years the Harvard Mills had lost, but a fair resumption of buying and proper co-operation on the part of the workers would quickly offset the losses, it was asserted. The mills, it was also stated, are the only textile plants in the country that had not reduced wages.

There are at present 615 employers at the Harvard Mills, 75 per cent of whom are women. The normal force is 800. There are few foreigners in their employ.

Mr. Winship's explanation of the failure of the plan to produce satisfying results so far is confidentially explained as "ignorance and selfishness. The men grumble and complain, as well as show almost complete indifference to the work or success of the plant. And the older employees, who might be expected to at least answer the grumbling of the newer men, merely pass it along."

No Wage Cuts

"Not only have the men been given a share of the profits of the concern; they have been allowed to enjoy the high wages brought about by the war. In the face of heavy depreciation losses, and falling off of business, the Harvard Mills have not reduced the wages of the employees, despite a total reduction of 42 per cent in wages of those engaged in this industry. But the workers do not appreciate this, apparently."

When Mr. Winship instituted the system of having dissatisfied employees bring their grievances directly to the executive chiefs, he was surprised to find at least one man come to him and suggest a "bonus" of some sort. He had heard of this being done elsewhere, and despite the profit-sharing plan in vogue, immediately started to air his complaint.

The employees of this mill are not organized. There is an informal committee of five which functions as follows: "A majority of all the employee-partners shall, as soon as may be, choose from their own number a committee of five, who shall act for and on behalf of the employee-partners in all negotiations, suggestions or requests affecting the body of employee-partners which said committee shall deem proper or desirable to submit to and discuss with the proprietors."

Industrial Democracy Dangerous Problem

Mr. Winship terms the industrial democracy efforts as "dangerous experiments." He has never given his employees any power of function outside of informal suggestion and discussions, but claims that if he cannot secure the co-operation of the workers by making them fifty-fifty partners with the management, then to give them actual power in management, or power of carrying out any suggestions of their own would hardly be successful.

Important Points in Plan

Firm is to split its annual net profits 50-50 with employees.

Employees of one year's standing receive, in addition to wages, an interest equal to 20 per cent of their earnings for the past year; those who have been employed longer to have 1 per cent additional for each year of service.

Each employee will receive in cash 50 per cent of the share of profits due him and certificates for the balance, which remains in the business, at 6 per cent interest.

Employees share in losses as well as the profits of the business.

Dependent widows of employees and children under 16 years are provided for from the general expenses of the company's business.

An employee of five or more years' standing, who has reached the age of 60, has the right to withdraw each year 50 per cent of the amount credited to him in the business.

The employes may employ their own accountant to ascertain the net profits of the business for a year.

Proprietors retain right of full control of the business, powers to discharge, enlarge or decrease the force.

If at any time the interests of the employes exceed that of the proprietors in the business, either side may initiate steps to form a corporation or association to run the business.

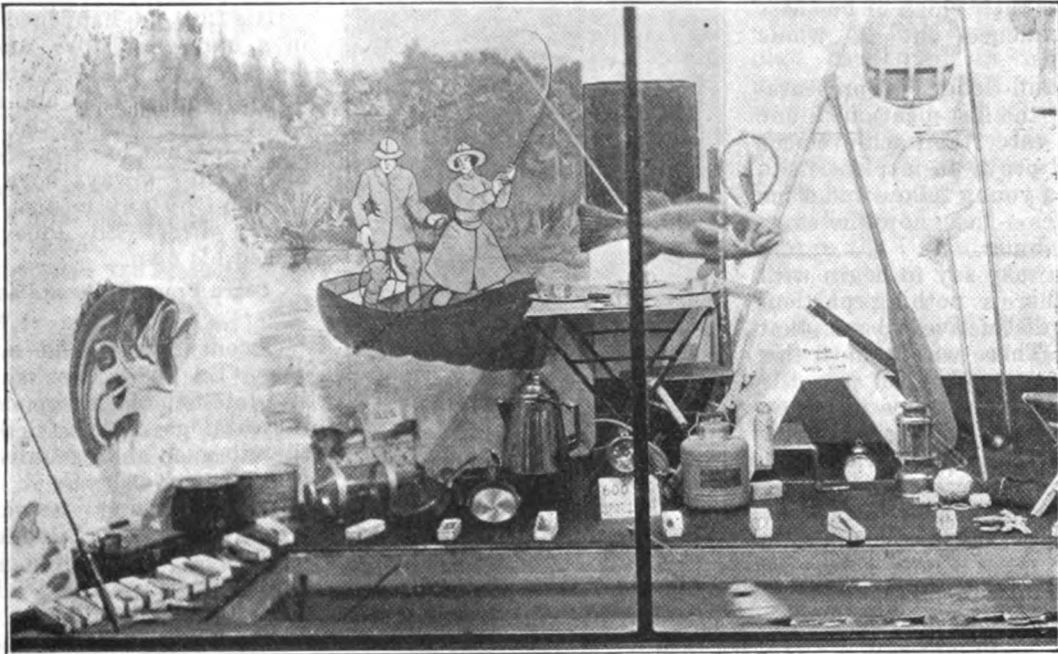
Catch a woman in a lie and she'll put on a baby stare and let it go at that, but a man will spend a half hour explaining himself out of it.

THE STENOG'S VACATION

My tYpust is on hor vacution
My trpist's awau fpr a week
My Typudt us in hwr vscarion
Wgile thse danm kews plsy
hude and seej.

Cjoras:

Oy, breng boxk, bting bzek,
Brung beej mu bOnnie ti my,
tp mr;
B(&ng b\$xj, b-6ng biex,
Bjing bozk m% belnio -o mx,
oJ helk?



SAITH THE FISH THROUGH THIS WINDOW "GET OUT YOUR NETS AND FOLLOW ME"

A glance at this window display is proof positive that it was arranged by a true sportsman, and that it attracted the attention of every real fisherman within miles, who watched and followed from all "angles" the changing display.

Perhaps we hardly need add that it was an effective display in the nationally famous window of the Hamp Williams Hardware Co., at Hot Springs National Park, Arkansas. It coupled up the fishing and sporting goods department of the store with every fishing and outdoor enthusiast in the district.

The background on the left is a "striking" scene in vivid colors, done by H. A. Reed, manager of the paint department. On the right is a typical fishing camp. The tent and cottage in miniature, surrounded by a folding camp table, chairs, camp stove, cooking utensils, flies, rods, reels, lantern, nets, even down to the alarm clock.

The entire foreground of the window was a metal lined tank 3x8 feet and 18 inches deep. Running water came in through a bubbling apparatus at the left, which mixed air with the water. An overflow at the opposite end provided fresh water for the fish at all times.

A miniature steel boat was anchored in the pool, and a cane pole extended from the bank with a hook and sinker and a large float. The company announced that they would gladly display any large or interesting catches, placing the fish in the pool in the window. Display cards told the passerby whose catch was being shown.

W. A. Davis reports for the company that this offer was eagerly taken up by enthusiastic "Waltons" in the neighborhood. In addition to the "loaned" fish, the company kept an assortment of small and medium sized fish always in the pond.

Such a window could be used anywhere while the fishing season is open, and might be adapted to other sports.

Nationally Known Tool Merchant

While Mrs. Ed Jones First Made the Suggestion to Persuade Her Husband to Go Into Business for Himself, Once Started There Has Been No Stopping Him, or the Progress of the Institution

MANY a young fellow longs for the day when he shall have money enough to "buy out the boss." Some unfortunates wail at "Society" because they have not the opportunity to be independent. Others pitch in and cut their cloak of business independence out of whole cloth.

A full-fledged representative of the last-mentioned, one whose career and achievement should prove an inspiration to many a young fellow and some old ones — hear now the story of Ed Jones.

You may say to begin with that there's nothing particularly distinctive about that name. There wasn't until this Ed Jones got hold of it.

In the first place his foundation was solid, for he grew up at the mines, where his father had spent his years underground, held always by the irresistible lure of the vein. In his 'teens young Ed began to do odd jobs above ground.

One Miner Enough in the Family

One night his father came home with his mind made up that "one miner in the family was one too many." So Ed left next week for the city to attend business college. On the day of his graduation he had one dollar as ballast in setting out upon the commercial sea, so he didn't do much picking or choosing of jobs.

He was glad to get work and he made up his mind at the start that it was going to be all

business with him. He had to work to live, and the reason he wasn't a miner was only that his father wanted him to be able eventually to live better than a miner could. He determined not to betray that trust of his father's.

His first job happened to be in a hardware store, and Ed Jones has spent every working day in the thirty-six and a half years since among the tools and wares of a hardware stock. Men aren't always born to a vocation by any means. Fate didn't direct Ed Jones; he heaved his own.

Learn From Mechanics and Salesmen

Twenty years and a half pass. Ed Jones works early and late, studies his goods and the catalogs, makes friends of the salesmen and executives in the firm of Osborne & Alexander, learning something from them all. A wide acquaintance with salesmen for manufacturers and jobbers doing business with the firm meant invaluable help and advice and information sources for him.

Perhaps his greatest opportunity for instruction and development was from the customers themselves. Mechanics in different trades told him the sales points of the tools he sold by their questions and demands. They were proud to answer his questions. Any inquiry for new goods set him thinking, any complaint over goods or service sets him thinking some more.

Buyer and Then Manager

Men whose work is of this sort rise, and Ed Jones was presently doing all the buying. When the firm became Alexander & Yost he was made manager, with about a fourth of the stock in his own name. Manufacturers' representatives and salesmen now made it a point to know him, and he in turn made it a point to keep close to the customers, having their interests and peculiarities always in mind, always alert, thoughtful, liberal in the personal attention he gave and the service his firm offered under his management.



"ED"
Ed Jones, the Hardware Tool Man
If a letter were merely addressed:

"Ed Jones,
the Hardware & Tool Man,"
with no other mark on it, and dropped in the mail anywhere in the United States, it would undoubtedly be delivered promptly to this nationally known merchant, so wide has his fame spread and so eagerly is his account sought by manufacturers. If the postal clerk did not know, any manufacturer could tell him.

Hammer this Thought HOME!

You do save money here on
Hardware, Tools, Electrical Supplies

Ed Jones

The Hardware & Tool Man 1172 Market St.

Mr. Jones has found street-car advertising economical and fruitful of results. He picks out the lines the mechanics and tool users ride on, and punches home his messages, carrying confidence and conviction.

Then a big fire (the same one that comes to every merchant some time in his business career). Everything gone, records destroyed, organization scattered, adjustments to make and business in chaos. When the debris had been searched for relics, Mr. Jones, the faithful manager, started to tramp the streets of the city in search of a new location.

After the first day's search he returned home footsore and weary. "Been looking all day for a new location for the store," he told his wife, who was a daughter of the mines also, and had followed a parallel course from the sources of supply to the city, where the hardware stores sold the refined fruits of the earth beneath the soil.

Why Don't You Speak for Yourself, Ed?

"Why do you keep on looking out for 'their' store, walking the streets, up in the morning, bolting your meals, worrying all night? Why not your own store, as long as one has to be started?" This from Mrs. Jones.

But Where Was the Money?

Easy for Mrs. Jones again: "Where is their's? It'll be months before they'll get a

cent of insurance. Your friends are just as good as theirs."



ROY JONES

His friends and his father's like to call him "Young Ed," and he well justifies all this reference implies.

In ten years in the business he has built up the electrical department until there is a daily turnover on 25,000 feet of No. 14 wire and 500 feet of pipe and conduit. From dawn to midnight is his average work day.

There is a wonderful opportunity for hardware merchants in the electrical field, both with contractors as well as household appliance trade, in which thousands of **HARDWARE WORLD** subscribers are becoming more and more active.

Next day Ed spread the news among his friends in the trade as he would see them on the street, taking their advice on his initial orders, the salesman in each case guaranteeing the account personally. One manufacturer's agent wrote a check to pay the freight bill on the initial shipment. Another turned over his samples as the first stock, and these were displayed in the window with high cardboard as a background, so that the passerby wouldn't notice that all the stock was in the window.

Nationally Famous Tool Stores

That was the start 16 years ago. Today there is not a tool man in the United States who does not know "Ed Jones, the Tool Man."

On many lines he buys far more goods than any jobber. Although his is a strictly retail business, his account is eagerly sought by manufacturers.

There are 2000 accounts on his books, even though a tremendous proportion of his business is for cash. So complete is his stock of tools of all sorts that his sales to jobbers on pick-ups are greater than



Although Ed Jones' sales floor proper is but 25 x 100 feet, every inch, both horizontally and vertically, is utilized. Even since this photograph was taken, additional pyramid tables and display racks have been installed.

Additional space in an adjoining store and the basement are used for storage and reserve. Mr. Jones' own desk is on the left of the main floor, half way to the rear. Fifteen real salesmen are busy all day long waiting on the trade, and never a time but that there is a group gathered in front of the double display window, full of good tools. This view does not near do justice to the immense stock carried.

his purchases from them. It has become a by-word in the city in every other store: "Have you tried Ed Jones?"

By making the store mechanics' headquarters, catering to their every need, ordering special equipment, keeping the stock full and complete on such lines as Goodell-Pratt and L. S. Starrett, employing the best salesmen available at the best price paid, Ed Jones has worked up the largest business in his city in his line. For he does not go into household goods—hasn't the room. "Intensive" rather than extensive has been his guiding principle.

Electric Department Brings Contractors

An addition in the last four or five years more important than acres of floor space or blocks of plate glass windows has been an electrical department, under the very active direction of Mr. Jones' son, Roy, who is a good-sized "stick off the old block" in his earnestness, his facility to work about two normal shifts a day, and his father's ability to handle men, whether customers or employees.

The electrical department solicits business from the contractors as well as on the floor. An outside man goes after this business—and gets it. The "Association" put every tie they could find on the track. They boycotted, they tried to stop the source of supply, they undercut, they cussed and discussed.

As a result of the continued opposition, Ed Jones now does business with two-thirds of the contractors in the city. They know that they can get their tools and other equipment at the same place, they get immediate service and personal attention—often they pick out their own orders right on the floor, which they could not do at any big wholesale electrical supply house.

Mr. Jones believes in personal contact. His own desk is right in the middle of the store on the main floor, where he is available at all times for customers or questions from any member of the organization. Either he or his son are always at the store during business hours, and usually both.

Ed Jones Buying When Others Stopping

During the last two years, when many dealers and wholesalers curtailed their purchases, Ed Jones kept right on buying, keeping his stock complete and assorted. For it is that stock which attracts the people to his store.

He is a great believer in advertising and uses street car cards, newspaper space, windows, banner signs and general publicity consistently, always aimed directly at the mechanics and those who want and know good tools.

All in all, the growth and development of this business is a glowing tribute to hard work, profitably utilized experience, friendships born of confidence, and more concretely specialization and the development of one or two departments on a scale commensurate with the needs and demands of his community.



SUDDEN PASSING OF ROBERT E. SHANAHAN, GENERAL MANAGER BISSELL SWEEPER CO.

Grand Rapids, as a community, as well as the Bissell Carpet Sweeper Co., suffered a severe loss in the sudden passing of Robert E. Shanahan, secretary and general manager of the company, and for 40 years associated with the firm.

The youngest of five brothers and two sisters, he worked on the family farm in Michigan until he was 21, graduating from the nearby country school. His brother, Maurice, had been with M. R. Bissell in the crockery business in Grand Rapids and had assisted in founding the sweeper business in 1874. In 1882 the lure of business life proved too great for Mr. Shanahan and he left the farm and became a clerk in the Bissell organization.

From the very start he was associated with F. M. Deane, the present president of the company, who says of him, "He was the most considerate man I have ever known, and he had high ideals in everything, not excepting his business." He rose rapidly, and in 1899 succeeded to the general management, from which death removed him.

Mr. Shanahan was a business idealist, who made it his mission to raise the standard of business honor. He was a lover and patron of the arts, of music and of literature, an enthusiastic athlete in his younger days and a familiar figure on the golf links.

Surviving Mr. Shanahan are his wife and two daughters, Mrs. Florence Peck and Miss Camilla Shanahan.

President and Treasurer F. M. Deane announces that the company's policies will be continued as heretofore.

It takes 65 muscles of the face to make a frown and only 13 to make a smile. Why work your face overtime?

Better America Federation

[The average merchant or business man, so engrossed with his every day affairs, has been lulled into the belief, "now that the war is over," that the affairs of our nation do not interest him. Little does he realize that the radicals and bolshevists "slumber not, nor sleep." Little does he know that the radical elements, largely financed by collecting funds from just such as he, under the false guise of "saving the starving women and children of Russia, Austria, Near East" and what not, are enabled with these millions to conduct their "educational campaign" in schools and colleges and their propaganda in newspapers and magazines. From time to time, on this page, we shall present some facts that should serve to arouse every true American father and mother to the dangers in our midst—to what is being taught your children—not in the universities, colleges and city schools alone, but in the grammar and country schools as well.]

RADICAL PROPAGANDISTS ACTIVE

It behooves every true American to keep an eye open, in fact to keep informed as to the activity of the bolshevists, anarchists and radicals in general, who continually seek to disguise their activities under various names: workers for industrial democracy, advocates of the speech, workers of America—in fact their names are almost legion.

Many times they seek contributions under the guise of saving the starving women and children of Russia, or some distant land, the funds thus obtained being used to finance their activities in the United States.

For several years a group of "intellectual" revolutionists in New York City have been flooding America with propaganda denouncing our form of government, defending slackers, eulogizing anarchists, and openly arousing class conscious passions amongst the so-called "workers." The principal medium for this propaganda has been a monthly magazine, *The Liberator*, of which Max Eastman, Harvard graduate, has been (and is) editor-in-chief.

We are advised from New York that the total circulation varies from 100,000 to 300,000 per month. Hundreds of copies are sold nearly every night in the week at radical meetings in the larger cities. Well-thumbed copies are on the reading tables in radical "hang-outs" throughout the country.

Eastman recently said in his *Liberator*, "It is good to see the signature of Bill Haywood signed once more to those strong, simple, moving appeals sent out by the I. W. W."

Floyd Dell, associate editor, in describing the I. W. W. said "they (I. W. W.) are what one thinks of as an American at its best—what that word meant while it still meant something."

In another issue of the *Liberator* we find: "The deportation (of the Goldman-Berkman group of anarchists) might be described as the period of the Myth of American freedom."

Right at this time they are most active in their campaigns for funds — sometimes under the guise of various workers' organizations, charitable organizations with names disguised to catch the unthinking, sometimes co-operating with the "non-partisans" and in other ways endeavoring to secure funds to finance their publications and propaganda.

If *The Liberator* really needs money, it ought to be able to raise a tidy sum from two or three

of its stockholders—for instance, Charlie Chaplin. The film comedian has considerable spare change and not only is a stockholder in the *Liberator*, but quite proud of his friendship with Max Eastman. In the London (England) *Evening News*, issue of December 2, 1921, Charlie Chaplin has a four-column story entitled "My Farewell Party," given by him the night before he sailed from New York for Europe. After relating some interesting details of the party, such as:

"In spite of Mr. Volstead, there was a bit of golden water to be had and it saved the day. The fizz water made us feel very young."

Mr. Chaplin says:

"Among the guests were Max Eastman, one of my best friends, a radical, a poet, and editor of *The Liberator*."

That you may be able to better recognize some of the intellectuals who are busy with their pen in urging a revolution in America (doubtless such a revolution as former Secretary of Labor Post urged when addressing the shipworkers, who were continually striking when America's youth were fighting the cause of freedom, and who was drawing his salary from the government as a cabinet officer when advocating such)—here are the names of some more. Remember them when you see writings for the cause of "freedom" and "industrial democracy" and what not.

Editors:

Max Eastman
Floyd Dell
Hugo Gellert
Arturo Giovannitti
Michael Gould
William Gropper
Claude McKay
Robert Minor
Boardman Robinson
Lena Borowitz

Contributing Editors:

Cornelia Barns
Maurice Becker
Howard Brubaker
Eugene V. Debs
Crystal Eastman
Lydia Gibson
Helen Keller
Maurice Sterne
Louis Untermeyer
Clive Weed
Charles W. Wood
Art Young

Then there is Wm. Bross Lloyd, Chicago millionaire, who also is a *Liberator* stockholder. Mr. Lloyd was convicted six months ago of being an active communist, but he still has his check book. He is reported to have given over \$200,000 to the Communist party in one year—so he isn't what one would call a "tight wad."

Max Eastman isn't worrying about where the money is coming from. He knows where the loose purse strings are among the "highbrow" radicals.

The folks who should be worrying are the rank and file of red-blooded, sure-enough Americans.

Does "freedom of press" mean license to destroy? Whose business is it to put a stop to this sort of thing?

Does your conscience bother you a little?

Have you been neglecting something?

If you want to help, address the Better America Federation.

Centennial Celebrated by A. Baldwin & Co., Ltd.

FEW men live to be a hundred years old, and very few institutions in the United States can look back on a century of history. There has been such tremendous change in the country, in manufacturing processes, and conditions of commerce, that very few businesses of 1822 continue in 1922.

Among the wholesale hardware houses we can safely say that A. Baldwin & Co., Ltd., at New Orleans, is doing decidedly the unusual in celebrating the one hundredth anniversary of their birth this year.

Just as length of life of a man depends on the care he takes of his physical self as well as the habits and thought of his mind, so the continued existence, growth and strength of an institution depends not alone on its wealth, its backing, its organization, its physical aspect, but perhaps even more upon its spirit, the policy and principles that govern every member of the institution, the traditions and history, the fair name and confidence that the house enjoys among its customers and in its neighborhood.

Time is a sure and fatal test, and 100 years in the past are practically sure guarantee of long life and continued growth to come.

Rogers, Sil & Slocomb, origin of the present business, was a little hardware store at 11 Chartres street, New Orleans, in 1822. Eleven years later, through the death of Mr. Sil and the withdrawal of Mr. Rogers the business had become Samuel B. Slocomb & Co., and R. Richards, C. Worrell and R. W. Montgomery became partners in the firm. By 1841, after the death of Mr. Slocomb, the name was changed to Richards & Montgomery. Until 1854 these two gentlemen alternated in the control of the business, and in the latter year W. H. McClean and Cuthbert H. Slocomb, son of the original founder, entered the business, and it became Richards, Slocomb & Co. With the accession, four years later, of

J. W. Saunders and H. F. Baldwin, uncle of Gustave B. Baldwin, the present president, the firm name changed again and became C. H. Slocomb & Co.

Dissolution and Inactivity During War

In 1862 the Civil War forced a dissolution, Mr. Slocomb entering the army with most of his employes, consecrating their services to the Confederacy. Very little business was transacted until the fall of 1865.

During the war Mr. H. F. Baldwin had died, leaving Mr. Slocomb alone to face the difficult task of reconstruction, and it is here that the great personality of Albert Baldwin is introduced into the company's history.

A. Baldwin a Massachusetts Boy

Albert Baldwin was born in Watertown, Mass., in 1834, and as a boy showed a remarkable mind, particularly in the field of mathematics. His first mercantile experience was with Bebee & Morgan in Boston, and in this store he had as his associates such other master merchants in the making as Cornelius Bliss, Marshall Field and Levi P. Morton.

At his brother's request he left New England for New Orleans, there to enter the wholesale dry goods business in which H. F. Baldwin also had an interest. In the new position A. Baldwin was quick to adapt himself to the ways of the South, and his superior mind and previous merchandising experience helped him to forge ahead. He made it a point to cultivate the acquaintance of merchants and planters from all over the South when they made their semi-annual buying trips to New Orleans.

During the Civil War he was connected with the C. H. Slocomb estate, and with the death of his brother joined with Mr. Slocomb in rebuilding the hardware business. In 1867 he became a co-partner, and seven years later the firm became known as A. Baldwin & Co.



The little shop of Rogers, Sil & Slocomb, established in 1822 at 11 Chartres Street, in old New Orleans, has grown into the great organization of A. Baldwin & Co., Ltd., with the great headquarters we see on the right and reaching with its service into all sections of the South.



J. B. Walton,
52 Years in Service.

Adolph Katz,
Vice President.

C. S. Baldwin,
Attorney-Director.

G. B. Baldwin,

President.

C. B. Dunlap,
Mgr. Retail Dept.

Waldo M. Pitkin,
General Manager.

J. M. Carbine,
Mgr. Machinery Dept.

E. M. Rea,
Sec'y-Treasurer.

The executive officers, directors and the man with the longest service record in the A. Baldwin organization. It is these men who are carrying on today the traditions and continuing the good-will and sound merchandising principles of Albert Baldwin, who developed this great business and was the commercial father of all these boys of his big household.

Three Sons Have Succeeded Him

After the incorporation of the company in 1888 and the later death of Cartwright Eustis, secretary and treasurer, H. F. Baldwin succeeded to the latter position. When A. Baldwin resigned from the active presidency it was in favor of his son, A. Baldwin, Jr. When the latter passed away, in 1915, H. F. Baldwin became president, who in turn retired in 1918 in favor of Gustave B. Baldwin, Mr. Baldwin's fourth son, who is the present president.

Other present officers are as follows: Adolph Katz, vice president; Edgar M. Rea, secretary-treasurer; Waldo M. Pitkin, general manager; James M. Carbine, manager machinery department; Claude B. Dunlap, manager retail department; Cuthbert S. Baldwin, director.

Mr. Baldwin's was a powerful, able personality. His keen judgment, his business sagacity, foresight and analysis were accepted as final by the entire South. He was a man of decided likes and dislikes, a religious man, and a great sportsman and outdoor man. His interests and connections extended into many fields as he grew older, he being a great leader of industry, finance, and commercial activity in the South.

Waldo M. Pitkin Dynamic General Manager

General Manager Waldo M. Pitkin is one of the members of the "old guard," and though he has been connected with the company for 35 years, he has every characteristic of a young man, in his energy, his enthusiastic optimism, his popularity with his fellows, his alert sympathy with all departments and problems of the business, and his immense capacity for hard work.

Mr. Pitkin began as a stock boy and has made his own way in the institution, on merit and hard work alone. He is one of the busiest men in the South, interviewing from 200 to 300 men a day oftentimes. Minutes are time with him, and he makes it a point to keep in touch with even the details connected with the management of the great business. The convention of the Southern Jobbers' Association, which met at New Orleans last month, elected him to the presidency for the second time, thus testifying to the regard of his associates and competitors, as well as to the fact that a busy man can always do more.

G. B. Baldwin Also Trained in House

President Gustave B. Baldwin entered the company in the retail department when he was 19 years old and later served his time as a salesman. He has been chief executive for four years and he and Mr. Pitkin are said to "run the business."

Another member of the organization who is old in point of service and youthful in point of view is B. C. Dunlap, manager of the retail department, 25 years in Baldwin service, and a director of the company.

WAR TAX BURDENS

Professor Irving Fisher recently subjected to investigation the tax levies of Germany, Great Britain and France, reduced their tax payments to a common gold level, and announced that the average Frenchman is paying \$35 taxes, the average Briton \$60 and the average German but \$10.

The Frankfurter Zeitung apparently concedes these figures to be correct, but comments that they take no account of the German policy of balancing her budget by increasing her emission of paper marks. That is, by swelling her promises to pay she meets two-thirds of her current government expenses, leaving only one-third to be met by current taxation.

If promises to pay be added to taxes levied, to arrive at a comparison, the method must be applied to all alike and the comparison would still show the victor, France, staggering under tax burdens enormously out of proportion to those of Germany, the loser.

Had Germany been victor she would have seen to it that the vanquished paid their full share of the cost of war, nobody questions that.

Answers to Objections of American Valuation

(By Walter Camp)

FIRST I want to answer a point which has been brought up, and that is that the American valuation plan would permit of a combination of American manufacturers who could and would increase the price of their particular commodities so that an additional duty would be collected and the price to the consumer would be out of sight.

We'll say a German article is brought in at forty cents, and an American article sells at fifty. Suppose there is a 20 per cent duty on that. Now, if it is levied on the German price it is eight cents. If it is levied on American valuation it is ten cents. It makes his forty-cent article fifty cents, as against fifty cents of the American.

I am an American manufacturer. I would be delighted to get a dollar for that article if I can. So I put my price up to a dollar. The German is putting his article in at forty cents, and he now pays 20 per cent on the dollar, which is 20 cents. It makes his article sell at sixty cents against my dollar article, and I am out of the business.

As long as a duty is less than 100 per cent any man who raises his price raises himself out of the market. Because the German price is only advanced twenty cents, while my price is advanced fifty cents, and every time I make an advance as long as that proportion of the tariff is less than 100 per cent that is what happens. So that it is impossible for anybody to add to his prices under the American valuation plan.

Now, what is happening with the exchange? Before the war if you paid for a dollar to a German agent here that dollar went over to the German factory and it gave the German factory four marks to pay its output. Now, the dollar—day before yesterday—gave him 195 marks to pay his help with.

Dividends in German Factories

Don't you suppose there is any reason why the iron foundries over there just declared a 50 per cent dividend? Why, thirty concerns have been declaring dividends all the way from 30 per cent up, when they have that margin to work on. The scale of living has gone up five times, and the scale of wages seven times, but the depreciated mark leaves an enormous margin, and the job of the American workman is being done on a German bench.

I had a letter the other day from a German agent offering me stock control in a clock factory. It is very easy for me to see. I can make 50 per cent if I take my capital and put it over in Germany, because my price when it is brought in here is below anything that any American manufacturer can do business on. It

is not a question of wage scale; it is a question of exchange.

I had a circular the other day, saying:

"We have these goods ready for immediate delivery in New York. They are made on American machines in our German manufactory at a low wage scale. We can offer them at 25 to 50 per cent below the price of the American-made article."

All Other Countries Have Acted

Canada has multiplied the mark by seven and one-half times for duty purposes. Why? Because they are not going to let the job be taken from the Canadian on his Canadian bench and put on the German bench. They are more interested in the indemnity than we are. They are not going to let their workmen lose his job to the German. England, the greatest trading nation in the world—smart and clever—and they have been clever for ages in trade. They have put on some stiff duties and then in addition they allow a drawback.

Objection of Importers

The importers say they must know what the price is. If they make a contract today and are going to have these goods six months from now they must know what the price is. Why don't they read the present law? He doesn't pay his duty on the contract price. He has to pay on the foreign valuation on the day those goods are shipped.

How are you going to find that out? Suppose your city tax rate was set at twenty mills, and then having set your tax rate at twenty mills, and said, "We will let you value your own property." That is exactly similar to this. You set a duty and then you let the man say what prices he is going to pay, how much money he is going to pay, because he undervalues.

It was testified before the Senate Finance Committee that the cost to us is from ten million to forty million dollars a year in undervaluation of cases caught, to say nothing of what they didn't catch. I am not saying that these are under-valued intentionally. Of course, you all know you couldn't possibly put a taxation in a city if you levied the rate of twenty mills and then let everybody assess his own property as to what value that property is.

Administration Direct and Simple

Finally, about the administration. I don't know whether you have seen it. We have seen the copy of an address delivered before the Berlin chamber of commerce by the chairman of the meeting behind closed doors and in that he described what was going on. He described the two sets of prices which they had to have, and also the trans-shipment from one consular

province to another in order that the consul who certified the invoice would not know the price of the goods.

Having reference to trade, his contention was this: He was asking the German government to come in and take up the matter with the American government, because when he was caught in fraudulent undervaluation his goods were confiscated, and he wanted the German government to protest. You cannot get your prices on a basis of that kind.

I happen to be in a syndicate with Maximilian Harden, one of the most eminent publicists of his day and generation, and in one of his articles, which I think has not been in print yet, he said: "We think that if you go much farther you are going to wake up the United States to this question of the goods coming in here at such low rates, that they must put anti-dumping legislation on."

The Federal Commission of Exports in Germany sent out to all the cartels here a month ago notice to them they are the price-fixing and selling agencies of Germany, that they must not sell at such low prices as they are now selling over here, that they must come more near the American valuation, for if they don't then the United States will take some definite action about this dumping of the goods on us.

Fear They'll Wake Us Up

Think of it—that we sit asleep and our friends, who are taking this job from us, have to warn their people lest they should wake us up! They could sell much lower than they are selling now. There is no question about it on this present exchange.

It is possible for them to sell fifty per cent lower than they are now selling. On the front page of the New York "Sun" recently Germany threatened a slash of prices, and where the German industrial leaders said it could easily be done on the present value of the mark. There is no question about it. They can put in any article they can make in Germany against any article that is made here on the exchange alone, regardless of wages, so that we will have to shut every factory we have.

"Now," they say, "we are going to do that unless you loan us the money to pay England and France." This is a rather peculiar proposition to put up to this country.

Best Combative Method Proposed

This is a thing we ought to be awakened to, and the sooner we are awakened to it, the sooner we will take some means of protection such as the American valuation, which is far superior to any method that England and Canada have adopted. It is a more reasonable method and a more certain method.

They can adopt things that we cannot here. They have just instituted a jury system in England where they can compare goods which interfere with their key industry, or where they

can raise duties within twenty-four or forty-eight hours. It would be rather hard to get the House of Representatives or the Senate to act within forty-eight hours.

Someone illustrated the way this thing is going. Two dogs were unloaded from the Dumphrey coach in Scotland, and the porter at the station said, "Where are these dogs going?" The train porter said, "I don't know; they had a tag on when they started, but they ate up their direction and God only knows where they be going now."

We cannot get action in short order. This is a democratic government and we cannot get action in short order. But both parties and all parties of the nation have stated, and even the importers, when they come out, they say they wanted the American to have protection.

You cannot protect him against the present rate of exchange without an American valuation. If we did multiply the mark by seven or eight times we would have to multiply by twelve times, and we would have to vary it and get our House of Representatives and Senate together and change it again. That is impossible.

BOBBY'S ESSAY ON DOORS

Most houses have all the doors they need and no house is complete without at least one. The 2 mane differences between a door and a gate is first, their opposite location, and 2nd, people have mutch less respeck for a gate and would rather kick it than nock on it. But a gate is more usefill than a door because it does everything a door can do and besides that it can be climbed over and awffen is.

One of the most imbarassing things you can do in a strange house is to wawk into a closet wen you thawt you was opening the door to the hall. One way to avoid this is to put a little chawk mark on the inside of the door when you come in, in case theres a lot of closets.

The doornob is a small but important part of a door wich people never appriciate till it comes off. Most people never notice the doornob unless it is brawt to their attention on account of having jam or sumthing on it wen they go to tern it.

Doors are grate things to give people privacy and would give them still more if it wasn't for the keyholes.

One of the most diskusting things a door can do is to skweek wen you dont want enybody to notice you going out.

The easiest way to close a door would be to slam it if sumbody dident genrelly make you go rite back and close it rite. The only thing that makes a grown up persin madder than banging a door wen you go out of the room is not closing it at all. One of the last things children lern is to shut doors after them, on account of they would jest as leef have them open as shut and maybe leeper.

BELKNAP'S NEW BUILDING No. 12

The Belknap Hardware and Manufacturing Co., at Louisville, is planning a great new twelve-story building, an addition to the present plant, to be known as "No. 12," one of the largest and most impressive structures in the United States devoted to the hardware trade.

The new building fronts 288 feet on Main street and 204 feet on First street and the floor area will include 747,000 square feet. In addition to the twelve stories there will be a basement.

The general offices of the company will be located on the eleventh floor, while the top floor will be taken up with lockers, cafeteria, assembly, rest and recreation rooms for the employes. Other departments in the new building will include the printing office, catalog department, and saddlery factory. The space now occupied by these departments in the company's present quarters will be utilized for the storage of merchandise.

Another expansion movement on the part of the company will be the removal of the power plant from the basement of the present No. 1 warehouse to a new building on a new site at the corner of Snead and Washington streets, occupying a space 84x95 feet. This plant will have 1200 h. p. boilers and 800 k. w. turbine generator sets, with railroad connections and automatic ash and coal handling machinery.

The general contract for the construction of these two buildings and connecting bridges has been awarded to a Louisville contracting firm at a price something over \$1,000,000. President William Heyburn of the company hopes to have the new quarters ready for occupancy within a year.



BUILDING No. 12, BEING ERECTED BY THE BELKNAP HARDWARE CO., LOUISVILLE, KY.

THE WORLD'S MOST STARTLING COTTON SITUATION

Eugene Levering, chairman of one of the largest banks, in discussing the business situation, said:

"In the South tremendous benefit has been derived from the recent advance in the price of cotton, and while the product has not been moving so freely there has been sufficient selling to enable the farmers to meet their indebtedness at the banks, and the financial institutions have in turn, been in a position to release funds for other purposes. Nor has this benefit stopped with the South; its effect has extended to other parts of the country and relieved credit conditions, which relief has been reflected in the reduction of outstanding loans."

The definite effort put forth by Secretary Houston and the Federal Reserve Board to break the price of cotton and of other farm products, which they accomplished to such an extent that Governor Harding admitted that he could not stop the decline when he thought he could do it, very nearly bankrupted the entire country. Indeed, Mr. Moreton Frewen of England said that this "deflation very nearly bankrupted the universe," for the financial world followed the lead of American deflation; and the deflation of the Federal Reserve Board was a definite attempt to break down business, under the impression that that was the way to cure a fever of activity.

It is not generally regarded as a safe proposition by intelligent physicians to break a high fever by some drastic and powerful remedy which if at all successful would leave the patient too weak to survive. But the Federal Reserve Board thought that the way to break the fever of speculation was by that system, and in doing so it very nearly caused a complete collapse of the business of the whole world.

The advance in cotton is proving an untold blessing to the South, and as Mr. Levering very correctly says, it is helping the rest of the country. An advance in wheat and corn and livestock and in manufactured products would prove equally as helpful in lifting the burden of unemployment, in stimulating business activities, and in starting the world on the road to prosperity again. There never has been, and never will be, prosperity under steadily declining prices and lack of employment.

And so every business man in the country may well rejoice that the higher price of cotton is helping to save the situation by adding up to the present time about \$750,000,000 to the value of this year's crop and of that brought over from last year. About \$500,000,000 of this amount will be in the South, perchance much more before the advance stops.

The world needs cotton, and it will need it in an ever-increasing quantity. It will need it to a far greater extent than the South can

supply, even if cotton sold at twice the present price. The world needs cotton one hundred times more than the South needs cotton.

It has been well said that upon the cotton crops of the South depends the maintenance of civilization itself, for without cotton clothes and cotton goods, the world would sink back into barbarism, unless some substitute could be found, and the world's ingenuity has never yet provided any.

THE HORSE, THE DOG AND THE MAN

The horse and the dog had tamed a man, and fastened him to a fence;
Said the horse to the dog, "For the life of me, I don't see any sense
In letting him have the thumbs that grow at the sides of his hands, do you?"
And the dog looked solemn and slowly said, "I cannot say that I do."

The poor man groaned and tried to get loose, and sadly he begged them, "Stay!
You will rob me of things for which I have use by cutting my thumbs away!
You will spoil my looks, you will cause me pain! Ah, why should you treat me so?
As I am, God made me, and He knows best! Oh, masters, pray let me go!"

The dog laughed out, and the horse replied, "Oh, the cutting won't hurt you, you see,
We'll have a hot iron to clap right on, as you did in your docking of me!
God gave you your thumbs and all, but still the Creator, you know may fail
To do the artistic thing, as He did in furnishing me with a tail!"

So they bound the man, and cut off his thumbs, and were deaf to his pitiful cries,
And they seared the stumps and they viewed their work through happy and dazzled eyes:
"How trim he appears," the horse exclaimed, "since his awkward thumbs are gone!
For the life of me, I cannot see why the Lord ever put them on!"

"Still it seems to me," the dog replied, "that there's something else to do;
His ears look too long for me, and how do they look to you?"
The man cried out, "Oh, spare my ears! God fashioned them, as you see,
And if you apply your knife to them you'll surely disfigure me!"

"But you didn't disfigure me, you know," the dog decisively said,
"When you bound me fast and trimmed my ears down close to the top of my head!"
So they let him moan and they let him groan, while they cropped his ears away.
And they praised his looks, when they let him up, and proud indeed were they!

But that was years and years ago, in an unenlightened age!
Such things are ended now, you know; we have reached a higher stage!
The ears and thumbs God gave to man are his to keep and wear,
And the cruel horse and dog look on and never appear to care!

—S. E. Kiser.

Increasing Sales and Profits on Paints

(By E. T. Gray)

I HOPE I may say something to you that will help you, in a measure, at least, to visualize the possibilities of the paint department of your business—a department that I believe is one of the best in your business—a department that will give you as much, if not more, profit than any other. If we can only visualize the possibilities of what we have to do, how much better we can do those things than if we could not get that viewpoint.

We enter a town with three merchants handling paint, each selling \$2000 of paint per year. I could go to any one of them and say, "Is it possible for you to do any more business in your paint department?" and he would say, "No."

Among the three they are getting \$6000 of paint business. The possibilities of that town are \$24,000 of paint business—\$18,000 more than they are obtaining today. I do not say it is probable to secure \$18,000 more paint business in that town, but there are the possibilities to work upon, and that is all any man can ask for.

I can say to those men, "You are getting \$2000 of paint business and you believe it is all there is to be obtained; yet you are only getting 25 per cent of the possible business. Do you think it is impossible for us to get together on a plan that will give you \$4000 or \$6000, in place of \$2000?"

There are plans being worked out by paint concerns which are doing just that thing for the hardware merchants. You may say, "It can't be done"; but we say, "It is being done."

The natural question is, "How are you going to do it?" That is the business of the paint industry. I do not say you can do it, but I do say there is a way it can be done. "How?" I will give you my answer in this way: We will educate more people to use more paint.

Matter of Education

Did you ever stop to think we might be wearing women's dresses clear to the ankles this morning if it had not been for the fact somebody educated us to wear clothes such as we are wearing? We might be burning tallow candles, and so on up the line. Everything we are doing is the result of education.

William Wrigley started in the gum business without a dollar. He became a gum king, not by tearing down the other fellow's business, but on a policy he has pursued to educate more people to chew more gum, and that is what he has done.

With the first \$150,000 he could get, he went into New York City and said, "I am going to make Broadway chew gum." It was swallowed up. He went back the second time, and the third, and did not get any body to chew gum. The city was too large and the amount too small.

With the next \$150,000 he went to Rochester, New York. From the moment he started there until the present time, his course has been steadily upward.

Public Desire Created

I could give you the experience of the "Sun Kissed" orange, and the "Raisin Maid" raisin, or any number of things that have grown to their present vast amount of business which they enjoy simply because of the education of the public which has created a desire to use those products.

That is exactly what we are aiming to do in this business. We have found in going about the country examining stocks of paints, in making estimates taking the average \$1000 stock, that \$750 of that \$1000 stock is sorted in lines such as house paint, lead, linseed oil and materials of that kind on which you obtain about 25 per cent profit.

That gives you on a one-time turnover \$187 a year. If that same \$1000 stock consisted of at least 25 per cent of specialties, which give you a profit of about 50 per cent, it would mean \$312 on that one-time turnover. That's the stuff you want.

50% Profit on Three-Fourths Your Stock

By educating more people to use more paint and following out a regular system promoted along those lines, we are going to change the stock around so that \$1000 stock consists of \$750 in merchandise that will give you 50 per cent—a \$750 stock in specialties and a \$250 stock of the right kind in lead, oil and mixed paint at 25 per cent profit, thereby increasing your profit to \$437, or around 44 per cent a year.

That is getting down to brass tacks. It is putting that department on the right basis. The paint industry will do those things for you. The education of the people to use more paint gives you more of a twelve months' business than you are obtaining by taking what you can get; so it is not only giving a better profit, but more of a twelve months' proposition such as you want.

I want to give you a few figures concerning the extent of that department of your business. Even before you enter a house, the possibilities of paint are there. The porches and steps of the average house have 366 square feet of surface.

Get Your Money Out of the Cellar

There are 1005 square feet on the average cellar floor, and 1778 paintable square feet on the cellar walls. It is a vast possibility, and somebody some day will cash in on it. There are good sales possibilities in a concrete floor paint.

The American Radiator Company have advertisements getting across the idea of making a room out of your cellar.

Chairs, dressers, etc., have an average of 1092 square feet of furniture surface that needs some finish. Possible sales for furniture finishes are found to be five times larger than most dealers think, and ten times larger than they get.

There are 1088 square feet of surface in baseboards, walls, etc., while the amount actually sold is only a fraction of that.

There are 312 square feet of screen surface.

Few people think about roofs, yet there are 1031 square feet in roofs. Yet one of the largest paintable surfaces often remains a barren sales possibility.

More and More Exposed Possibilities

Nine out of every ten barns are being destroyed now by the unseen forces of Time. This destruction is costly to the farmer. The barns and garages represent 4737 square feet on the average farm.

If you could stretch each section of your radiators you would be astonished to see 254 square feet of radiator surface.

If all the farmers' trucks and implements should come through the streets in a procession, you would realize what an enormous amount of truck and tractor finish could be used.

In order to get this profit, the possible paint sales must be turned into actual sales. Henry Ford had a vision. He saw not the thing that was, but the thing that might be. What we need in our business is more vision. How many motor cars pass your stores daily in need of finish?

Displays and Advertising Greatest Importance

We are informed the number of people passing a display window in various sized towns is as follows:

Number of Inhabitants.	No. Passing Window in Twelve Hours.
1,000.....	178
2,000.....	356
3,000.....	534
4,000.....	712
5,000.....	890
10,000.....	1,780
15,000.....	2,670
20,000.....	3,560

25,000.....	4,450
30,000.....	5,340
35,000.....	6,230
40,000.....	7,112
45,000.....	8,000
50,000.....	8,900

In the East, show windows are considered so important that they charge for using those show windows. If our company wanted a window, we would have to pay a certain price, depending upon the size of the town.

You may advertise in any number of ways. You may be reading of our goods in your home a mile or two away from the goods themselves, and you may make up your mind you are going to buy a certain article, but you are quite a distance off.

Many things might happen before you get there. In passing a window and seeing what is there, properly displayed, you are only a step and a moment from the merchandise itself. The other day in passing a window, I saw a tie which attracted me. I walked into the store and bought four ties and a shirt. I spent eight dollars, and only expected to spend a couple.

We cannot overlook the importance of window display.

People do not buy silks, clothing, shoes, hats, etc., only as those which they have are worn out. Did you ever stop to think of that? But, gentlemen, they do buy paint to preserve that surface that is not gone.

The Conserver of Property

We may have a building worth \$100,000, and in time, if certain surfaces are not properly preserved by the use of paint material, the building will depreciate 40 per cent. Did you ever stop to think what a conserver of the wealth of this nation paint is today?

Any surface, properly taken care of, will be good a thousand years hence. Scrape the finish off and see how long before it will be rotted. Take a home. All of us have seen homes left vacant for a short time and have noticed how rapidly they deteriorate.

The paint industry has a wonderful place in this world today. I will let you into a secret. You have all heard of this "Save-the-Surface" campaign. The women have taken that up! Notice the next eight or ten women as you go out of this hall today and see if they haven't already started to "save the surface."

Industry buys 66 per cent of the paint sold, used and manufactured in the United States. To show you what industrial concerns think of trade brands — the other fellow's brand as he mixes it for them — what they think of their independence—78 per cent of the industrials today of the United States are taking trade brand paint; 7 per cent are writing their own specifications, and 15 per cent private brand. It speaks volumes for mixed paint today.

Present Particular Buyer Demands Quality

As people come to buy in small lots, they come to buy more particularly. There is a point in that for every one of you. It is therefore, necessary today, more than ever in the history of your business, that quality should be the watchword.

During the war when everybody had money, and silk shirts were selling from \$16 to \$20, we were buying them and never questioning the quality, because when the silk shirt was worn out we had enough money to buy another. That was not the time quality was considered.

Today when your customer walks into your store with a little money in his pocket, he is going to get that money's worth; and he will investigate quality more today than ever before. I believe.

How many lines of merchandise do you carry for which you are the exclusive agent? How much more your efforts would count if every one and their friends who bought a satisfactory article had to go back to you if they wanted the same brand again.

Stand in With the Painter

He is in a position to do you a lot of good or harm. He is not worth 50 cents—he has hardly enough to buy

his next meal—and you are the leading merchant of the town; but the lady comes to you and you tell her one thing, and the paint-pot painter tells her another, and she will believe him. It is just as well to have their good as their bad will.

Of all lines sold in the central western states, the paint line is selling the fourth best. The reports given show that almost universally farm buildings are badly in need of paint—the percentage being 96.9 per cent. What a wonderful field for the paint business! I do not know how much we will get of it.

In hard times they will resurrect that old table and chair from up in the attic or down in the basement and refinish them, and do many things they would not do if it were not for hard times.

Give the Department a Chance

I want to say a word about the location of your paint department. I have gone into more hardware stores and had to get a search warrant to find the paint department. Sometimes it is in the cellar or in a back room. It has not been given a square deal. I say, "How is your paint business?"

"Rotten!"

What else could it be? You cannot expect much more out of it than you put in. Is it possible to make it better? Have you given it a square deal? Take a little interest in the department and give a square deal this year if you have not before.

Say to yourself, "For one year I am going to try it out." Look the Paint Department in the face and say, "I have not treated you right; but on the square, I am going to talk to you this year and have you talk back to me. I will give you a square deal and the right location. I believe I can slip the graniteware back a little. We will take a try-out, anyway."

If you do that and honestly believe what you say to the Paint Department, I will say to you that Paint Department will come up smiling and pay you as good returns as any other department in your business, and far better than some.

I have some plans here—some blue prints—for the purpose of taking the room you have today and making it into a less number of feet. Give it a better location and we will fit up the paint department by these blue prints in a way that will be pleasing and economical to you. If you are interested, you can use these for your shelving.

Getting What We Go After

I think there are lots of things we could get if we would go out after them. I will never forget one hardware man who came to our house last fall, and he told an awful tale of woe! I really wept.

I saw him after the meeting. He said, "Let me tell you something: I sold one hundred lighting systems this year to those same farmers." I would believe at least there is some of that business that can be had if we will go out and get it.

I am reminded of a cartoon of Mutt and Jeff. Mutt had a race horse and Jeff was his hostler. The day for the race arrived and Mutt went to the track. The hour set came, and no horse. Mutt hastened to the stables and found Jeff sitting down outside, enjoying life and smoking a pipe.

Mutt said, "What's the matter? Don't you know this horse is about to enter the race?"

"Yes."

"Then why haven't you got him ready? Have you cleaned him?"

"All but his hoofs."

"Why haven't you cleaned his hoofs?"

"I was waiting for him to lie down."

The caption of the article was: "Will Jeff Wait for the Horse to Yawn Before He puts the Bit in His Mouth?"

I ask you to have faith in the good people of your town and the farmers who surround you. I believe you have faith in them. I hope you have faith in yourselves to do the utmost to get what is coming to you, because you cannot prosper—no individual can prosper—beyond the measure of his own faith.



WHEN SOMEBODY BUYS GOODS OF YOU AND THEN GOES INTO BANKRUPTCY

(Copyright, 1922, by Elton J. Buckley)

A client wrote me the other day: "Jones & Smith have just gone into bankruptcy. They bought a big order from me ten days ago when they must have known they were bankrupt. It seems to me I ought to have the money or get the goods back."

It occurred to me that this was interesting enough to write an article about, viz.: when somebody buys goods of you such a short time before going into bankruptcy as to make it reasonably certain that he knew he was insolvent, what is your remedy? Must you come in and prove your claim like an ordinary creditor, or have you any other recourse?

There are many cases holding that when a bankrupt has bought goods so recently that his insolvency must have been known to him, it is a fraud and the seller can get his goods back. This is an extraordinary remedy which gives him a preference over other creditors, and therefore it can't be used unless the seller can present pretty convincing evidence that when his goods were bought the buyer knew, or should have known, he was a bankrupt.

There was a Massachusetts case not long ago which refused to give a seller his goods back under these circumstances. Here the goods were groceries. The court said this:

The purchase of goods on credit by a person who knows that he is insolvent and will not be able to pay for them, is an essentially fraudulent transaction which resembles larceny. Insolvent merchants not infrequently shut their eyes to the facts about their business or fail to keep properly informed about it; sometimes deliberately, but oftener, I think, through lack of courage to face the situation. Such men keep their business going after it should have been closed up and keep obtaining on credit which by no possibility can be paid for. While such persons are not consciously fraudulent in making purchases on credit, the result on those from whom they buy is the same as if they were. Good faith, which rests only on ignorance, due to a wilful or reckless or despairing failure to face the facts, is in proceedings of this sort, the legal equivalent of actual fraud and entitles the seller to reclaim his goods. On the other hand, a merchant is not obliged to close his doors as soon as he becomes aware of insolvency. If he faces his situation and really believes that he can pull out by keeping on, his purchases made for that purpose are not fraudulent, provided his belief is not illusory and without reasonable ground.

In this case when the goods were delivered the buyer was deeply insolvent. Those in charge of it did not realize that fact. The treasurer, who was also its execu-

tive officer, seems to have kept reasonably close to its affairs. He was not aware of the unsatisfactory character of its accounts receivable, on which it made heavy loans, and while he feared it would make a large loss on its sugar contracts, he was hoping that some way might be found to arrange or postpone the settlement of them. It is not shown that his failure to appreciate the seriousness of the company's condition was due to such ignorance of its affairs as I have referred to, nor that his expectation at the time of these purchases, that the company would be able to continue, was so without foundation as to be fanciful and illusory. The learned referee has found that those in charge of its affairs acted in good faith (and that the seller was not entitled to get his goods back) and I affirm the decree.

There was another case in which shoes sold at wholesale were involved. The buyer bought a lot and almost at once went into bankruptcy. The seller claimed fraud and demanded his goods back. Here the court gave them to him in the following decision:

This is a petition to reclaim goods from an estate in bankruptcy. The petitioner (seller) contracted to sell the goods in question to the bankrupts on or about April 28, 1921, and delivered them May 10th and May 12th following. The involuntary petition in bankruptcy was filed May 17th. The ground of the present petition is that the goods were fraudulently obtained without an intention or expectation of paying for them.

Both bankrupts testify that they did not realize they were insolvent and expected to pay for these goods at the time when they contracted for them and at the time the goods came in. The indisputable facts, however, make it clear that the expectation on the part of the bankrupts to pay for the goods was illusory and unfounded and was based on an ignorance of the actual condition of their business brought about by their refusal to face the facts. No reasonable person, knowing the facts about the bankrupts' business, would have supposed that they could pay for these goods, except at the expense of some other creditor. It is not the case of business men who being temporarily insolvent in the bankruptcy sense, were nevertheless trying to keep on and pull out with a reasonable chance of success. The absence of actual fraudulent intent, which arose from the bankrupts' refusal to face the facts as to their business from deliberate ignorance concerning the actual condition of it, is not sufficient to save the transaction from being in legal effect fraudulent. At the time the goods were sold they told the seller's representative that they could pay in fifteen days, and it was because of this statement, in part at least, that these goods were delivered. It was at that time impossible for the bankrupts to pay for the goods and the statement was false. This voids the sale, regardless of whether there was fraudulent intent on the part of the buyers.

The difference between these cases is really one of good faith more than anything else. It doesn't do for a bankrupt to simply say, "I expected to be able to pay for them." He must be able to show that he had reason for that expectation.

A WARNING

(Copyright by Elton J. Buckley)

I want to warn the readers of these articles of a danger which in cases recently brought in several states has cost business men a lot of money. It is the failure to obey state statutes requiring the names of a partnership to be registered. Most states now have such acts in one form or another, and the courts are giving them a most unexpected and in many cases a disastrous application.

The statutes in question provide in substance that when anybody adopts an assumed or fictitious name to do business under, he must register it in some public office or be guilty of a misdemeanor. The act was aimed, I believe solely against the suspicious concerns who hide behind such names as the Regal Tire Co., the American Mercantile Co., and so on. When you come to sue such concerns, it is a very difficult job to find out who to name as defendant. Very often they are not incorporated, and therefore cannot be sued under their trade names. You must sue them as John Jones, trading as the Regal Tire Co., or John Jones and William Brown, trading as the Regal Tire Co., and if you don't do that, your suit is bad.

To prevent the concealment of identity on the part of the real factors in a business concern, the registration laws were passed, and every honest business man considered them good things. It soon developed, however, that the courts had a totally different idea of the application of these laws than the business world had. The courts believed that they applied to such concerns as the Regal Tire Co., of course, but they also held that they applied under certain conditions to partnerships like Moore & Smith and John Smith & Sons, and furthermore, that if such partnerships did not register their names they could not sue in the the courts to recover claims due them.

These decisions have fallen like bombshells among business people, for regularly constituted partnerships like John Smith & Sons, never dreamed the registration act would apply to them at all.

In Pennsylvania a case has just been decided which shows the damage which can be done by the line of decisions I refer to. The decision I am about to discuss is typical of those which have been handed down in certain other states. In the Pennsylvania case there was a partnership consisting of three members, Moyer, Carpenter and Miller, which traded under the name of Moyer & Carpenter. It had a claim against one Kennedy, and failing to collect it, brought suit. Kennedy raised the point that Moyer & Carpenter was an "assumed or fictitious" name, that it had not been registered and that therefore Moyer & Carpenter could not sue under that name. Both the lower court and the appeal court upheld this view, and the case—

doubtless an attempt to collect a perfectly honest debt—was thrown out and the debt is forever lost. The court in a nutshell held that "Moyer & Carpenter" was assumed and fictitious because it implied that there were but two partners, while there were three. "The plaintiffs were therefore," goes on the decision, "engaged in an unlawful business. It was not only forbidden, but declared to be a misdemeanor. The account against the defendant was contracted in the prosecution of that business; it was a part of the business in which they were engaged and for which the firm was organized. It had been the declared law of this commonwealth for more than a hundred years that an action founded on a transaction prohibited by statute cannot be sustained, although it be not expressly declared in the statute that the contract is void. This was the rule of the common law in England and the principle has been firmly established in this state."

In another recent case a man founded a business, ran it under his own name for several years and then gave his son an interest. The business was still run under the father's name without registration. A claim of several hundred dollars accrued against a rascal who when sued to recover it raised the point that the father's name alone was assumed or fictitious under the law, because there were two partners. The father's counsel was obliged to advise him that this view would probably be sustained by the court. Therefore the case was compromised at great loss.

All states do not do this far. New York state, for instance, has been very fair, holding that the object of the registration act was not to aid dishonest debtors in avoiding just debts, therefore the application of the law would not be carried that far. But the court of any state which has a registration act is liable to follow the other view, with the result, as I have pointed out, of losing perfectly just claims to which, on the merits, there would be no defense whatever.

My advice to every reader of this article who trades under a firm name, therefore, is (1) to at once find out whether his state has an act requiring such names to be registered, and (2) to register his firm name under it if necessary. It has been held that where there are only two partners, John Brown and William Smith, for instance, the firm name Brown & Smith does not have to be registered, because it discloses the family names of both partners.

A MAIDEN'S PRAYER

A maiden entered a Dallas car,
And firmly grasped a strap,
For every time they hit a bump
She sat on a different lap.
The bumps got higher, the joltin' worse,
Till at last she gasped with a smile,
"Will someone kindly tell me, please,
How many laps to a mile?"

MORE ODDITIES OF WORKMEN'S COMPENSATION

(Copyright, 1922, by Elton J. Buckley)

As most of the readers of these articles are employers, many of them very large employers, I have tried to keep them posted to some extent on the development of the workmen's compensation laws. There have been some very peculiar decisions under the workmen's compensation laws which have been utterly incomprehensible to laymen, because laymen forget that the purpose of workmen's compensation laws is not to enable an employe to collect from his employer damages which the latter owes by reason of negligence. It is simply to prevent an injured employe from becoming a public charge by reason of his inability to work, and it puts the cost of that protection on the employer, first, because there is nowhere else to put it, and, second because he can easily add the cost of it to his goods, so that the public will have to stand it in the last analysis.

Only by keeping this principle in mind can some of the workmen's compensation decisions be understood.

For instance, a certain firm employed a girl who, like many another girl, used to slip away from her job every little while to fix her hair and repowder her countenance. There was an iron-clad rule forbidding the lighting of alcohol lamps in the girls' lavatories, but this girl disobeyed the rule and lighted a little lamp in order to heat a curling iron. The lamp set the place on fire, and in trying to put it out she was badly burned. All this happened after the girl's work was over for the day.

She demanded workmen's compensation from her employer, on the ground that the accident arose out of or in the course of her employment. At first glance it looked as if she hadn't a leg to stand on. Her work was over for the day, and her accident arose through her disobedience of orders. But the court gave her the compensation on an elaborate theory which I haven't space to discuss here, beyond saying that it does not convince me that the employer should have been compelled to pay anything.

In another case just decided I was glad to see the Appeal Court take a more moderate view, after the lower court had gone the limit. In this case one employe left his work to get a drink of water. A second employe asked him to get him a drink, too. The first employe answered, "Get your own water." The second then called him a name and threatened to "knock his head." The thing subsided for a moment, but later the second employe carried out his threat, and struck the other man a blow which eventually killed him. The latter's family demanded workmen's compensation from the employer, claiming that the accident had arisen out of or in the course of the employer's business. And amazing as this will seem, the lower court gave it, although the accident was not in the course of the employment, nor did it arise out of it.

But the case was reversed on appeal, the higher court ruling thus:

The only question in the case is whether the accident arose out of the deceased's employment. The rule is that the accident, to be within the compensation act, must have had its origin in some risk of the employment, but the cases are so various that it is impossible to establish a fixed rule for determining that it is a risk of the employment. We have held that an injury to an employe in a fight with another employe, growing out of a quarrel about the employe's work, in which they were engaged, arises out of the employment. These cases are entirely different from the present case. The felonious assault which was made upon the deceased was without any excuse. It had no connection with the work in which he was engaged. There was no casual relation between the work and the assault. The affair was purely personal, with no reference to the employment.

The latter case interested me and I have made some examination of the decisions as to the right to workmen's compensation where injury occurs from an assault committed by one employe upon another. I find that the rule, so far as there is a rule, is that when the assault occurs in connection with the work, as for instance, where two employes were wrapping up goods for delivery, get to quarreling and one attacks the other, workmen's compensation has to be paid. But where the assault is some purely personal matter, such as the refusal of one employe to get another a drink, the accident is held not to arise out of the employment, and workmen's compensation doesn't lie.



A LIVE WIRE "BOGIE MAN"

A "bogie man," an unusual display of poultry netting in the window of Charles & Wright's hardware store in Santa Monica, California, made a direct appeal to the "grown-ups" through the interest of the children. Mother and "Dad" were taken in numbers to view the strange wire fellow. Wire sales quickened as a result.

STANDARDIZED COMPLAINTS AND CLAIMS

Editor **HARDWARE WORLD**:

A subject that would bear discussion in your pages to the advantage of all concerned and which is increasing in importance every day is the great increase in complaints on return of damaged goods or a charge for same on merchandise from jobbers to customers.

If shipment is receipted for as in good order by the carrier and leaves jobber's hands well packed, in perfect condition, the shipper should, according to law, be released from liability, as goods then belong to the consignee.

It is the opinion of the writer that some sort of standard should obtain, both in the procedure of complaint from the dealer or customer, as well as a standardization of form suitable for all kinds of merchandise which would be required to be filled out and returned with all goods, giving sufficient information to the dealer or jobber, together with the railroad bill of lading and paid freight bill, in case the jobber is asked to make a claim for the account of the customer.

Many times a jobber maintains a traffic department and his policy may be to handle claims for the customer through his greater knowledge or closer contact with the carriers concerned. As a usual thing all that is received is a vague generalized letter which does not state the exact fact or sufficient data to permit anyone to make up a legitimate claim and it generally takes several letters, to which little attention is paid, before the traffic department is in possession of necessary documents to present a claim.

It is the writer's opinion, as referred to above, that the standard form agreed to by various trade associations with reference to description of documents necessary for a claim could be worked out and the penalty made that no consideration would be given a claim unless full data was sent in for making such claim perfectly legitimate.

Should Cover Rail, Water and Motor

As the motor truck operator has the greater percentage of short haul delivery in most all vicinities, this uniform blank for claims should carry information that would fit the motor truck delivery as well as the rail or water carrier delivery.

Would also suggest a discussion and decision on the point of liability on delivery by a truck as opposed to that of the recognized carriers, as motor delivery presents two factors. There are those operating under a state franchise, and deliveries are also made by motor trucks independent of all liability to any recognized authority, except the questionable assets of the operator himself.

When quicker direct and sufficient information is furnished by anyone making a claim for loss and damage during transportation, claim

is paid more promptly, investigated more quickly, and results in satisfaction to customer, carrier and claimant if all these claims are presented, investigated and paid within a short space of time. The longer that information is being compiled, the less all the people concerned in such claims remember about it and the harder it is to get the documents substantiating all the facts.

Proper Functions for Local Trade Associations

Therefore a standard form with the penalty attached as to time before claim would be refused should be used in local vicinities by trade associations as a whole and we are confident that this would result in a less number of customers, carriers and the jobber, and would produce a genuine economy.

May we ask that these remarks receive publicity through your pages and have some one take charge of the answers you may receive and present to proper authorities for discussion and if mostly favorable a form should be made up and distributed throughout the trades for standard use. Yours truly,

HARPER & REYNOLDS CORPORATION,
by C. B. PIRIE, Traffic Manager.

VICIOUS PROPAGANDISTS

Three large labor unions in one of our cities: plasterers, bricklayers and masons, recently agreed, through their international officers, to cease limiting the efficiency and output of their members. They will also handle non-union materials.

An announcement to the above effect came from the American Federation of Labor headquarters at Washington. Tacked on to the story was a comment by Attorney General Daugherty, who said, "This means a new bill of rights for the home builder, the rent payer, the manufacturer and the business man."

But Arthur Brisbane, Hearst's editorial writer, comments on the above as follows:

"Each step now is a union labor defeat — important in industrial history. The pendulum swings the other way."

Over in China they put motor cars into a class with cows. Automobiles must carry a bell on the front axle that will keep up a continual jingling to warn pedestrians to step lively.

FOSS-SET PENWIPER

The Wooster Brush Company at Wooster, Ohio, recently distributed a very attractive souvenir in the shape of a penwiper and holder for pen or pencil. This is a sample of the Foss-Set brush, the same material as is used in their paint and varnish brushes. It is a desk ornament and a useful one.

There is no reason for any business failure. Standing on every street corner is somebody who knows how to run it for you.

Hardware Merchants Large Accessory Factors

Opportunity for More Sales in Every Community Are Daily Increasing.



ONE of the fastest growing departments of the hardware store is the sale of auto accessories. This department has certain features connected with it which present a very pleasant and profitable aspect to the hardware dealer.

One of the best things about it is the fact of the continually increasing number of car owners and customers.

Each year sees old cars replaced by new ones; those which are sold as "used," "rebuilt" or merely second-hand create another class of owners, and those buying new cars for the first time make up still another class.

Think of the thousands of each kind and you will get some sort of an idea of what the auto accessory business is growing into from the tiny beginning it started out with only a few years ago.

There are so many things included under this heading of useful things for the car that we are almost at a loss to know where to begin.

Of course, I think that: among the first considerations in this field comes that of auto tools.

If you are a dealer, and happen to drive a car, you will surely agree that a complete set of tools from the manufacturer's standpoint when equipping his car does not often coincide with that the auto owner really needs in his tool kit for adjustments and repairs.

Even so, there is generally an opportunity for improving the grade of tools in this kit, unless one is satisfied with "pot metal" equipment which comes with some cars.

Here are a few of the tools which are sought after by autoists who like to tinker around their own cars and who can make their own repairs, when minor ones.

Variety of Tools Sold

One of the first of these is the Adjustable S Wrench in both six- and eight-inch sizes. These wrenches are very handy about the car for use in many out of the way places.

The same may be said of the Double End S Wrench in a set already done up in a canvas kit roll on which the driver can lay his hands without rummaging all through the car.

It almost goes without saying that a good grade of Pliers should be carried in every car. This does not mean the cheap kind which is stuck into many a tool kit as standard equipment; pliers worth having are made of good steel and have a good grabbing surface which will not turn its edge when pressure is exerted onto the jaws.

It is a good suggestion to make to any auto owner when you casually hand him such a pair from your stock by way of making a prospect of him, that he may need just such a pair as that to complement what he already carries in his car.

Satisfaction in Selling Good Tools

The same thing may well be said of the Screw Driver.

The kind of real Screw Driver to which I refer has the blade running clear through it and it has a metal end cap to the handle so it can be pounded on, if necessary; the quality of the steel is such that one need not worry about the edge giving way under strain.

A Cold Chisel and a Punch are essential to the tool kit, too.

A reliable Auto Jack should be found in every car and, unhappily, every jack is not a reliable one unfortunately (for the car owner, I mean), and this gives an opportunity to the dealer for another sale.

The same applies to the Tire Pump; today there is a big variety in pumps for the driver to choose from — the long, leverage running board type, the double or triple cylinder, or the plain, every-day one-cylinder kind which we all get when we buy a car, unless it happens to be equipped with an engine pump, which is hardly average.

With pumps, we think of Tire Pressure Gauges, for it is too risky for the driver to guess at the amount of pressure in the tires when one of these handy little instruments will tell the story.

The Vulcanizer makes quick repairs and with cement and patches and is a good accessory.

An item of increasing popularity is the Rear Sight Mirror; this is a sensible thing and gives a feeling of added security to the driver when

This Handsome Window Cut-out FREE to Peerless Dealers!



The most elaborate dealer help ever prepared on automobile replacements—printed in seven colors and showing the complete Peerless line with life-like vividness. Placed in window or on counter, it forms a display so strikingly beautiful that no person who passes can help but notice. It puts over the name and quality of Peerless Products as no single piece of advertising matter has ever done before.

The cut-out is ready for distribution now. To every Peerless dealer it will be sent free on request. Write for yours **today**.



The Corcoran Mfg. Co.

Dept. 14

Norwood . . . Cincinnati, Ohio

PEERLESS
PRODUCTS
FOR FORD CARS



The replacement business on Ford Radiators is booming. More Peerless Radiators are being sold today than ever before. Get your share of this profitable business—order a stock of Peerless Radiators today.

he can see everything coming up in the rear of his car.

Cars which are not equipped with them are good prospects for Auto Clocks; it is generally a matter of considerable convenience to be able to tell the time, without removing hands from the steering wheel. These auto clocks are offered at such reasonable prices today that their sale is very good.

Auto horns are numerous and every car owner can find one that just suits him in method of operation, pitch, tone, etc., and many of them will leave the hardware store to serve their purpose on the car.

A thing of very practical importance is the Fire Extinguisher.

This is recognized as important for the driver by the insurance underwriters, for they allow a reduction from the fire insurance premium when one of these devices is carried on the car. This is a thing which should be brought up into front row prominence in display and advertising, for its presence in the car would unquestionably save many a one from burning up.

Automobile Locks are of so many types and models that the whole field is almost confusing when it comes to thinking about carrying any of them in stock. They doubtless have their place amongst auto accessories and it is a question of selecting the kind best suited to sales appeal to the average customer.

The automatic Windshield Cleaners have attracted great attention at the auto shows; they are somewhat of a novelty and their operation seems unique to the customer and so has its own appeal for him. For those who prefer something more simple, the hand operated cleaner will fill the bill, or the chemically treated felt pad, for the same purpose of keeping the glass free from snow, rain, sleet or mist.

The Trouble Lamp is another device which helps out in case of need; such a handy lamp

is almost invaluable when trouble comes on a dark night. We should mention the Flashlight at the same time, for it has so many uses around the car.

Spark Plugs should always be carried as extras and many sales result from calling the driver's attention to this fact; a broken porcelain can cause a lot of trouble in a skipping engine, and this can be immediately remedied if an extra plug is carried in the car.

Squeaky springs announce a lack of attention which should be looked after with an oil can and a Spring Leaf Spreader; this is so frequently left undone by the average driver that it presents another chance for suggested sales on the part of the dealer. The driver does not really mean to neglect these things, but they just slide by every day until his attention is called to them at an opportune moment when this little tool can be sold right over the counter.

Such little things as assorted boxes of Lock Washers, Set Screws and Cotter Pins are always good in the tool kit for a quick repair.

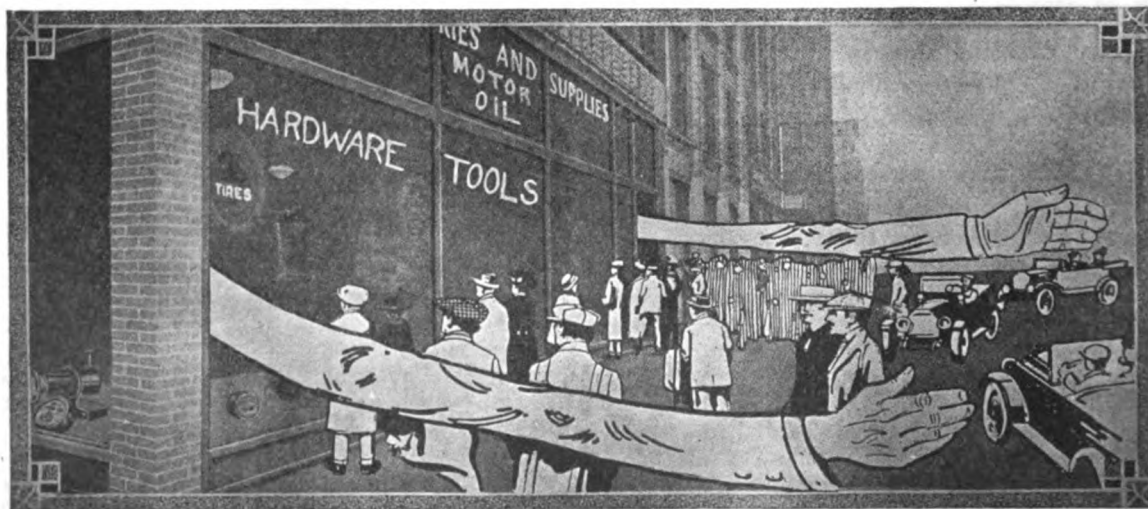
Automobile Polish and Auto Enamel are both good items in any auto accessory department of the hardware store. It is natural for most folks to want to keep their car looking nice and with a Wool Duster, Auto Polish and polishing clothes, this is easy to do.

Auto Tires are obviously always good in this department.

Another Trade Bringer

A gasoline pump at the curb in front of your store is one of the best trade bringers a merchant can have. It will attract attention when everything else fails. Practically every family in your town is a customer for gasoline. When you sell them gasoline, you are going to sell them other equipment as well. If you haven't yet installed a gasoline pump, do so without delay.

Surely, the auto accessory business should be a profitable one for the hardware dealer; cars are increasing on our highways each year and the outlook is becoming correspondingly brighter all the time—more cars—more prospects—more sales.





Attracting Tourist Trade

Ten million automobile owners are hearing the call of the tourist trail. Hundreds, perhaps thousands who answer the call will pass your door this summer.

They are out for pleasure. They have money to spend. They are in a buying mood.

Can you get them to stop? Can you sell your goods to them? Can you attract tourist trade?

Yes — if you have a Wayne Honest Measure Gasoline Pump on the curb in front of your store. Tourists all need gas, and a pump, standing ready to serve them, will bring their trade to your door.

But be sure your pump is a Wayne Honest Measure Pump, for automobilists everywhere, desiring honest measures of filtered, water-free gasoline, prefer Wayne Pumps.

And the confidence which motorists have in Wayne Pumps will extend also to you and to the merchandise which you sell.

Let us tell you more about this way of stopping business at your door. When you write, ask for Bulletin 276-HW.

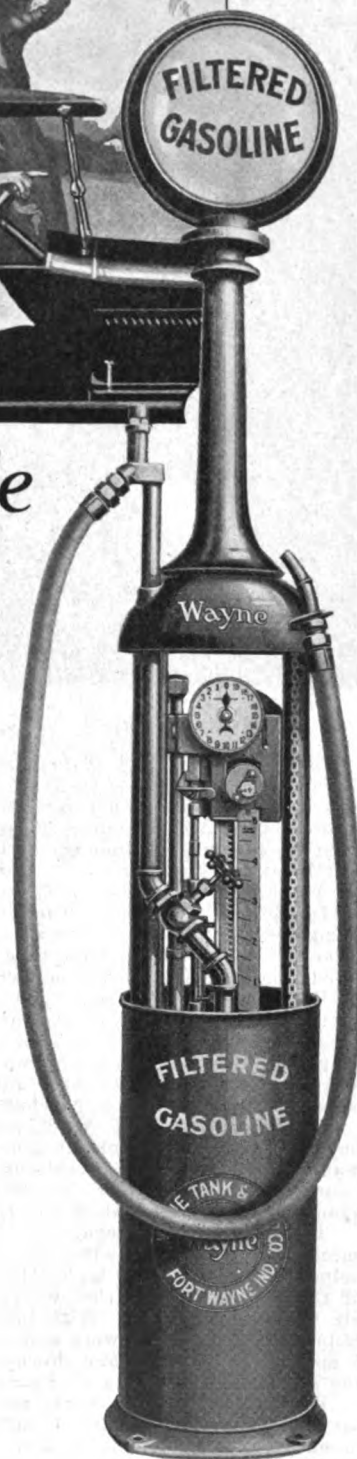
Wayne Tank & Pump Company

777 Canal Street - Fort Wayne, Ind.

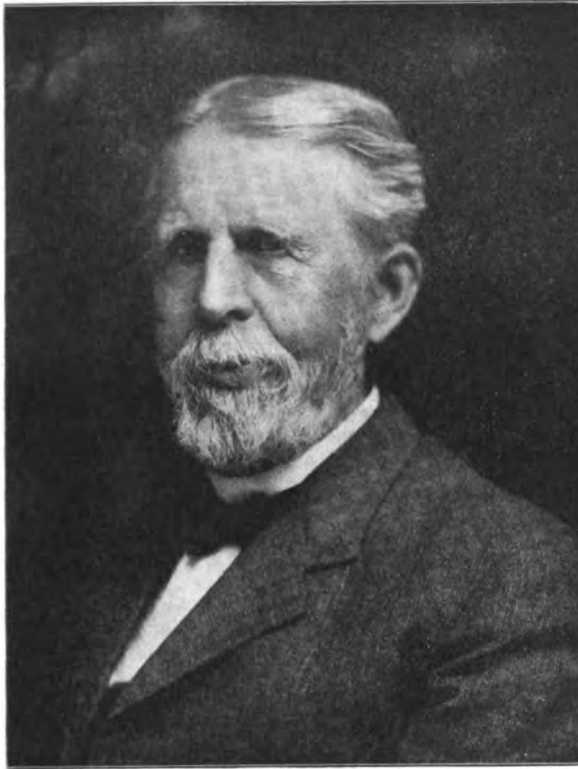
San Francisco Office: 631-633 Howard Street.
Canadian Tank & Pump Co., Ltd., Toronto, Ont.

*An International Organization With Sales and Service
Offices Everywhere*

REG. U. S.
Wayne
TRADE MARK



HONEST MEASURE PUMPS



PASSING OF L. S. STARRETT

Leroy S. Starrett, philanthropist, inventor, and founder and president of the L. S. Starrett Company, at Athol, Mass., died last month at St. Petersburg, Florida, where he had been spending the winter months, as had been his custom for a number of years. Had Mr. Starrett lived two days longer he would have been eighty-six years old.

In addition to his connection with the L. S. Starrett Company, Mr. Starrett was treasurer and practically the owner of the Athol Machine Company, and was interested financially in the Union Twist Drill Company.

Born in China, Maine, April 25, 1836, he was of Scotch descent and one of 12 children. When only 17, he operated a farm of 600 acres in Newburyport. At that time his inventive genius was developing rapidly, and in 1864 he was granted a number of patents and opened a machine shop in Newburyport.

In 1868 he moved to Athol, where he combined his business with the Athol Machine Works in order to manufacture his own inventions. Prominent among them was a meat chopper. For 10 years he was general agent and superintendent of the concern.

Then misfortunes began to come to him in rapid succession. He lost his wife, who had been his constant helper and inspiration; he lost his control of the stock of the company; with that went his position; last of all, he lost his hearing. With four motherless children to provide for, without work and without hearing, many a man would have broken down and surrendered, but the situation was only a challenge to Mr. Starrett.

He believed in hard work, rather than luck, so he sat up into the small hours of the morning working out inventions which should restore his position in the world. When he commenced business for himself again, his first product was the Starrett combination square, cornerstone of the present line, the sliding rule on which was aimed to improve the inadequate ordinary square for mechanics. Combining the rule, square, mitre and level, it met with instant success.

The method of graduating the scale in making the square lead directly to the addition of steel rules,

calipers, squares, etc., to the line. His was the first etching on hardened steel, and during the life of his patents, no other manufacturer could use hard steel for graduated instruments. In fact he was busy fighting infringement lawsuits during the early days of production.

As surface gauges, screw pitch gauges and other fine mechanics' tools were added to the line, the company was forced to seek larger quarters nearly every year, until at the present time the plant covers over five acres of floor area in a great group of buildings.

Mr. Starrett's interest in and connection with the hardware trade has always been great. He was himself a salesman for his own product and closely sympathized with the hardware and tool merchant's merchandising problems. When his tools were first announced, hardware merchants admitted the value of the tools, but declared they were not in demand—that there was no call for them. So Mr. Starrett and his associates went into the factories and shops and pioneered the line in the interest of the merchant.

Mr. Starrett has been a frequent convention speaker and always a prominent figure in the trade, representing the enterprise, the industry, the inventive and mechanical genius and the business ability that should be embodied in some degree in every member of the trade and which were exemplified in superlative degree in Mr. Starrett.

In Athol Mr. Starrett was a leader in the town's philanthropic work. Three daughters survive him. They are the wives of Frank A. Ball, Williard G. Nims and Marshall B. Waterman, all connected with the Starrett Company.

PASSING OF MRS. ORVILLE EWING

The many friends of Orville Ewing, well-known factory representative, will learn with sorrow of the passing of Mrs. Ewing, which occurred in San Francisco on May 8th.

Mr. Ewing enjoys a wide acquaintance by reason of his long connection with the hardware trade, not only as a manufacturers' representative, but by reason of his connection with some of the largest jobbing houses.

Mrs. Ewing shared with Mr. Ewing the wide acquaintance among manufacturers and their representatives and they will unite in extending to Mr. Ewing their sorrow in his loss.

Mrs. Ewing was a woman of beautiful character, a real helpmate to her husband, and her passing will be learned of with sincere regret.

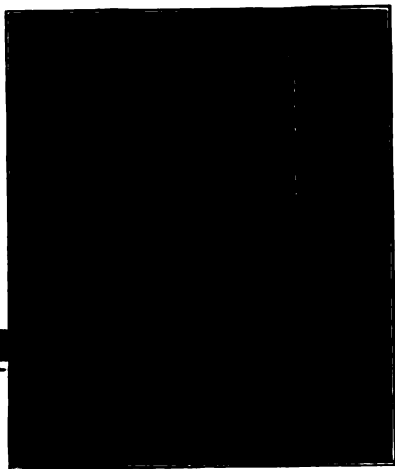
"CASHING IN" ON HUMANITY

In the role of special commissioner of immigration for the Department of Labor, Lillian Russell is rather a novel sensation. The country never has associated Miss Russell with serious parts. Still there is no reason why she should be denied sober attention, and she says things not to be ignored when she asserts that America is being "over-propagandered," that the stories of suffering humanity in Europe and oppression "all have the dollar sign back of them," that it is her personal belief there are organizations financed for the sole purpose of "making money out of what they call humanity," and when, finally she warns against letting down the immigration bars.

Santa Paula Hardware Company of Santa Paula, one of the most enterprising retail merchants of the West, report a splendid season's business so far, and expect 1922 to be a banner one. They handle everything pertaining to hardware, house furnishings, sporting goods, and report a most excellent outlook.

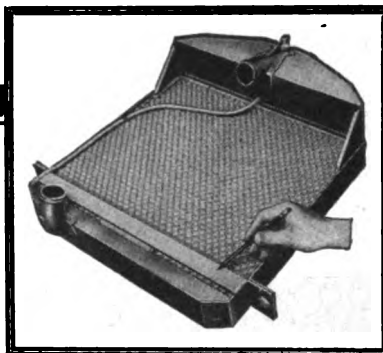
ATLAS

Radiator for Ford Cars



*Road Shocks
and Jars Can't
Pull It Apart*

Retail Price
\$20.00



Most radiators are continually subject to road shocks — hard bumps and jars that shake the radiator, gradually weaken it and finally pull it apart.

The Atlas with its patented construction positively overcomes this danger. A steel bar formed integral with the bracket supports actually ties the frame together just where the radiator is mounted on the chassis — the spot of greatest strain. The core is protected from strain — the radiator's life is greatly lengthened.

Along with this exclusive feature the Atlas gives you an all-brass honeycomb core, greater radiation, and a flexibility that eliminates danger from freezing.

Order from your jobber
or write us direct.

STEIDLE MFG. CO.
CINCINNATI, OHIO

ENTERPRISING SALES ORGANIZATION



J. I. CLAWSON,

the Northwestern representative of Hughson & Merton, makes his headquarters in the Oregon building, Portland, but he may be found anywhere in the four Northwestern states, not to mention British Columbia or Alaska. He is the present ranking member of the organization, outside of Mr. Hughson himself, with 8 years continuous connection to his credit. There is no little hardware in his blood, for his father is C. D. Clawson, of the California Hardware Co. In the trade each lives up to the other's reputation.



W. L. HUGHSON

Mr. Hughson left the Geo. F. Eberhard Co. in 1892, along with L. B. Merton, to form a partnership as sales representatives. In the 30 years since, Mr. Hughson has continued as a leading factor in the trade, at the head of an organization, the greatest tribute to which is the list of leading manufacturers whose goods have been continuously represented. Mr. Hughson has in late years become one of the leaders in the Western automotive trade, yet he still retains his interest in the hardware field.



F. G. WIGMORE,

manager of the San Francisco office of Hughson & Merton, a hardware man with 12 years' actual service in the Western trade. Mr. Wigmore is a "Philadelphia-made" hardware product, but moved westward as a boy. Starting with the Pacific Hardware & Steel Co. in 1909 as a stock boy, he served that organization in their various houses until he became assistant tool buyer, which position he left to take up his present work. He is a loyal, hard worker and fellow well versed in the trade.



A. G. FOX

Mr. Fox has an important post as manager of the Los Angeles office. His is not a new face to the buyers on whom he calls, for he has been a member of the Hughson & Merton organization for four years. Before his assignment to the Southern California office he was a member of the force at San Francisco. He is a thorough hardware man, popular with the trade, and has been always a factor in adding to the repute as well as the business of his enterprising principals.



ROBERT PERTZ

For the last ten years Mr. Pertz has been missionary man and representative of special accounts. He now handles such lines as the Florence Manufacturing Co., Florence Mass., manufacturers of Prophylactic tooth and hair brushes, which Hughson & Merton have represented for over 20 years. Another of Mr. Pertz' special lines is the products of Um. Schimper & Co., Hoboken, N.J. Mr. Pertz calls on a separate group of buyers, but his reception and results are the same as the other men in the company.



L. B. PUTNAM

Mr. Putnam handles the Hughson & Merton business in the inter-mountain territory out of the company's office at Denver, in the Keely building. Although he has only lately rejoined the organization, Mr. Putnam is not a new face in the family, for he was a former sales representative, leaving a few years ago to enter business on his own account. Thoroughly familiar with his territory and the buyers, and trained along sales lines in the hardware field, Mr. Putnam is a valuable link in the chain.



TOOL SET

A time-saver, labor-saver and profit-raiser

You can accurately seat the valves of any standard motor with this outfit and do away with hours of grinding. Valves properly seated require only a few turns of the grinder.

Sioux Service Keeps the reamers and cutters sharp at no cost to you except carrying charges. When reamers or cutters get dull, send them prepaid and direct to us with return postage and they will be sharpened and returned the same day received. We maintain a special department for this service. Demand Sioux Tools if you want Sioux Service.

Jobbers Everywhere Sell Them

ALBERTSON & CO. - - Sioux City, Iowa

GREAT BRITAIN REVERSES HER FREE TRADE POLICY

Great Britain has reversed her free trade policy and is today collecting an import duty of \$16.50 per capita, compared to \$3.15 per capita, collected in the United States, which has been considered a high protectionist country. Canada, our next door neighbor, is collecting \$19.50 per capita of import duties for every man, woman and child in the Dominion.

Canada and Great Britain believe in protecting their inhabitants from unfair, discriminatory dumping by foreign countries where money is cheap and labor is cheaper.

Last year Congress passed a law to protect American labor by restricting immigration, but what use is such a law to American labor today when the product of this pauper labor of Europe is robbing American workers of their jobs in the United States? Charles M. Schwab asked this question in a recent letter to the National Association of Manufacturers, and since then labor organizations in New York, New England, New Jersey, Pennsylvania and Colorado have indorsed American valuation as a basis for tariff duties.

HOW TIRES WEAR OUT IN THE GARAGE

An inspection of crippled tires in the collection of any repairman will reveal the fact that a larger percentage of the trouble comes from neglect in the garage at home. If stones, ruts and road roughness were the only things that wore out tires repair bills would be cut in half.

Water, oil, grease and light—rubber's worst enemies—work in a garage more actively than on the road. In washing the car, the rims are liable to become rusty and eat away the tire. A coat of graphite or common stove polish will prevent this and keep the tire from creeping.

Oil or grease should never be allowed to stand on a garage floor. Small cuts or bruises on the tire surface should be repaired at once. If a tire has been smeared with grease, it should be washed thoroughly with cold water and a little soap.

The spare tire is often forgotten while the other tires are giving good service, and neglect sometimes causes it to deteriorate rapidly. Always it should be protected from rain, sun and dirt by a cover. Once in a while, change it with one of the tires on the car, so that the rubber will not harden from disuse.

The weight of the car should never be left on a deflated tire. Such treatment is as bad as running on a flat tire and is certain to crack the carcass. Jack up the wheel, or take off the tire entirely.

Bowlegged men make the best husbands. It's easier to see through them, but there is no excuse for a man marrying a bowlegged girl with the present styles in vogue.

KELLY-SPRINGFIELD RADICALLY CHANGES SALES POLICY

The recent move made by the Kelly-Springfield Tire Company in consolidating its general offices in the new building at 250 West 57th street, New York, is indicative of more than merely an effort to organize more efficiently the executive branch of its large business.

The truly interesting and significant feature of the reorganization of office arrangements is the fact that the New York branch has been moved to the company's warehouse at 553 West 57th street, a step which is really equivalent to giving up the branch altogether, since it has now no display rooms, sales counters or any of the other appurtenances of the usual tire store.

For many years the Kelly company, in common with other large tire companies, maintained handsome and attractive showrooms. The Kelly company, however, realized that with the stabilizing of the industry the maintenance of these expensive establishments was a relic of the prosperous days of rapidly growing industry rather than an economic necessity for a concern manufacturing articles that have now become almost staple products.

With the discontinuance of all retail sales—a step which was taken to protect the dealer — the factory branch was deemed an unnecessary expense which only added to the overhead; in cutting out this expense in all cities, which the company intends to do as soon as practicable, a considerable saving will be effected, and it was partly in anticipation of this saving in operating costs that the prices of Kelly products were recently brought down to a competitive basis.

The company intends to establish warehouses in various centers of distribution where railroad facilities are best suited to give prompt service to its dealers, and where it now maintains branches these will be supplanted by offices, which in many cases will be in the warehouses themselves.

There seems to be good reason to believe that this move of the Kelly company in being the first to discontinue its branch in the largest city of the country many forecast the attitude of other large tire companies with respect to the future conduct of the industry in an endeavor to bring the tire business to the same point of economic perfection as that which marks the older lines of trade.

NOW IT'S WAYNE TANK & PUMP CO.

Announcement has been made that the name of the Wayne Oil Tank & Pump Co., Fort Wayne, Ind., has been changed to the Wayne Pump & Tank Co. The change was found advisable in view of the recent purchase of the Barromite Co. of America by the company. The Barromite Co. formerly controlled the patent rights and sold Barromite water softening systems. These will be marketed hereafter under the name Wayne water softening systems.

GONG BELL LINE ARE RAPID SELLERS

The Gong Bell Mfg. Co., of East Hampton, Conn., have been engaged in the manufacture of bells and toys for over half a century. We are illustrating in this issue two of their most popular selling articles—plaphone and placart. Plaphone is the original toy telephone with rotary stroke attached to receiver hook. Handsomely finished in color, it is a popular article, needing only to be displayed to make sales. The placart as described in this issue, is another item to their already popular line. Toys bring the trade not only of the children but every member of the household. A dealer cannot find any other line that he can handle with such profit and satisfaction. They will be glad to send their catalog, No. 203 illustrating their full line, to any of our readers upon request.

Scott Anderson of Wallace, Idaho, one of the enterprising merchants of the Northwest, reports a very satisfactory trade and a good outlook.

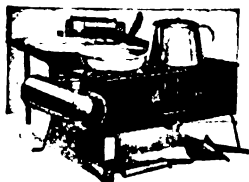
**Four-Party Suit Case Outfit**

A complete equipment of dishes, cutlery, and cooking utensils for four persons packed together with a two-burner Auto Kamp Kook Kit (illustrated below) in a handsome nickel trimmed suit case.

Price, Complete \$42.00

Price, equipped for
six persons 45.00

Go after your touring trade NOW!



Two-Burner Model

Price, with equipment
as shown \$15.50

Price, without equip-
ment 13.50



Two-Burner Model, Closed

(All Equipment Packed
Inside)



**Oven Closed
for Carrying**

Auto Kamp Kook Oven

Size 12x12x11 inches when
open, but folds flat to 12x
11x2 inches for carrying.
Wt. 5½ lbs. Price \$4.50

RIGHT now, in your own community, there are hundreds of people making plans for touring and camping trips. They're getting their equipment ready, buying new things to make this year's trip more pleasant than last year's. Every one of them is a prospect for an

KAMP KOOK KIT

and a full line, well displayed, will add many dollars to your profits this season.

Auto Kamp Kook Kit is the one perfect and complete portable camp stove on the market. Made only in the very best materials, finished in a rich brown baked enamel with polished brass tank. Burns motor gasoline, gives a hot, steady blue flame that a thirty-mile wind cannot blow out.

If you do not already sell Auto Kamp Kook Kits, write or wire for our dealer proposition.

PRENTISS-WABERS STOVE CO.

General Offices and Factory

18 Spring Street, Wisconsin Rapids, Wisconsin

REPRESENTATIVES

Chicago, Ill.
MR. W. AL. TREAT, 190 N. State
Street.

Dallas, Texas
MR. GEO. E. VICKERS, 411 N.
Mont Clair St.

Denver, Colo.
SPRAKE SALES CO., 304 Charles
Bldg.

Los Angeles, Cal.
MR. HARRY M. WATERMAN,
1811 S. Figueroa St.

Portland, Ore.
MR. F. H. CHOWN, 1121 Gasco
Bldg.

New York, N. Y.
MR. CHAS. G. JOHNSTON, 98
Park Place.



SUDDEN DEATH OF J. H. ABRAMS

News of the sudden death, on May 6, of J. H. Abrams of the Abrams Tire Co., Great Falls, and former western representative of the Winona Co. and the Mitchell Wagon Co., comes as a great shock and brings a sense of severe loss to his countless friends throughout the Northwest.

Mr. Abrams had been in the best of health, in fact he had told his son and business partner that he was feeling better than he had for several weeks. While eating lunch with a friend he collapsed with an acute heart attack and only lived for a few minutes. His passing was without warning and without pain, and he will be remembered by his friends at the height of his powers, in the midst of his unceasing labors, hearty, active, genuine and helpful.

Trained as a lawyer, Mr. Abrams entered the field of business and salesmanship, for which he was so liberally endowed, by a magnetic personality, the power of leadership, and a fondness for contact and association with his fellow men.

After his many years at Spokane as a central figure in the wagon business, he moved to Great Falls about three years ago and entered into partnership with I. J. Davis, also a former wagon sales representative. They formed the Davis-Racine Rubber Co. and the Abrams Tire Co. has been another interest of the enterprising, energetic leader of the company.

We know we express the thought of all who knew Mr. Abrams when we extend the heartfelt sympathy of the trade to Mrs. Abrams and their children. For some time Mr. Abrams' sons had been with him in the business, and they will carry on in the same spirit and with the inspiration of the memory of their stalwart leader and father.

The only way advertising can hurt you is to let the other fellow do it.

Every man should have a purpose in living and a hobby, but the man who has acquired so fine a sense of values that he can apply himself with moderation to his business and his recreation, is well on the road to happiness. He does not have to pursue happiness, it is with him always.

PASSING OF JOHN H. PATTERSON

John H. Patterson, president of the National Cash Register Co. and chairman of its board of directors, died suddenly last month on a train en route to Atlantic City for his health. He had been ill for several weeks previously at his home in Dayton.

Mr. Patterson will always be known as the man who perfected cash registers and introduced them into business. That was his life's work. He had also achieved much fame as a writer on labor questions and legislative and municipal reform, and as an advocate of co-operation between employer and employee.

He was born on a farm near Dayton in 1844 and was the grandson of one of the original founders of Cincinnati. As a boy he worked in his father's sawmill.

Beginning as a toll collector on the Miami canal, he later entered the retail coal business and became also much interested in coal mining. His later connection with the National Manufacturing Co. led to the organization of the National Cash Register Co. in 1884.

Since the organization, Mr. Patterson has been president, general manager and chairman of the board of directors of the company. His has been the hand and the mind that has built one of the greatest of American industrial concerns and popularized a merchandising practice that has made more safe and profitable the entire conduct of retail business.

McKINNEY BUTTON TIP BUTTS

All McKinney loose pin butts used in handling full-sized doors are furnished regularly with button tips as well as ball tips. Button tip butts are readily adaptable to many different kinds of architectural treatments, and, because of the straight-line simplicity which these little tips impart to the general design of the butt, they are in many cases more suitable than ball tips.

The button tips fit flush with the knuckle and the pins have the non-rising and self-lubricating features. The little lip or wing on the pin fits into a corresponding groove in the knuckle and prevents it from working up under the action of the door.

'Taint no use to grumble and complain;
It's jest as easy to rejoice;
When God sorts out the weather and sends rain,
Why, rain's my choice.

—James Whitcomb Riley.

Avoid such expressions as "Something?" or "Did you want to be waited on?" You may assume that the customer wants something or he would not be in the store.

Len Hill of Shedd, Ore., has been adding to his stock and increasing his facilities; expects to keep busy the balance of the year.

The Eagle Rock Hdwe. Co., of Eagle Rock, have begun the erection of a new building to give them facilities for carrying increased stock.

AMERICAN KAMPKOOK

THE IDEAL CAMP STOVE

Here is a camp stove you can sell wholeheartedly — one you can back with all your enthusiasm. For every Kampkook you sell stays sold; there are no comebacks. And every Kampkook you sell means the sale of another for every Kampkook user is a Kampkook booster. More than a quarter million motor tourists and campers, many of them sportsmen of national reputation, use the Kampkook and recommend it as the one satisfactory solution of the camp fire problem.

The Kampkook is handy to carry, easy to operate, burns motor gasoline, is wind proof, safe anywhere and sells at a popular price.

National advertising will send customers into your store. Are you ready to supply them? Your jobber has Kampkooks in stock.

Full information about our complete line of Kampkooking appliances sent on request.



**Kampkook
No. 3**

The popular size, sells at \$7.50; with brass case \$9.50. Large size \$8.50; three burner size \$12.00.



It's All Inside

All Kampkooks fold up like a miniature suit case with all parts including tank packed inside the case, protected against loss or breakage. No. 3 folded measures $3\frac{1}{2} \times 9 \times 15$ inches.

Write for Free Helps

Imprinted folders, window and counter cards, newspaper plates, movie slides, cuts, etc., sent to dealers on request. Write for pamphlet on free sales helps.

AMERICAN GAS MACHINE CO., Inc.

Factory, Albert Lea, Minn.

Eastern Office and Warehouse 78 Reade St., New York, N. Y.

NITROGEN LAMPS — A JOBBING LINE

The Nitrogen Electric Co., of Newark, N. J., maintains a distribution policy through the jobbing trade, with the result that some of the largest hardware and independent electrical jobbers in the West are handling the line.

In eight years the company has grown from an output of 250 lamps a day until the present 20,000 daily output was attained. The name Nitrogen is a combination of "nitrogen" and "argon," the two gases that are combined in the gas-filled lamp. The company's line includes all types of tungsten and nitrogen lamps.



E. A. TRACEY, Vice President

Vice President E. A. Tracey has just completed a tour of the country, visiting with the sales representatives and distributors of the company. These include the Lloyd Sales Co., at San Francisco, for the Far West; Folsom Sales Co., Dallas, Texas, in the Southwest, and the company's own branch at Kansas City.

Among the jobbers and distributors of the line are the following:

Lee-Coit-Andreesen Co. and Wright & Wilhelmy, Omaha; Brown-Camp Hdwe. Co., Des Moines; Eagle Pass Hdwe. Co., Eagle Pass, Texas; Nash Hdwe. Co., Fort Worth; Walter Tips Co., Austin; Cummings Electric Supply Co., San Antonio; Cupples Co., St. Louis; A. J. Harwi Hdwe. Co., Atchison; Crancer Hdwe. Co., Leavenworth; Lee Hdwe. Co., Salina; Crunden-Martin Mfg. Co., St. Louis; Electric Materials Co., Chicago; China Palace Co., El Paso; New England Electric Co., Denver; Salt Lake Hdwe. Co., Salt Lake; Geo. A. Lowe Co., Ogden; Sellar Bros. & Co., San Francisco; Union Hdwe. and Metal Co., Los Angeles; Pacific Woodenware and Paper Co., Oakland; M. Sellar & Co., Portland, Spokane, Seattle.

W. J. TRENHOLM IN NORTHWEST

W. J. Trenholm has opened offices at 1022-23 Alaska building, Seattle, where he is territorial representative for H. D. Tyler & Co., handling sales on the hardware, household goods, woodenware and paper lines of the organization.

Mr. Trenholm has represented the company for some time in the Southwest and is a thoroughly experienced man along the particular lines he is handling. He reports a steadily strengthening market in the buying centers in his territory, with every merchant looking for an above-normal year.



L. J. ZIESEL'S INTERESTS GROW

Any progressive manufacturer's agent is living proof of the well-known business principle that building the other man's business will build yours, and that the interests of the principal cannot be separated from the interests of the representative.

Take Louis J. Ziesel for example. Three or four years ago he established his own business as a sales representative for manufacturers in the wrought metal line. So well has he served the interests of his principals that his lines have steadily strengthened and increased. Today he is an important factor in the trade, doing business with the machinery supply, automobile accessory and hardware jobbers.

Of course he was well based on the fundamentals when he established the present business. He had introduced the Bethlehem spark plug and was also a member of the Chanslor & Lyon organization for some time. So it is small wonder that his organization has progressed, in view of his general experience, his wide acquaintance and his progressive, untiring sales methods.

With headquarters at 268 Market street, San Francisco, he calls on the jobbing trade from Denver west, and results are the best indication of his standing with his customers.

Among the manufacturers whose products he handles in the West are: Federal Tin Co., Bridgeport Brass Co., Western Screw Products Co., Yerrick Manufacturing Co., H. R. L. Motor Co., and Chicago Solder Co.

DEATH OF S. M. KITCHIN

It is with regret that the Auburn Ignition Manufacturing Co. reports the passing of S. M. Kitchin, well known in wholesale hardware and automotive equipment circles for the last twenty years, and who has served the above company as sales manager, general manager, vice president and director.

Mr. Kitchin came to this country from England in 1902 and has been sales manager for Whitman & Barnes, the F. & M. Lawn Mower Co. and the Ringleader Piston Ring Co.

PAYS TO GET THEIR PRICES

The Star Heel Plate Company, Louis Sacks, Inc., Newark, N. J., suggests: at all times to request their prices on heel plates, cobbler sets and lasts and stands, as they have interesting prices to quote you whereby you will save money. Their quality of merchandise is always of the very best. They will be glad to mail their latest catalog and price list at your request.

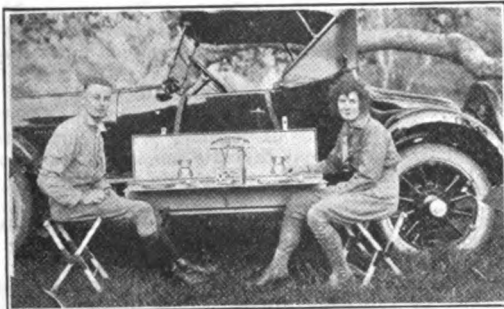
Show MUSSO Outfits and Sell Them Now!



Standard Two-Party MUSSO outfit with feather mattress, full-size bed and special spring.



Special MUSSO bed with skirt attached allows two people room to cook and eat under cover also.



New MUSSO food box used in connection with car. Galvanized inside and black enameled outside. Contains cooler safe and water pan besides compartments.

Now Is the Time!

Send for our new circular showing our new complete line in detail

WRITE OR WIRE FOR DEALERS' PROPOSITION

MUSSO OUTING EQUIPMENT CO.

190-192 West Santa Clara Avenue

-

-

-

San Jose, California

YOUR Customers are already looking around selecting camp equipment.

BE PREPARED to show them MUSSO beds and get your share of this enormous business.

DON'T FORCE them to look elsewhere.

TIE UP with our advertising campaign and cash in on the sales.



MUSSO 4-party outfits provide two full-size double beds for 4 persons. Rolls up to fit the running board.



The new MUSSO food box opens to make a dining table large enough for 8 people.



MUSSO food box used independent of car.



C. EDWARD WOOD CO. ORGANIZED

Among the new sales organizations soliciting business from the jobbing trade of the West, in behalf of representative national manufacturers, is the C. Edward Wood Co., operated under the active personal direction of Mr. Wood, whose Los Angeles office and sample rooms are located in the Mason Opera House building.

Mr. Wood has associated with him a number of experienced and successful hardware salesmen, representing the company at the various strategic points in the territory west of the Rocky mountains, viz.: San Francisco, Los Angeles and Portland, calling on recognized hardware, mill supply and automotive equipment jobbers.

Mr. Wood personally will spend most of his time in the selling field, having acclaimed himself to far-western trade conditions during one and a half years' connection with the Sprake Sales Co., and having called on the western trade for the last ten years. Previously Mr. Wood was with the Simonds Hdwe. Co., was sales director for Peck, Stow & Wilcox Co., and in the same capacity with the Bonney Forge & Tool Works.

Among the manufacturers represented by the C. Edward Wood Co. are: E. C. Stearns & Co., Syracuse, N. Y., makers of clamps, saw tools, lawn mowers and malleable products; Cushman Tool Co., Champaign, Ill., who manufacture hammers, hatchets, combination pliers, automobile kits, etc.; Jacobs Bros. Co., Inc., Brooklyn, N. Y., who make Enterprise scales; Cincinnati Auto Specialty Co., "Stik-Tite" windows, patches, etc., seat covers, tire covers, tops, etc.; Savage Expansion Bolt Corporation, pressed steel expansion bolt shields.

R. Murphy's Sons Company, of Ayer, Mass., have just registered two new trade-marks. The one for their famous Stay Sharp knives for special purposes is featured in their advertisements on page 85, and is well worth getting acquainted with. They have also registered a very distinctive trade-mark for their new Stay Brite kitchen knives. A stainproof and rustproof knife for paring and cutting fruit and vegetables that will soon be ready for distribution.

A WONDERFUL NEW METAL

The A. E. Kull Company, who are large dealers at Oklahoma City, Oklahoma, advise us that they have just organized a \$200,000 company in Oklahoma City for the purpose of manufacturing a new nickel alloy that is rust proof, that has a tremendous tensile strength and can be used for anything where metal is needed.

It takes a polish like nickel plated brass castings and can be made to replace any nickel plated brass castings.

From the analysis of Dr. De Barr, dean of the School of Chemistry of the State University of Oklahoma, this new alloy can be used in many places for which there is no suitable metal, for instance, cream separators, ice cream freezers, ammonia compressors and thousands of other uses where metal is needed that will withstand the various strong acids to which this metal has been subjected.

The incorporated board of directors of the new company are: G. G. Sohlberg, Charles E. Johnson, R. O. Brewer, C. J. Rath and A. E. Kull. G. G. Sohlberg is one of the wealthiest men in Oklahoma, and there will be ample capital behind the proposition to put it over in a big way.

This metal has been tested by the Carnegie Institute of Technology with an equally remarkable result. In fact, the bar that was tested by the latter institute showed a tensile strength of 98,500 pounds to the square inch.

A GOOD HUNCH FOR LAWN FURNITURE

New uses for old products are always popping up. And sometimes these new uses become more important than the old.

We are all familiar with the comfortable No. 35 arm chair that has been made for years by the Gold Medal Camp Furniture Co. of Racine, Wis. During the war this chair was a great favorite among officers and men. And out on the coast the movie colonies call it the director's chair.

Now, by addition of slip covers, the No. 35 has been given an extra "feminine touch" that is making it very popular as porch and lawn furniture. These slip covers of awning striped material in tan and green are furnished by the Gold Medal people as extra equipment, and they make the No. 35 blend in very nicely with other porch and lawn furniture.

Here is an idea that is worth following. Try it out on your trade.

MUSTAD FAMOUS FISH HOOKS

Attention is directed to the announcement of the Mustad "Key Brand" fish hooks, made by O. Mustad & Son, of Christiania, Norway, whose fish hooks have attained a world wide reputation.

Norway is celebrated for its fishing industry. It is but natural that here the manufacture of fish hooks should have reached its highest development.

Mustad Key Brand fish hooks are preferred by fishermen, both amateurs and expert, because they are right in shape, temper and finish. They are supplied to all the leading fishing tackle makers and jobbers in the line in the United States, having attained a world reputation for quality.



S. F. BEATTY SALES REPRESENTATIVE

Beatty has entered the ranks of manufacturer's representatives and henceforth will call on the jobbers of the West, soliciting business for his principals under his own name.

Mr. Beatty comes from a family of hardware men, dating back four generations. He is a native of Iowa City, where his father was in the hardware business, and back of that his grandfather and great-grandfather were hardware men.

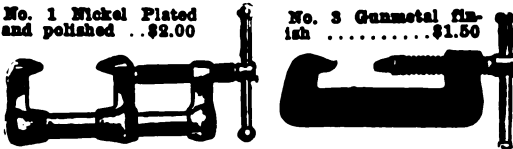
Following in their footsteps, when he left college in 1903 he lost no time in connecting with a top-notch hardware house in Holbrook, Merrill & Stetson, where he remained for seven years. Twelve years ago he entered John T. Rowntree's organization, and has had valuable experience and unusual opportunities in that capacity.

In his work he has become thoroughly familiar with many of the most intricate lines of builders' hardware and tools, and has a wide acquaintance with buyers. Announcement of his headquarters and the lines he is handling will be made later.

KNOWLSON SPRING SPREADERS

No. 1 Nickel Plated
and polished ..\$2.00

No. 3 Gunmetal finish
.....\$1.50



Easy to operate. Fits any spring. All dealers, or sent prepaid
Spring Leaf Lubricator Co., 1008 Forest Ave., Ann Arbor, Mich.
Western Representative, Walter A. Scott Co., Mills Bldg., San Francisco, Cal.

All - 'Round Satisfaction

EVERY accessory dealer and jobber knows that the line which consistently maintains its quality and as consistently pursues a policy of advertising is a line most profitable to handle. *Quick and easy sales; steady repeats; frequent turnover.*

Keep stocks complete.

"HEXALL"

Trade Mark Reg. U. S. Pat. Office

Socket Wrenches

THEY MOVE FAST

*"Break any 'HEXALL' Wrench
and We Repair It---No Charge"*

R. F. SEDGLEY, Inc. *Est. 1897*

Also Makers of "BABY" Hammerless Revolvers

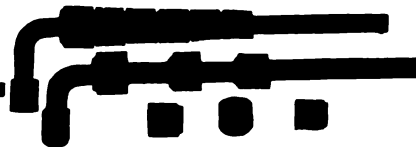
2311-13-15 North 10th Street, Philadelphia, Pa.

Pacific Coast Representatives:

McDonald & Linforth, San Francisco, Cal.

Patented Dec. 31, 1918

"HEXALL" Socket Wrench, No. 5—8 Pieces



The GTD trademark is one of the best known symbols in the small tool world. It stands for quality wherever it is found. The excellence of GTD taps and dies is unquestioned and GTD drills are in every respect on a par with other GTD products.

Handle a well-known and proven line.



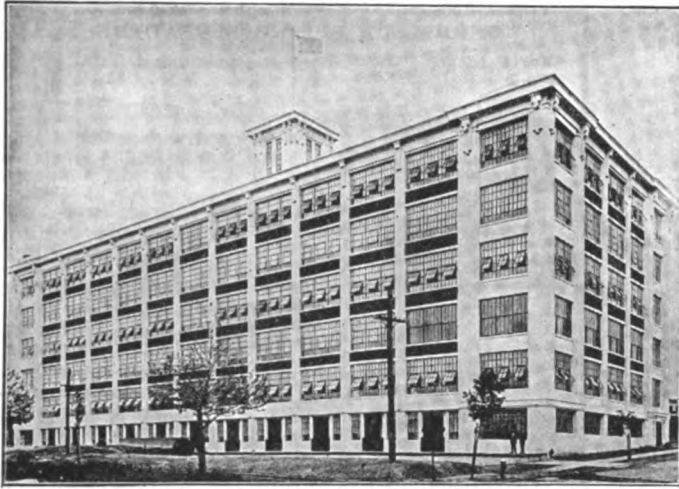
These are GTD Drills



"The Sign of
Accuracy"

Made by the same people that make "Little Giant" Screw Plates. Made with the same care and accuracy that have been built into GTD small tools since 1873. Order GTD drills next time you buy taps, dies or screw plates. An examination will prove their quality — and a single shipment means less trouble and expense on your part.





PYRENE'S NEW FACTORY

The Pyrene Manufacturing Company, Inc., has moved into its new factory at 520 Belmont avenue, Newark, New Jersey.

The building is of thoroughly modern fire proof construction.

The general offices, formerly located in New York City, and all manufacturing departments will now be located under one roof.

Mr. G. P. Rogers, general sales and advertising manager, states that it will be the policy and purpose of the Pyrene Manufacturing Company, Inc., to improve, if possible, the service rendered their customers.



G. P. RODGERS,

General Sales and Advertising Manager, to whose far-seeing sales policy much of the success of the institution is due.

With this idea in view, they have installed a department for the sale of a complete line of safety devices as well as their long line of fire fighting appliances.

The complete line will now embrace nearly everything in first aid, fire fighting appliances and safety devices, covering everything from "No Smoking" or "Danger" signs to gas masks, hand drawn chemical engines and hand fire extinguishers.



Back of the Trade Mark on Allith-Prouty DOOR HANGERS and HARDWARE SPECIALTIES

stands an institution of character — one that has established its repute for high manufacturing and merchandising principles through more than a score of years of satisfactory trade relations.

Only the finest materials, including certified malleable from our own foundry, and only the most highly skilled workmanship enter into the production of our wide variety of adaptable and profitable lines.

Every dealer should have our No. 90 Catalog of door hangers, garage door hardware, fire door equipment, spring hinges, rolling ladders, overhead carriers and hardware specialties.

ALLITH-PROUTY COMPANY
DANVILLE, ILLINOIS

ALLITH-PROUTY

MAGNETIC CLOTH

CLEANS LIKE MAGIC

and is the most ready seller of any domestic device known.



No up-to-date kitchen is complete without one; no more worry over Dirty Pans; just a rub or two with Magnetic Cloth and the pan is clean and sweet and sparkles like new. The Magnetic Cloth is made of a special crinkled spun wire fabric and gives excellent service.

Retails for
10 Cents



Send us your
jobber's name
if he can't
supply you.

Manufactured by
JOHN W. GOTTSCHALK MFG. CO.
Lehigh Ave. and Mascher St. Philadelphia, Pa.
McDONALD & LINFORTH
Pacific Coast Reps., 739 Call Bldg., San Francisco



SALES PROMOTER LOGAN

It is not always flattering to refer to a man as a "promoter," although no man has ever objected to being promoted. Yet the "sales promoter" ranks in many institutions with the sales and advertising manager, in some cases combining the functions of one or both.

Such is somewhat the case with Baker, Hamilton & Pacific Co., where C. L. Logan is director of the sales promotion department, advertising manager, price and catalog supervisor, and general liaison officer in the administration. Mr. Logan holds one of those rare positions that is built around the peculiar abilities of the holder, and his duties and works are increased from time to time as new problems present themselves which he can handle best.

After a service that dates back over far more years than show on his face, Mr. Logan is master of many branches of the business, and he has been called upon to apply his nimble wit to many departments in the course of years. He started as a boy with Baker & Hamilton at Sacramento.

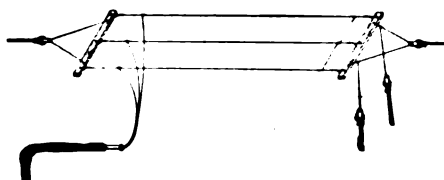
He is the clearing house in the compilation of the catalog by different departments, and also for the pricing and change sheets which originate in the different departments, but all pass through his hands. He is constantly in touch with the company's salesmen, for he works in connection with the sales manager in sending out information concerning the stock, new goods, shorts, longs, etc. In fact, almost anything can be justly turned over to a sales promoter for execution.

At home and unofficially Mr. Logan is the same painstaking, intensive worker. Dahlia bulbs and camera bulbs here take the place of catalog items and stock numbers to absorb his attention. Besides his two sons, he has raised several prize show dahlias, and so great has been the demand for his bulbs that he now raises them for the market and issues a catalog on this line, under his own name.

SHIP AUGERS

60 doz. 1 $\frac{3}{8}$ Snell with screw round shank, \$7.75 net.
60 doz. 1 $\frac{3}{8}$ Solid twist screw round shank, \$7.75 net.
Irwin Carpenter Nut 1 $\frac{3}{8}$, \$12 doz.; 1 $\frac{1}{4}$, \$15 doz. net.

GEO. A. PEEL,
care May Hdwe. Co., 124 Front St., Portland.



COMPLETE RADIO AERIALS

The Darnoc Radio Equipment Co., 7 Princeton ave., St. Louis, offers merchants an opportunity to meet the great present demand for radio equipment with a complete improved aerial, ready built and packed so that the customer can set it up himself in 10 minutes. Five separate styles are offered, a 2-wire outfit 125 feet long, 3-wire outfits 50, 75, 100 feet long, and a 4-wire outfit 50 feet long.

This aerial is made along the lines of the improved Type L aerials, all wire joinings being already twisted, fused and soldered so that it comes out of the box ready to put up.

SHIM PUNCH AND PIPE FLARER

A new item of interest to the jobbing trade of automotive equipment and hardware is the Symco combination shim punch and pipe flaring tool, manufactured by the Yerrick Manufacturing Co., of Denver, Colorado, for use in garages, machine shops and by all classes of mechanics.

Western Sales Representative L. J. Ziesel reports that this tool is handled by 98% of the jobbers in his territory and the manufacturers report large shipments to the trade in all sections of the country.

It is made of high grade steel, well finished and packed in a neat wooden box, weight about three pounds. It is a combination tool designed so that the user may punch a clean cut hole in any thickness shim or shim stock desired, to fit such as gaskets for the differential, crank case, manifold, transmission, etc.

By turning the tool over, any size copper or other tubing may be flared out at the ends, either while in or out of the car. It makes a nice smooth even job with an absolute fit and no more leaky connections. The operation of cutting shim holes or flaring tubing takes but an instant.

All four shim cutting holes and all four pipe flaring holes are standard for any make of truck, tractor, gas or steam engine, whether foreign or domestic.

The companion Symco midget individual car owner's pipe flaring tool is packed in an alligator leather case, total weight about eight ounces. On the same principle, it is simply more limited as to range.

The manufacturers confine their sales to the jobbing and wholesale trade only. The L. J. Ziesel Company are western factory representatives on these tools.

Clark Hdwe. Store is a new establishment, succeeding Abhaus Hdwe. Store, on Western avenue, Wilshire, Los Angeles.

Electric Appliance Company

807-809 Mission St., San Francisco

JOBBER OF ELECTRICAL AND AUTO SUPPLIES AND ACCESSORIES

Electric Ranges	Washing Machines
Suction Cleaners	Ironing Machines
Fan Motors	Heating Devices
Wiring Materials	Auto Accessories
Tires—Tubes—Ford Parts	

Genuine Crank Shaft and Connecting Rod Bearings, Etc.



COUPLING UP LIVE GOODS AND SALES HELPS

This window of the E. M. Cope Commercial Co., at Redlands, shows what a striking window can be arranged by taking advantage of the sales helps, backgrounds, and general display suggestions of national manufacturers. Not that these enterprising merchants do not deserve the greatest credit for good taste, selection and a farsighted store arrangement, which provided for a fine, long window like this.

It has been said sometimes that builders' hardware was the hardest line a merchant had to display, and here we see it forcibly and attractively. Tools in the background and lamps at the right along the entrance round out the impression without destroying the unity or grouping values.

We have Manager D. A. Chilson of the Paint Department for this window, and we more than suspect that he is largely responsible for it. The Cope Commercial Co., under President and Treasurer Edward M. Cope and Secretary D. G. MacDonald, carry complete lines of hardware, tools, paints, household goods, stoves and ranges, implements, harness, engines and tractors, as well as grains, seeds, coal and wood, terra cotta pipe, cement, fire clay and fertilizers.

Sell the Blue Ribbon Line Hand Saws

UNDER the Simonds Standardization plan the Blue Ribbon Line Hand Saws are the best proposition for any dealer to carry. Their quality and cutting efficiency appeal to the customer and the saws give him satisfactory service. Simonds Saws are perfectly finished and when displayed attract the largest amount of attention. Eight styles constitute the Blue Ribbon Line—that means every style that is necessary.

Our selling proposition and dealers' discounts will appeal to you. Write for them.





A NOVEL LOW-PRICED BATTERY TESTER FOR AUTO OR RADIO STORAGE BATTERIES

Car owners or radiophone owners will be interested in the novel and exceedingly simple battery tester being placed on the market by the American Bureau of Engineering, Inc., 2632 Prairie avenue, Chicago. It is a hydrometer, but different from any other we have ever seen. It can be read in semi-darkness.

The new Ambu battery tester is only six and one-half inches long, and consists of a bulb, a filling nozzle of rubber and a glass tube. Inside the tube are three colored balls—red, white and green—made of materials whose specific gravities differ. And that is all — the simplest tester possible.

The inscription on its container tells how to use the device and is clever. This reads:

"Floats all three, battery is charged fully,
Sinks the white, charge still right,
Sinks the green, charge is lean,
Sinks the red, charge is dead."

The user need not know anything about battery gravities when using this tester. White means right, green—lean, red—dead. It is designed so that it can be carried in the toolbox, and always handy. Weighs only a few ounces and sells for only 75c.

It doesn't matter much if you are "broke," provided your spirit isn't.

It isn't polite to do it, but there are a lot of folks that need a good kicking after they are down.

ENLARGED BUFFALO ORGANIZATION

The Buffalo Forge Co., from the very start, has had most adequate representation in the West in the able, agreeable and energetic person of Harrold English, one of the real leaders in the trade, whose untiring efforts for Buffalo forges, fans, blowers, and general air conditioning apparatus, is testified to by the increase in the company's business in the western territory.

In fact it has been necessary in the last few months to appoint three sub-district representatives to handle the ventilating and heating department of the business. With these new offices in the principal centers, the company is better able to handle the large number of requests for special installations of their equipment in theaters, churches, schools, auditoriums, hotels, and other large buildings.

At the new offices, along with Buffalo heating, ventilating and air conditioning apparatus, are handled the steam, power and centrifugal pumps of the Buffalo Steam Pump Co. and the Carrier air washers, humidifiers and generator coolers of the Carrier Air Conditioning Co. of America.

Following are the new representatives: Alfred H. Potbury, 766 Folsom street, San Francisco; H. L. Shepherd, Lewis building, Portland; C. L. Dean, 1756 California street, Denver. District Manager English continues his office and headquarters at 636 Hellman building, Los Angeles, where he handles all the lines for Southern California and the portable forges to the jobbers and the trade of the entire West.

MUST COLLECT IT YOURSELF

"The world owes every man a living."

"Yes, but you don't need to think the world is going to do any running around trying to pay it."

Mrs. Clickner has purchased the Ebert hardware store at Colton.

This Revolving Shade Display Free to Dealers

AS A DEALERS' selling help we are offering this artistic revolving shade and display stand free of charge. Any dealer may have one by writing us. To gain attention there is nothing like action. This display in a window does that. An ordinary 40-candle power electric bulb is placed beneath the shade and the heat from it causes the shade to revolve. The lamp holds an actual saw 24 or 26 inches across the face of the display.

Ask for yours now

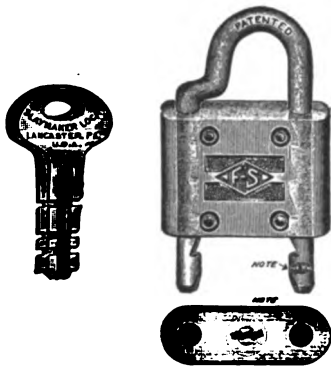
Simonds Manufacturing Co.

Fitchburg, Mass.
Portland, Ore.
San Francisco, Cal.

"The Saw Makers"

Chicago, Ill.
Seattle, Wash.
Vancouver, B. C.





NON-REVERSIBLE SHACKLE LOCK

Padlocks with detachable, adjustable, ratchet, reversible shackles of various shapes and sizes have become popular with automobile, bicycle and motorcycle owners, for various uses. They have, since their first introduction, received a warm reception by the trade for other general purposes, where a lock is desired with either more or less inside clearance between the shackle and top, or upper part of the lock case, than it would be possible to secure with any of the ordinary types of padlocks without detachable shackles.

On these adjustable shackle locks the Fraim-Slaymaker Hardware Company have been pioneers, establishing a universal demand resulting in considerable competition in the way of many imitations. This lock is made in various sizes and shapes, with different types and shackles, as the requirements of the trade in general may dictate.

Hitherto the interior construction of this type of lock has been such that the shackle could be inserted into either end of the locking case, or body. If wrongly inserted into the end with the key opening, and tightened to an anti-rattle position, in the manner in which the lock is intended to be used, it has been an utter impossibility to insert the key to unlock the lock. The only way to remove it would be to saw or file through the shackle, which is a matter of much annoyance and inconvenience.

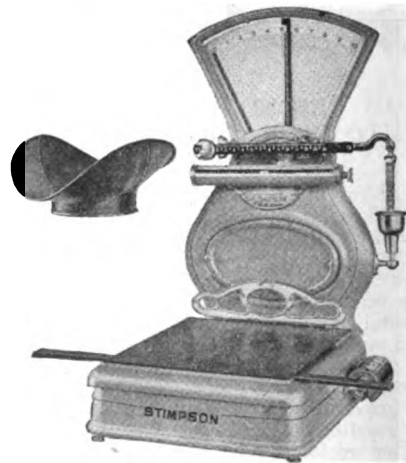
To overcome this objectionable feature and make locks as near fool proof as possible, after considerable experimenting, the Fraim-Slaymaker Company announces a non-reversible, fool proof shackle, on which United States patents were issued on May 24, 1921. In future they will be furnished with all locks of this type, as announced in two new circulars on such locks.

The patented non-reversible feature is a slot in the case of the lock, corresponding with a rib on the end of the shackle. It works like the groove on a telephone slug in a public booth, where it is only possible to get it in one way.

This additional advantage is now a part of the No. 1093 Autoloc and Seabag lock, as well as the No. 1098 Tire-Carrier padlock. Both these numbers have a polished cast and rust-proofed steel rod shackle. These are adjustable to $\frac{5}{8}$ and $\frac{3}{4}$ inch inside openings, respectively. The Autoloc is made in 64 key changes. Both these numbers are issued in individual boxes, a half dozen in a container, or on display cards carrying either six or twelve.

Dealers will find these locks to be ready sellers. "Show them, you sell them," particularly applies to the Fraim-Slaymaker line. Write them at Lancaster, Pa., for full information. Their Pacific Coast representatives, H. D. Tyler & Co., or their jobbing connections, will also take care of inquiries in their respective territories.

Love which makes the world go 'round, also ought to make it go "square."



INCREASED EFFICIENCY — WITHOUT EFFORT

The Stimpson computing hardware scale, manufactured by the Stimpson Computing Scale Company, of Louisville, Ky., has proved a boon to the hardware dealer, as evidenced by the large increasing number of those labor and time saving machines used by the hardware merchants. The experience of those dealers who have adopted the use of these automatic scales has been of a character to warrant them in saying that they would not be without them.

The system of automatic weighing and computing secured by the use of the Stimpson scale has resulted in the merchant obtaining increased efficiency in the conduct of his business and at less effort than formerly.

The operator by merely placing the goods to be weighed upon the scale platform at once obtains the correct weight, and value of the purchase in an accurate and purely mechanical way, which is an insurance against loss and a preventive against errors and mistakes. The indication of the weight to the customer is a guarantee as to his satisfaction, and a satisfied customer is the hardware dealer's best asset.

Speed and accuracy are as essential in the conduct of the business of the hardware merchant as it is in other lines of trade, such as the grocer, general store, market and confectioner, and both speed and accuracy are characteristic features of these high grade weighing machines.

Simplicity is likewise a prominent feature of the system. Only eyesight is necessary for its use. No mental work or effort is necessary since it automatically gives results. Anyone even a child, who can read, can use it.

Durability is also an important feature. Each machine carries with it a guarantee as to its mechanical perfection, and is constructed to last a business lifetime.

The beam scale and old time balances have now become obsolete. They occupy much the same position in a merchant's store as the horse and wagon in transportation. Who now wants to be without an automobile? Who now feels like conducting a retail business without a computing scale? To keep abreast of the times the hardware merchant, like his brother grocer and other retailers, must use labor and time saving equipment.

COLORED
CELLULOID
SPIRALET
LEG BANDS



SPIRALETS
FOR
Marking Poultry

IN 10 COLORS
MILLIONS USED EVERYWHERE

Write for Samples and Prices

M. BAYERDORFFER
Huguenot Park, N. Y.





DEALER CO-OPERATION

The Enterprise Mfg. Co., of Akron, Ohio, are offering to send to dealers, prepaid, a three-piece window display in color on heavy lithograph board, with double easels and complete instructions for setting up, as a means of helping to increase their sales and extend their trade on Pflueger's fishing tackle.

These three display pieces consist of the fisherman as shown above a leaping bass and water, a counter pamphlet container. It is sure to attract attention at this season. They claim to be the oldest and largest manufacturers of fishing tackle in the United States making a complete line of everything the fisherman needs. They will also be glad to send their catalog, No. 37, of some 400 pages of interesting and valuable information to any of our readers who have not received a copy.

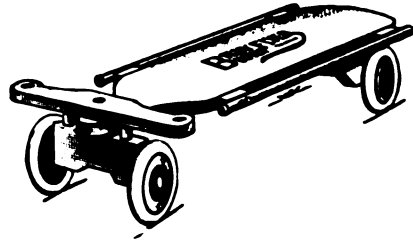
\$58,000 DIVIDENDS IN ONE STATE

Concrete illustration of the savings through mutual association fire insurance and the readiness of merchants to take advantage of this opportunity for economical protection is Charles A. McKenzie's collective check for \$58,083.52, drawn to the order of the 750 members of the California Retail Hardware and Implement Association, whose policies expired in 1921.

Of course, this check is only symbolical, but it represents the sum of the checks which were paid to the individual members. Altogether \$11,000,000 is in force in the one state, after only two years that Mr. McKenzie's companies have been licensed. He represents the Hardware Dealers' Mutual of Wisconsin, the Minnesota Implement Mutual and the Retail Hardware Mutual of Minnesota.

These companies are officially indorsed by the two branches of the state association, and policies are written on the standard form at the western office, Insurance Exchange building, San Francisco. Many merchants in other far-western states also hold policies in

these companies, taking advantage of the facilities afforded by the far-western office and Mr. McKenzie's personal attention.

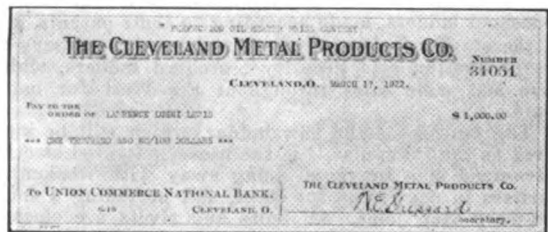


ANOTHER WILDER JUVENILE VEHICLE WHICH WILL PROVE POPULAR

The Wilder Manufacturing Company of St. Louis, Mo., have put on the market a new item in the juvenile vehicle line.

It is called the Billy Buster Flyer. This item combines all the features of a coaster wagon and in addition has all the features of a winter sled. In fact, they call it "a sled on wheels." It is made of kiln dried hard wood, finished in light blue enamel with red trimmings. It has a patented stabilizing gear on the front axle which prevents sudden turning of the front wheels and gives the same action as the flexible flyer sled.

It comes in two sizes, 30" long by 13" wide by 6" high and 33" long by 13" wide by 6" high. It is equipped with the rubber-tired steel disc wheels, which makes it a very attractive number. This item is one of the biggest children's vehicle numbers that has ever been put on the market, on account of the combination of the coaster wagon and the sled action.



ARMENIAN WINS \$1000 PRIZE CHECK

Lawrence Lusni Lewis, an Armenian, employed in the offices of the Sun-maid Raisin Co., at Fresno, was national winner in the recent prize contest of the Cleveland Metal Products Co. for the best letter or essay on handy and original uses for Perfection oil heaters.

Anticipating the fact that scores of curious contestants would write to Mr. Lewis to know whether he received the capital prize, Western Manager R. S. Milligan had the check photographed before the official presentation last month. Mr. Lewis also received many requests for charity bequests of the prize; but, since he has himself adopted two children and is educating them, he felt that charity might well begin and end at home in his case. He came to the United States when an infant and has leanings toward literature. His letter in the contest was in the form of an album with many pictures, elaborately arranged.

The contest was of national interest and importance several months ago, and thousands of answers were received. Cash prizes to the total value of \$2000 and Aladdin utensils worth \$3000 were distributed to 1050 winners.

Display Your Wire Cloth—

Bowser Wire Cloth Display Racks are:

Convenient for clerk and customer.

Efficient—Goods displayed are sales made.

Economical—Saves time, space and wire.



Ask for further facts, from your jobber, or write us direct, giving jobber's name and address

R. M. BOWSER & SON

Dept. W

RENFREW, PENNA.

PATENTEES AND MANUFACTURERS

HOUSEHOLD LADDER ANNOUNCED

The Security Ladder Co. announces a full line of household ladders, made according to their patents, and on the standard always maintained by the company in the production of "Security" orchard ladders, which have had wide sales throughout the West for many years.

The feature of the new ladder, which will be marketed as the "Popular," is the use of patented electro-galvanized step brackets, doing away with weakening mortises in the frame for steps, and providing a snug, non-warped step joint. All bolts and rivets are electro-galvanized, and the steps are inserted under pressure, assuring the same safety and permanency that have been characteristic of the "Security." They will be made in sizes from 3 to 20 feet.

J. B. Patterson, sales agent, and C. O. Rowntree, manufacturer and patentee of the new ladder, have been in the ladder business for many years, the latter having started the manufacture of ladders fifteen years ago. They ship their orchard ladders to all parts of the world, and their production last season is said to have exceeded a quarter of a million. The ladders are distributed through the trade, and some of the leading western dealers are already agents.

The offices and factory of the company are at 82 Franklin street, Oakland.

UNIVERSAL EXPRESSION

Editor HARDWARE WORLD:

We have not received any notice from you that our subscription has expired, and for fear that we might miss a number, we enclose herewith check for our renewal without waiting for any advice from you. We can't get along without the HARDWARE WORLD. Yours truly,

J. T. McKELVEY.

FOR REMINGTON IN NORTHWEST

Assistant Western Manager W. B. King of the Remington Arms Co. has been making the rounds of the trade in the Northwest during the month, introducing Remington's new representative, A. E. Smith. Mr. Smith will take up the territory of the late J. A. Cook.

Earl Smith is appropriately a native Oregonian. While an undergraduate at the Oregon Agricultural College he was a prominent football and baseball player, and has always been an active outdoor man and sportsman. In the business world he has been with A. G. Spalding & Bros., and for the last four years with the Ellery Arms Co. Thus he is fitted for his work by nature, by choice, and by valuable training.

Under Western Manager J. G. Heath, Mr. Smith will supervise sales, call on the trade, and supplement the jobbers' salesmen in Western Oregon. Known to his many friends as a "good mixer" and back among his boyhood friends and associates, Mr. Smith should become a typically popular and competent member of the big Remington organization.

NEW HOLD-HEET APPLIANCES

The Russell Electric Co., Chicago, Manufacturers of Hold-Heet electrical appliances, announces a new grill stove at a popular price and a new three-heat sectional hot plate, both of which should prove ready sellers.

The No. 241 Hot Plate is 110 volts, 1000 watts, giving more heat than the ordinary disc stove or grill. Three independent heating elements are each controlled by a trigger switch, so that there are seven heat combinations possible. Two or three of these burners may be attached together to make a complete electric cook stove, the bolt holes and bolts being provided. The burner is $8\frac{1}{2}$ inches in diameter, the entire plate being $4\frac{1}{2} \times 11 \times 11$, weighing about 5 lbs. It is supplied with a 7-foot cord and attachment plug, and the list price is \$14.



No. 241, Hot Plate

The No. 236 New Junior Grill is nickel plated with insulated handles. The radiant element is mica-supported and is said to be unbreakable. Since the grill complete weighs but one pound, it is conveniently portable. In size the plate is $3 \times 5 \times 5$ inches. Priced at \$1.95, it is suggested by the company as a sales leader at "an unbeatable price."

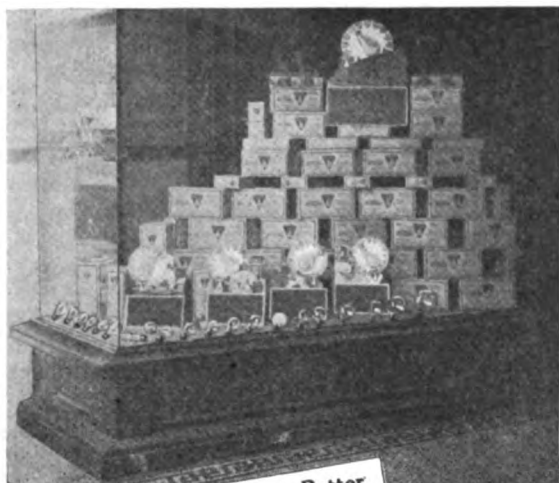


No. 236, Grill

REPRESENTS BATTERMAN TRUITT CO.

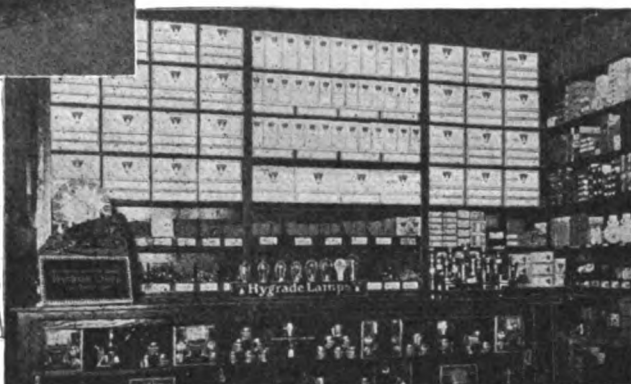
H. M. Thomas has recently moved with the C. E. Hill Co. into new and larger quarters at 418 Eleventh Street, Oakland. Mr. Thomas has recently signed a contract with one of the largest and oldest manufacturers of ventilating equipment in the United States, the Batterman Truitt Company of Chicago. They manufacture auto vent propeller fans of all sizes and are equipped to make blowers and fans of any specified capacity. The Chicago warehouse has stock sufficient to handle the largest orders and Mr. Thomas carries a stock in Oakland of the more popular sizes of auto vent fans. Mr. Thomas is far-western representative for the Batterman-Truitt Company.

Mr. Thomas is also representing the Domestic Electric Company of Cleveland, who manufacture fractional horse power motors.



ENTERPRISING MERCHANT LIGHTS HIS WAY TO MORE TRADE

C. H. Austin has demonstrated to his own satisfaction and profit that selling Hygrade lamps will increase his business in practically every line he handles. Here is the way he features Hygrade lamps in his windows, displays them in his store and advertises them in his local papers. Mr. Austin's methods can be followed with satisfaction by every dealer and is sure to develop a profitable and satisfactory business.



Hardy's "Campers Friend"

A Combination
Running Board Box
Camp Cook
and
Dining Table
for
Auto-Campers



A Down-to-the-Minute Camp Outfit That Makes Camp Life Enjoyable

Is carried on the running board of the car and holds a complete outfit for cooking and dining. Stand up and cook on a gasoline stove. Sit down and eat in comfort. No stooping and squatting.

No Smoke, No Dirt, No Blackened Kettles
Converted From Box to Table in Less Than Two Minutes

The most compact, practical and useful Camp Kitchen ever offered the motorist.

"There's a smile to your journey's end when you use a Campers Friend"

JOHN E. HARDY, Box 3613 - - Portland, Oregon

**Write for Prices
and Folders**



THIS LILLY TOILS AND SPINS

The lilies of the field are able to grow and enrich the world, even though they toil not, neither do they spin. But Alfred E. Lilly, in the hardware and house furnishing field in the Northwest, finds that the rule of his growth and development commercially has been hard, consistent work and a spinning pace.

Mr. Lilly is like the lilies of the field in one respect, and that is the number of his relatives. Originally from a large family, he finds that he can trace a family connection with nearly every Lilly in the land.

Representing the sales agency of Lilly & Glaze in the Northwest, Mr. Lilly calls on the hardware, automotive equipment, sporting goods and household jobbers. Mr. Lilly has had liberal experience in the territory, both as telephone wire chief at Seattle and with manufacturers in the stationery field. His offices are at 545 Henry building, Seattle. Representing him at Portland is Lloyd Smith, who offices at 320 Platt Bldg.

William Andrew, a pioneer hardware dealer, has purchased a new building in order to give them new facilities for carrying a larger stock.

A. C. Williams recently purchased the interest of H. A. Walton in the Walton & Williams Hdwe. store, in Hollywood. His brother, J. W. Williams, Jr., has entered into partnership with him and the new business will be known as the Williams Brothers' Hardware Co.



E-Z Dandelion and Weed Root Puller

JOBBERS AND DEALERS GET BUSY!

A wonderful tool and an unlimited demand. No lawn owner will be without. No other tool on the market will pull a root. "E-Z Dandelion and Weed Root Puller" jaws close up and get the whole root.

Hang sample with root in display window
—it will sell

WESTERN BRASS MFG. WORKS
2007 Marshall Blvd., Chicago, Ill.



ELECTRIC STOVE FOR LIGHT COOKING

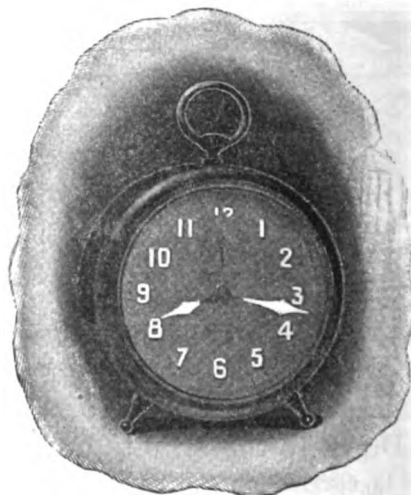
A new electric stove—for light cooking—which is creating much favorable comment among retailers, is being distributed by the Standard Electric Sales Company, 105 West Monroe street, Chicago, Ill.

Known as the Allmur Grill, this stove fries, boils and toasts. It is made from heavy gauge cold roll steel and beautifully finished in nickel. Its equipment consists of two substantial frying pans, which can be used either above or below the heating element. These pans are held securely in place by the recessed top of the grill. The small pan can be utilized as a cover for the large pan when frying. Approved heater cord and separable attachment plugs are used. All material is of standard make. The Allmur grills are packed in individual boxes and cartons of six.

One big feature of this new stove is its unusually low retail price of \$6.50, which assures a quick turnover and big profits. Actual deliveries are to start May 1. The Allmur grill is made by the Allmur Manufacturing Company, Marion, Ind.

Wm. P. Hobson, Tenekee, Alaska, is erecting a new store building, in which he will carry a line of general merchandise, including hardware, gas engines, etc.

The New Haven Brownie TELLS THE TIME DAY AND NIGHT



**FULL RADIUM WHITE DIAL
ONE DAY INTERMITTENT ALARM**

Height, 4 inches. Dial 2 1/4 inches.

Alarm rings for 5 minutes, intermittently in 20-second intervals. Has silent switch. Case, seamless brass, heavily nickel plated. A compact, strongly made, attractive little clock.

MORGAN & ALLEN CO.

150 Post Street, - San Francisco, California



This comprehensive, careful arrangement of sporting goods and outdoor tools in a pungent, outdoor atmosphere, might well be adapted to window display, as well as furnishing an excellent suggestion for a fair, show, demonstration, or even special booth or alcove in the store.

Allegorically, the oldtimer in the center, with his trusty carbine faithfully in his hand, points to the new order before him: the newer products including tools, flashlights and batteries, skates, fishing tackle and cutlery. The tools are laid out on the table in the center on an Indian rug. Incidentally they are all securely wired down to prevent summary removal by those who are converted on the spot.

A gun case stood just beyond the view of our camera on the right, to balance the rod and tackle case on the left. The backgrounds, reproducing outdoor scenes, as well as the green boughs, provided the atmosphere, while the stock cards told the story and tied in with local merchants and agents.

This display was made by the western branch of the Winchester Co. at a recent outing and sporting goods show, attended by 22,000 people. The exhibit was under the direction of District Manager Charles K. Knight, and was installed by the company's hardworking, sincere and talented service and display supervisor, H. B. Sterling.

KEYSTONE FLEXIBLE STEEL MATS

Attention is called to the announcement of the Keystone Wire Matting Co., of Beaver Falls, Pa., the well-known manufacturers of Keystone flexible steel mat, which is made of galvanized ribbon steel with a continuous crimp, no short pieces being used. The method of manufacture enables the Keystone mat to be easily rolled into a small space and it is claimed to be the most durable mat made. It is reversible and will not warp or curl up.

These are made in eight regular sizes, or any length desired can be made to order.

The Ideal woven wire mat, also made by the Keystone Wire Matting Co., is of galvanized round steel wire, with mesh of flat coil construction, ingeniously woven on substantial galvanized one-piece steel frame, which is electrically welded. These are furnished in four sizes.

"Rolamat" is a flexible wooden matting; can be rolled up like a rug and is also made by the Keystone Wire Matting Co.

To accommodate their trade throughout the West and on the Pacific Coast, their sales office is located at 618 American building, Los Angeles. They will be glad to give prices and information to any of our readers upon request.

NEW "MILCOR" NET PRICE LIST

The Milwaukee Corrugating Co. has just mailed to the trade a copy of their new net price list, dated April 15, and for the confidential use of their dealers. In selling his customers the merchant is advised to use the company's general catalog.

The new net price list contains 96 pages and is liberally illustrated, giving brief specifications, shipping weights, freight allowances, and prices according to territory. The products of the company include sheet metal building products of all kinds, including gutters, roof and gable trimmings, conductor pipe and fittings, galvanized coppered metal, metal shingles, galvanized sheets, corrugated roofing and siding, stamped ceiling and siding, and corrugated and galvanized fittings and appliances of all kinds.

The general offices of the company are at Milwaukee, with branches at Minneapolis and Kansas City. Copies of the new price list will be forwarded on application from any of these points.

Do You Want Good Western Sales Representation?

Sales organization of six years' standing, covering the Pacific Coast jobbing trade, can represent two or three additional manufacturers with representative products sold through the hardware trade. Best references from the trade, banks, and manufacturers we have represented.

GRAF SALES CO.

Williams Building, San Francisco



Gas Appliances Offer Splendid Field for Increased Sales for Plumbers

BACK in the old days, every plumbing dealer depended largely on gas fitting as a substantial part of his business. The ceiling of practically every plumbing emporium was a congested mass of shining gas fixtures. Glassware of every conceivable size and shape could be found on exhibition.

This business gradually dwindled, however, with the boom of the electric light. Plumbing dealers sacrificed their stocks of gas fittings, cocks and fixtures. Many such stocks were disposed of to the junk dealers. It was generally considered that gas fitting had passed on into history.

However, a survey just completed by the American Gas Association, reveals in a striking degree the magnitude to which the gas service has grown. It also unquestionably points out that the plumbing and heating dealer did not avail himself of the opportunities presented by this field, but instead left it to the gas companies to develop.

Perhaps the following statistics will give the plumbing and heating dealer some idea of the possible sales of gas appliances in this country.

As an example: Gas furnishes the cooking heat, and in quite a few cases, illumination, in the homes of over 49,000,000 citizens. Communities served with gas number 46,000 with 8,580,000 meters. The mains total 68,300 miles.

To make the gas consumed by households and industries last year required 8,500,000 tons of bituminous coal, 2,000,000 of anthracite coal, 1,500,000 tons of coke, and 960,000,000 gallons of oil.

There are now 7,000,000 gas consuming cooking appliances in American homes. Gas water heaters number approximately 500,000 and gas heaters nearly 1,000,000. This is to say nothing of the number of consumers among hotels, clubs, restaurants, institutions and commercial establishments. Engineers say that because of its economy, cheapness, continuous and never failing supply, the use of gas, both in the home and in industry, is in its infancy.

Throughout the country, there is a tendency upon the part of gas companies, to invite all plumbing and heating dealers in the territories served by their lines, to act as retailers for gas appliances. They are even going so far as to point out to the dealers which seasons of the year they should push heaters, and what periods of the year they should push other kinds of appliances.

In many localities the gas companies are supplying the plumbing dealers with advertising matter, and price lists to aid them in securing orders. In many instances the gas companies carry the stocks and supply the dealer with any style of heater or appliances that he needs, at cost. They are endeavoring to establish a retail price that will give the plumbing and heating dealer a liberal margin of profit both on the appliance and upon the installation charge. From a sale view point, the plumbing and heating dealer occupies a position of unique advantage. Having entrance to thousands of homes and other buildings, they are thus enabled to introduce the subject of gas appliances. A little active selling on the part of the plumbing and heating dealer will result advantageously to the trade and to the gas company.

A general survey of the field throughout the country reveals the fact that in many localities, the plumbing dealer handles a great many gas and coal ranges while in other sections of the country such appliances are sold in hardware stores, house furnishing stores, etc. In other sections of the country the gas water heaters and room heaters are sold exclusively by the plumbing dealer, and at a good margin of profit. The same is true of gas irons and other appliances. Yet in still other sections the sale of these appliances is rarely handled in plumbing circles.

These conditions exist because of the inactivity, or lack of activity, among the plumbing and heating dealers. The plumbing and heating dealer is the logical distributor for all gas appliances, and the majority of the manufacturers

and jobbers would prefer him as a final distributor, if he could only be induced to action.

Gas Ranges

In many sections of the East and in cities in the South and on the Pacific Coast, the gas range can be found on display in many plumbing dealers' stores. The line proves a very profitable one to those handling it. The margin of profit usually ranges from 33 and one-third per cent to 50 per cent gross on sales. This is an exceptionally long margin, when the turnover is considered.

As an example, \$200 invested in three or four gas ranges, for sale or show purposes, will give the average dealer a very good assortment. Without any special sales effort, this stock can be turned over at least four times a year, at a selling price giving approximately \$325 on each turnover.

By turning over the stock four times the dealer has enjoyed a total sale of \$1300; a gross margin of \$1100, which is 550 per cent of the original investment.

The average sale consumes about four hours' time of a journeyman, whereas a similar sale of plumbing or heating materials would require a great deal more time. Therefore, the turnover, per hour of productive labor, is much greater on the sale of gas stoves than it is on either plumbing or heating.

By conservative advertising and other sales methods, the turnover on gas ranges can be greatly increased. Some instances have been known producing as high as ten turnovers per year. Under such circumstances, the gross profit on a \$200 investment would amount to \$3050. Granting that the overhead — such as advertising, handling, and installing — would amount to 50 per cent of the gross sale, it would still have a net profit of \$1425 on a \$200 investment. Is this not a line worthy of consideration by all the plumbing and heating dealers who wish to increase their volume and net profits?

Gas Heaters

The same results are being obtained by dealers who are handling gas heaters of various kinds. There is an ever growing demand for improved gas heaters for heating rooms during the spring and fall season when furnace heat is not desired. Conveniences of this kind are rapidly growing in favor throughout the country and are becoming a part of the household equipment.

The average turnover on gas heaters, gas radiators, etc., by the dealer ranges from four to ten per year, depending upon the sales energy put back of the appliance. But even a turnover of four times will produce a gross profit in excess of \$1000 on such heaters. The turnover on gas radiators is usually much greater.

It is therefore quite evident that, by handling the three appliances named above, any dealer could well afford to hire a salesman who could devote his entire time to that work.

Dependable Service Quality Goods

We are exclusive agents for

**Homestead Quarter-Turn Blow-Off Valves
Witt Pump Governors and Regulating
Valves**

Durable { **Valve Discs
Rod Packing
Sheet Packing
Union Gaskets
Gauge Glasses**

Distributors of
Wm. Powell Valves and Specialties

The M. L. Kline Co.

Wholesalers

**PLUMBING, HEATING AND STEAM
SUPPLIES**

84-86-87-89 Front Street - - Portland, Ore.

A salesman of this kind would more than make his way selling such appliances, to say nothing of the additional business he would create and pick up for the plumbing and heating departments.

Another point worthy of consideration is that these appliances, when displayed by the dealer, make his store more attractive to the consumer, and ultimately result in the sale of other plumbing and heating appliances.

During the coming year, the Trade Extension Bureau plans nation-wide activity in bringing about better co-operation between the gas companies and the plumbing and heating dealers. We believe that such co-operation will greatly improve conditions now existing and in turn increase the sale of gas appliances within this industry; thereby producing a greater margin of profit for the dealer, the jobber and the manufacturer.

Bill—"I never could see much in these crepe de chine waists."

Pete—"Ah, but you never looked at them in the right light."

There's a big difference between merit and notoriety. A five-dollar bouquet of roses hardly attracts attention to the wearer, but if she eats a nickel's worth of onions, she can break up the dance.

Speaking of Speakman Showers

From a Little Wilmington Plumbing Shop Two Young Men Have Developed a Nationally Recognized Line of Goods, Based on a Standard That Accepts No Compromise

THE SPEAKMAN COMPANY looks back 51 years to its birthplace in a little plumbing shop on a by-street in Wilmington, Delaware, where Mr. Speakman, Sr., father of the head of the present business, was a plumber, serving his neighborhood and pioneering in those pioneer days of the plumbing business.

It was a good, honest, growing business and provided the means for rearing a family of sound Quaker stock. When his son Willard entered the business, 30 years ago, it had expanded to include considerable contracting. A wholesale department was developed with the able assistance and vigorous activity of young W. A. Speakman. About the same time Harry E. Speakman likewise entered the business—Willard's cousin—bringing with him more of the vision, vigor and the optimism of youth, as well as the industry, integrity and earnestness of Quaker forebears.

Under these circumstances manufacturing was started 25 years ago; five years later a 30-acre tract of land was purchased on the outskirts of Wilmington, overlooking the bay, city and river. Here the first unit of the Riverview Works was constructed, separating the manufacturing from the wholesale department, and defining the organization as it continues today.

Since that time the company has followed a steady course, guided by very definite principles and always with a distinct ideal in view. The growth has been great, both in fame and in production. It now takes 250 employes in the plant alone to do what one-tenth of that number accomplished at the start. The capacity of the plant has been doubled many times.

The increase could have been far greater—just as it has been greater in many another plant along the same lines—through compromise. However, the Speakman Company has never produced a second grade or competitive line. Their goods have always been the best or not at all, and they have refused business rather than

compromise on standard, quality, workmanship, materials or price.

Special Industrial Fixtures a Feature

As a result the company bears a reputation enviable in any field. They are nationally famous for their showers, and are among the largest manufacturers of combination fixtures and plumbers' brass goods.

A particular feature of the company's policy has been in promoting industrial welfare and harmony among their workers. Along with loyal spirit they have developed a line of special industrial plumbing fixtures that has served not only as a leavening force in their own plant but for many other manufacturers and industries throughout the country. The company takes particular pride in their industrial showers, wash-up accommodations, sinks and toilet fixtures—all designed to aid the health and increase the happiness, make more pleasant and more attractive, life in shipyards, coal mines, lumber camps, packing houses, factories, or any plant or locality where a number of workers are to be served with sanitary accommodations.



HARRY E. SPEAKMAN

The sterling character, the good Quaker forebears and the earnest, clean-cut pursuit of an ideal by the Speakman Company is evident in the face of the secretary and sales manager, who, with his cousin, Willard A. Speakman, the president, have built the business and set the standard.

Versatile Genius of Willard A. Speakman

Willard A. Speakman, president and general manager of the company, is one of those rare and invaluable combinations of mechanical genius and executive, administrative and financial ability.

Besides designing new fixtures and many of the machines and generally conducting the industrial process, W. A. Speakman has also managed and been responsible for the general affairs of the company. He has always stood squarely for the principles of fair play as well as for the highest standard of excellence in product. He has been close to the point of view of his employes as well as to the demands and requirements of the trade and the consumer—not only in the factory, but in his community he is closely in sympathy with the public welfare. He is president of the Board of Harbor



"DREADNAUGHT"

THE ONLY TORCH WITH A BRAZED STEEL BODY

Will operate efficiently in the strongest wind or when inverted. Used by U. S. Bureau of Mines and Bell Telephone Co. A style for every purpose.

EVERY TORCH IS SERVICE TESTED AND GUARANTEED TO GIVE SATISFACTION

Write now for catalog and prices

P. WALL MFG. SUPPLY CO., 3058 Preble Ave., Pittsburgh, Pa.

Garden Hose Valves

OF

Recognized Quality

Which command repeat orders for you



Sizes $\frac{1}{2}$ " to $2\frac{1}{2}$ " inclusive. Both bent and straight Hose Spout.

HAYS MFG. CO., Erie, Pa.

W. Erwin Gilchrist

Pacific Coast Representative
681 Market Street, San Francisco

SCAIFE "Copper-Brazed" TANKS

For Air, Gas and Liquids



Pneumatic and Storage Tanks

Range Boilers, Riveted
or Welded

SEND FOR CATALOGUES

WM. B. SCAIFE AND SONS CO.
PITTSBURGH, PA.

38 South Dearborn St.

Chicago, Ill.



No. 10 Steel $\frac{1}{4}$ " to 4"

Plates that Please

ORDER NOW

and be ready with a stock
Increasing Demand for "B & C" Styles
Catalog on request

THE BEATON & CORBIN MFG. CO.

Largest and Oldest Plate Company in the World

Pacific Coast Representative
FISKE-KRAMER CO.,
17 Powell St.
San Francisco, Cal.



Commissioners and largely responsible for a recent \$2,000,000 contract for the improvement of the harbor of Wilmington.

Harry E. Speakman a Valued Associate

Harry E. Speakman, vice president and sales manager, is the man we all meet—the diplomat, ambassador, contact man and sales executive of the company. He carries forth and typifies the Speakman spirit, the highest standard, the aim for excellence, broad sympathy and public welfare point of view. He represents the company in all trade matters and organizations, and is an important member of the Trade Extension Bureau and a welcome and familiar figure at all conventions and conferences of the plumbing and allied trades. At home he is also a member of the Wilmington Park Commission and on a recent national business trip through all important distributing centers, he took notes and suggestions from every city to be used at Wilmington for improving and arranging the public parks and playgrounds.

As to the next generation, W. A. Speakman's son has just entered the plant to learn the business, while H. E. Speakman's son, although too young now, will doubtless carry on the traditions of the family.

W. E. Gilchrist Thoroughly Speakmanized

W. Erwin Gilchrist, the company's western representative, might just as well have Speakman for his middle name, so well does he conform to the standards, ideals and the general conduct of the company. His continued representation for 15 years is proof enough of what the company thinks of him, and the extent, volume and popularity of Speakman goods throughout the West speaks volumes for Mr. Gilchrist's effective efforts.

He, too, comes from a plumbing family and learned the business with the George E. Gil-

christ Company of Boston, the wholesale business which his father founded. An insatiable desire to "go West" tore him away from Boston, but not from the business. His entrance into the western plumbing trade as a manufacturer's representative offered an opportunity to put his former experience and natural endowment to excellent advantage.

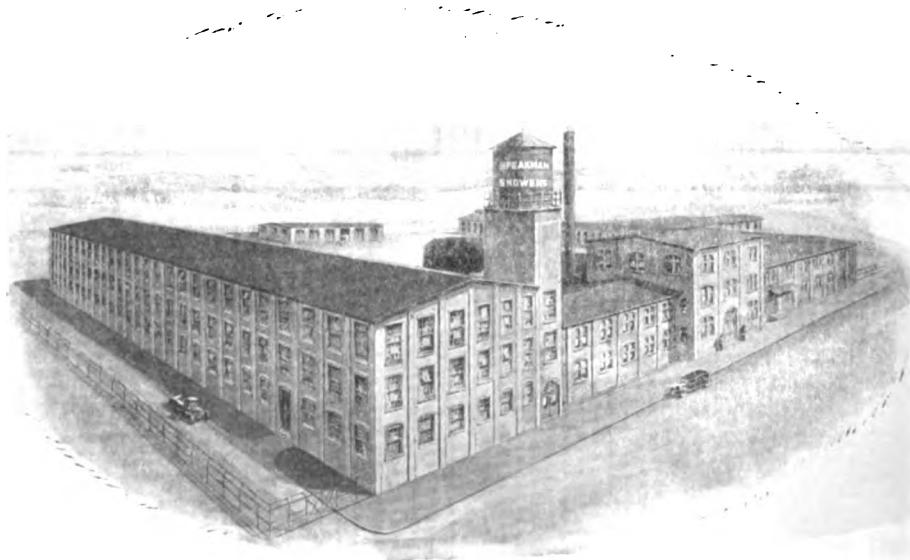
In all relationships he has shown himself to be a careful, painstaking student of his goods, a thoughtful, considerate gentleman, a loyal friend and counselor. Such men as the Speakmans and Mr. Gilchrist dignify and elevate the trade and all with whom they come in contact.

OVERLOOKING EDUCATIONAL POSSIBILITIES

There are "scads" of men in the plumbing and heating business who have possibilities of increasing their business a thousand fold annually, if the traveling men calling on them would suggest new plans and new ideas for improving and extending their business. These men need the advice and encouragement of those who sell them.

Keeping a customer enthused about his business is one of the big elements of salesmanship. The salesman who fails to keep up such enthusiasm, and permits his customer to follow the same routine that has been characteristic of the trade for so many years, is in a rut that grows deeper with wear and soon becomes an impassible road. Therefore, it behooves a salesman at all times to carry a big stock of new ideas to hand out to his trade. It is one of the sure ways to success.

The world is learning that, if it is to have permanent peace, it must rely on its hands rather than its arms.



RIVERVIEW WORKS OF THE SPEAKMAN CO. AT WILMINGTON, DEL.

Savill Patented Swan-Neck Faucet

The Savill Patented Swan-Neck Faucet is opened and closed quickly, a half turn of the handle allowing a full stream of water. It can be shut off quickly; this feature has led to its introduction in hotels and restaurants, and it also finds a ready place in the kitchen, where time and labor are of importance in drawing water.

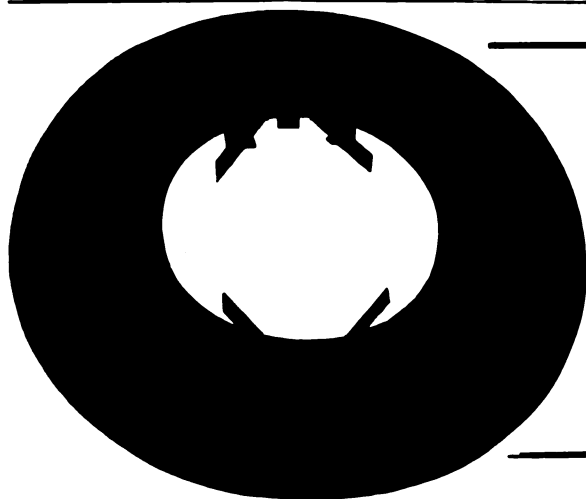
THOMAS SAVILL'S SONS

Wallace and Watts Sts. Philadelphia, Pa.

Send postal card for catalogue showing 23 styles



Sold by Jobbers of Plumbing Supplies Everywhere



THE PUBLIC DECLARES

Our No. 10 Floor and Ceiling Plate the best universally used. It is the most satisfactory, most reliable plate made. All we ask is that you try it once—then compare it to any other plate you've used. We're sure you'll agree with us that this No. 10 is the winner.

The Beaton & Cadwell Mfg. Co. NEW BRITAIN, CONN.

New York Office and Store, 234 Water St. Pacific Coast Representative, Wm. P. Horn & Company, Rialto Bldg., San Francisco; Dekum Bldg., Portland; Hollenbeck Bldg., Los Angeles. Middle Western Representative, Harry Verbeck, 129 No. Clark St., Chicago, Ill. Western Canadian Agents, A. E. Hinds & Co., Chamber of Commerce, Winnipeg, Manitoba. Southwestern Representative, J. R. Devereux, New Birks Building, Montreal, Quebec, Canada.



NYE DIES

Bite Right In and Go Right Through!

Like a boy on a piece of pie—
Like a bulldog on a pair of pants—
Like a fly on a bald head—

NYE DYES

Have the capacity of the boy—
The tenacity of the dog—
The voracity of the fly.

NYE DYES

Have features no other die has.
The skip-tooth feature, for instance.
There is no other just like it.

NYE DYES

Are made by die specialists
Who don't make anything else—
And nobody else
Makes anything as good.

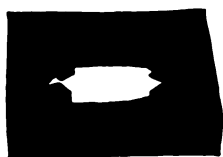
HARRY G. NYE

The Nye Tool & Machine Works

108-128 North Jefferson St., Chicago, Ill.



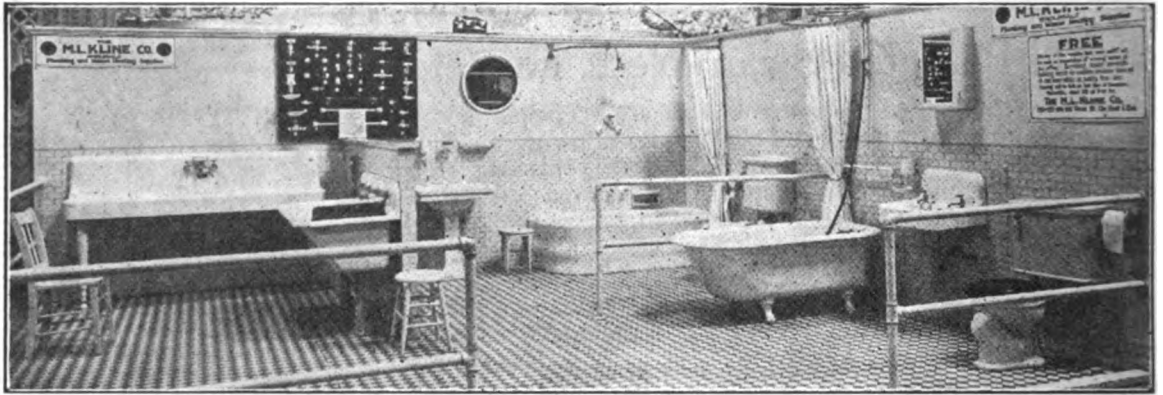
Nye, the Die Man
Pipe die maker to
the American Plumber



Nye Solid Die



Nye Armstrong Die



M. L. KLINE DISPLAYS THE KITCHEN AND BATHROOM BEAUTIFUL

A feature of the recent Home Beautiful Exposition at Portland was the exhibit of the M. L. Kline Co. in the interests of better plumbing fixtures and modern sanitation. The Kline company may be counted on to set the pace in any department of the business or special venture they undertake, and the recent display only added to their reputation.

As is evident from the illustration, a model bathroom and a model kitchen were the features of the booth. The fixtures immediately to the right attracted the most attention, for they were offered as a free prize in a drawing that was held for prospective home builders on the last day of the show. Every one registering at the booth was given a number, the winner to receive the fixtures free within six months, provided a building permit issued to him personally was presented at the same time.

The Home Beautiful Exposition is an annual affair, under the auspices of the Portland Realty Board, and was attended this year by 170,000 people.

Although the M. L. Kline company do absolutely no retailing, they miss no opportunity to appear before the public in any way, in the interests of new and better fixtures, as well as popularizing the lines they sell to the trade by creating demand from the public. All business or inquiries are referred to regularly established dealers in the neighborhood.

THE SOCIALIST PROPAGANDA

(By Woodworth Clum)

The Socialist propaganda, never more seriously or more ably carried on than now is proclaimed as an attempt to escape from conditions that are burdensome and unhappy. Despite its most imperfect interpretation of the economic significance of history and its ringing the changes on a misleading theory of class consciousness, this propaganda makes some appeal to our favorable judgment because its proclaimed motive is to help the mass of mankind.

No just man can quarrel with its aim, but few readers of history or students of human nature can approve its program. What is it that socialism aims to accomplish by restricting liberty in order to promote economic equality? It seeks to accomplish what it conceives to be a juster economic and political condition. At bottom and without special reference to immediate concrete proposals, socialism would substitute for individual initiative collective and corporate responsibility in matters relating to property and production, in the hope thereby of correcting and overcoming the evils which attach to an individualism run wild.

But we must not lose sight of the fact that the corporate or collective responsibility which it would substitute for individual initiative is only such corporate or collective responsibility

as a group of these very same individuals could exercise.

Therefore, socialism is primarily an attempt to overcome man's individual imperfections by adding them together, in the hope that they will cancel each other. This is not only bad mathematics, but worse psychology. In pursuing a formula, socialism fails to take account of the facts. Out of the people it would constitute a mob, in forgetfulness of the fact that the mob, led or unled, is the most serious foe that the people have ever had to face. The Roman Republic conquered every enemy but its own vices. With this warning written large across the page of history, what is the lesson of Rome for America?

We come back to the conception which Mazzini had of democracy: "The progress of all through all, under the leadership of the best and wisest." True democracy will carry on an insistent search for these wisest and best, and will elevate them to posts of leadership and command. Under the operation of the law of liberty, it will provide itself with real leaders, not limited by rank, or birth, or wealth, or circumstance, but opening the way for each individual to rise to the place of honor and influence by the expression of his own best and highest self.

It will exactly reverse the communistic formula. "From each according to his abilities, to

each according to his needs," and will uphold the principle, "From each according to his needs, to each according to his abilities." It will take care to provide such a ladder of education and opportunity that the humblest may rise to the very top if he is capable and worthy. The most precious thing in the world is the individual human mind and soul, with its capacity for growth and service. To bind it fast to a formula, to hold it in check to serve the selfish ends of mediocrity, to deny it utterance and expression, political, economic, and moral, is to make democracy impossible as a permanent social and governmental form.

At Last---

A SELF BLOWING ALCOHOL BLOW TORCH

THE DUPLEX

Just what Electricians, Auto Mechanics, Dentists, Battery Repairmen have been waiting for.

ABSOLUTELY AUTOMATIC

The finest thing in the torch line ever made.
Write for prices and particulars.

MANUFACTURED BY

PEERBLOW MFG. CO., Leetsdale, Pa.



No. 1 Fire Pot—List Price, each, \$27.20. Ask for Discount

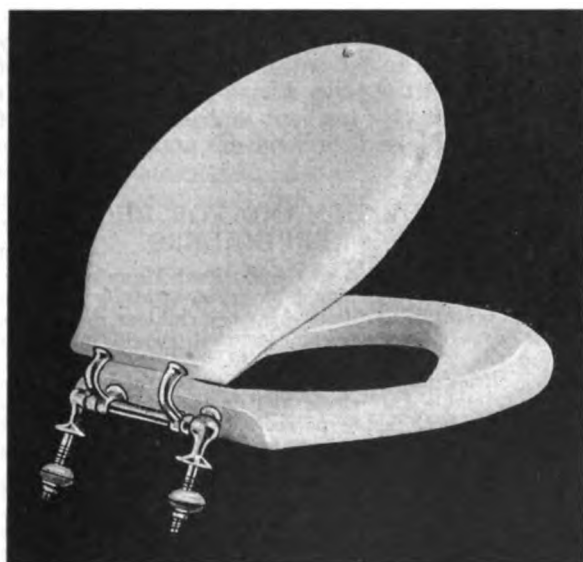
Why Bother With Sharp Needle Burners

Their life is short if the Needle is forced, enlarging the orifice, thus causing an imperfect gas mixture. Not so with C. & L. Double Needle Burners, used on the No. 1 Fire Pots, as both **Needles are blunt**. Upper Needle has wire tip that cleans orifice in Jet Block, lower Needle regulates the flame. The best general utility Fire Pot made, producing 300 degrees more heat. Burns gasoline or kerosene. Jobbers supply at factory prices. Catalogue mailed upon request.

CLAYTON & LAMBERT MFG. CO.

10611 Knodell Ave., DETROIT, MICH., U. S. A.

Church Seats



No. 500

With Non-Soil Hinge

No Metal on Under Side of Seat or Cover

The glistening pure whiteness of Church Closet Seats recommends them for use on your most particular installations.

People demand sanitation and expect lasting satisfaction—that is why Church is the natural choice.

Write for Latest
Catalog

C. F. Church Mfg. Co.

Holyoke, Mass.

New York

San Francisco

Chicago

These goods can be obtained from the leading jobbing houses in the West. Insist on them. If you cannot get them, address for information W. E. Gilchrist, Pacific Coast Representative, Monadnock Building, San Francisco, Cal. These goods are sold by all the leading jobbing and supply houses.

WHEN A STOCK OF GOODS IS DAMAGED BY THE LANDLORD'S NEGLIGENCE IN MAKING OF REPAIRS

(Copyright, 1922, by Elton J. Buckley)

Readers hereof who are tenants of other men's property, and those who own business property which they rent to others, will be interested in the following:

Syracuse, N. Y.

I rent from owner the property in which I do business. I have a long lease at a very favorable rent, and the landlord would like to break it if he could, but so far has not been able to do so. Before this happened he made the repairs, and never raised the question whether he was liable for them or not, but now that he gets less rent than he wants he has been very niggardly about repairs. The roof has been in bad condition for some time, and I have notified him again and again, and finally he sent a man to fix it, but did not do what was required, which was a new roof, but only patched it up, and very poorly at that. The result was that a storm which occurred last week blew a large piece of it away and the water and snow came in, damaging my stock to the extent of about \$2000. I notified him about it and said I would expect him to make it good, but he sent back an impudent message and refused to do anything. Please state whether I can hold him.

E. R. K. & C.

Practically all the courts in the United States agree that a landlord who is bound to make repairs must make them properly or he will be liable to the tenant for all damage which comes from not making them properly. The law is thus stated in a recent case:

Practically all, if not all, of the courts of this country hold that it is the duty of the landlord in making improvements upon leased premises, although the work is done gratuitously by him, to exercise reasonable care to see that no injury results to the occupying tenant. If therefore repairs are made by the landlord in a careless and negligent manner, he is liable to the tenant for such damages as are the proximate result of such negligence.

Even if the lease absolves the landlord from making repairs, the landlord is responsible for his negligence if he makes repairs negligently. In thousands of cases it happens that landlords who are not obliged by their leases to make any repairs whatever, nevertheless go ahead and make them as a matter of course. In some cases this happens because they would prefer to assure that their property is kept up, and in other cases because they are not aware that the lease places the duty of making repairs on the tenant.

I repeat that the landlord who makes repairs at all, whether he is obliged to make them or not, must make them the way they should be made or he will be liable if anything happens. The biggest case I know of along this line was one in which a large retail dealer in drugs, paints and oils had a fire which destroyed stock worth nearly \$75,000. He blamed the fire on his landlord and collected through the courts every cent of the damage. The case arose in this way: The owner of the building agreed in the lease to make certain alterations and repairs and install a new front. In return for this the tenant agreed to make a new lease at an additional \$100 a month rent.

The work was badly done, a brick wall collapsed, fire resulted and the stock was destroyed. The landlord said the wall collapsed because the tenant had put too much stock on the floor, but the jury didn't believe this and put the whole thing up to the landlord.

The landlord also defended on another ground, which I should discuss for a moment, because it is contained in most business leases. He pointed to a clause which provided that the landlord shouldn't be liable to the tenant for any damage done by water, leakage from the roof, bursting of pipes, overflow from sewers, nuisance on the premises and that all property of the tenant should be on the property at the tenant's sole risk. In no event, said the lease, should the landlord be liable to the tenant for injury, loss or damage to the latter's property on the premises.

The court said that this clause did not protect the landlord against negligence in making repairs, and after some examination I find that the courts of the whole country have generally done the same thing, viz.: they say a clause in the lease absolving the landlord from the results of his own negligence on the rented premises does not extend to damage which comes from the negligent making of repairs. If a landlord wants to be absolved from that, he must put a special covenant to that effect in the lease.

A couple of states, Connecticut and Pennsylvania, have raised this point, viz.: that when the landlord hires somebody to make the repairs, he, the landlord, is not responsible for negligence if damage results. All the other states, however, rule the other way.

Three states, Arkansas, New York and Oklahoma, say that when the tenant has been damaged by the negligent making of repairs by the landlord, he can set off his damages against the rent, but the other states won't let him do that. He must pay his rent and claim damages from the landlord in a separate action.

WIDE DEMAND FOR BUCKNER SPRINKLERS

Announcement of the Buckner Manufacturing Company of Fresno should be noted carefully, for they are manufacturing a line of lawn sprinklers, garden nozzles, and fertilizer attachments that should interest every dealer.

They have recently been successful in producing an adjustable half circle and an adjustable quarter circle spray, both being perfect. This is a sprinkler that is made by no other company. There is a constant growing demand for such a sprinkler.

They now have this head in adjustable circles, half circles, quarter circles, and long narrow strips, all of which break the water into a uniform spray. They will be glad to give prices and full information to any of our readers upon request.

J. J. Mulholland has engaged in the plumbing business at 2790 Moore avenue, Ramona Acres, Los Angeles. He was formerly with Haverty Co. in the wholesale business.

SUPPORT HOME BUILDING SHOWS

From all sections of the country come announcements and successful reports of Home Beautiful, Building, and Household Shows. There are Building Weeks, Buy and Build Now campaigns, and other constructive and collective measures to speed up building and buying by the householder.

Every community with a population from 5000 up should be in line for such a show or campaign. Very nearly every line in the hardware store will be favorably affected, and an opportunity is here presented to the enterprising merchant to take the lead, make the best display, and reap the greatest benefit.

People will always attend shows, expositions, fairs or any public gathering with educational or entertainment advantages. Such a show should be held collectively, with all merchants of the town co-operating. In this way extensive advertising, entertainment and special features can be undertaken which would be impossible for one merchant singly.

For a home show, appeal especially to the women, sending special invitations to the women's clubs and housewives. Booths may well be in the form of rooms, so that utensils, paints, house furnishings, builders' hardware and similar lines may be attractively displayed by the various exhibitors.

Most manufacturers have special exhibits that your jobber or branch house will be glad to forward to you for use in this connection. Often a factory demonstrator will be glad of the opportunity to co-operate with an enterprising merchant at such a show, referring orders and prospects to the local merchant carrying the line.

Tickets for admission may well be distributed by the merchant exhibitors to their customers, with a separate feature every day to attract attendance. The co-operation of the household economics and manual training departments of the schools can easily be secured and this in itself will attract public interest and attendance.

Building and Furnishing shows have been held on a very large scale with wonderful results in some of the large cities. The time is ripe all over the country to encourage building and buying, and such a show as this will do

more than miles of bill boards or reams of "appeals." Attention, interest, the desire to possess—these all respond to the senses of sight and touch far more strongly than by an appeal to the mind or the conscience.

It only takes one man to start such a show, and a few live wires to put it over. It ought to make sales and create new business for you.

STEAM PRESSURE COOKER AND CANNER

It is claimed for the H. & A. steam pressure aluminum cooker, manufactured by the Henninger & Ayes Mfg. Co., Portland, Ore., that it combines the advantages of a cooker and canner and will cook better and more quickly for half the fuel bill.

It has been the policy and plan of the manufacturers to put extra weight, quality and workmanship into their cooker. They absolutely guarantee every cooker shipped, in fact each one is tested in the factory for far more than any pressure it will ever be subjected to in household use. The entire cooker is wrought in the company's factory from raw aluminum, and it comes in 15 and 30-quart sizes.

The manufacturers are experienced in the canning business, having manufactured canning machinery, and so are well qualified to turn out an article that takes to the household the same surety used in the canning trade. The cooker can be used as a home canner by putting the jars in the inside and cooking the fruit or vegetables under pressure.

The H. & A. is sold through the trade and is being successfully demonstrated and sold by many merchants.

The City Plumbing Co., Visalia, have been awarded the plumbing contract for the Glover apartments of that city. They report a very busy season.



Latest and Improved

"Always Reliable"

Combination Gasoline—Kerosene Torches

Made in 3 sizes and 6 styles

Fitted with several patented features. Other patents pending on additional improvements.

WRITE FOR CIRCULAR
Jobbers Supply at factory prices

No. 79 — QUART TORCH **OTTO BERNZ CO., Newark, N.J.**
ONE OF THE NEW STYLES **Established 1876**



"HOTTER-EN-THAT"

The Torch With No Regrets

Will produce 400 degrees more heat on either gasoline or kerosene—no changing of parts necessary. Shut off and needle valve separate.

MR. DEALER, don't pass up this item, it means more profit to you. Every Turner Torch is thoroughly tested and guaranteed to give satisfaction. Any reliable jobber can supply you or write direct to

THE TURNER BRASS WORKS - - Sycamore, Illinois

BRAZED STEEL BODY BLOW TORCH

The Dreadnaught blow torch of the P. Wall Mfg. Supply Co., Pittsburg, is said to be the only one with a brazed steel body, making it practically "everlasting and indestructible." In fact the steel oilers, tallow pots, fillers, railroad oilers, auto and engineers' pump oilers and steel gongs manufactured by the same company are marketed under the "Everlasting" brand.

W. R. Voorhees, western sales agent for the line, tells us that his attention was first attracted to the Dreadnaught torch by a Pittsburg merchant who told him how one had dropped eight stories from a building to the sidewalk, the only damage being a slight break in the burner connection, replaced at the cost of a few cents.



The Brazed steel gives extreme lightness as well as great strength, with no soft solder to crack or melt. Being leak-proof, it has been found by users to be as safe as any made, and it is said to operate successfully inverted or in a strong wind. The large pump gives quick pressure, and the valve wheel and burner are patented and especial features.

P. Wall organized the business in 1864 and remained the active head until his death last year. The products have become nationally known entirely on their merits, since the company has never employed a salesman up until very recently. Repeat orders have always come from railroads, public service corporations and government agencies where the line has been introduced to meet the most exacting specifications.

The plant and general offices of the company are at 3058 Preble avenue, Pittsburg, while the Western office is in the Call building, San Francisco.

FACTORS IN CAMP STOVES

West & McIntyre, though a newly formed partnership, is prepared to offer to the western trade during the coming outdoor season camp stoves for any need or taste. An Auto Kamp Stove of their own manufacture is designed for the camper who burns wood, and for those who prefer gasoline burners the company will handle the sales of the Sure Meal Stove, manufactured by Goldberg Bros. at Denver.

The Auto Kamp is a range steel frame with four legs to stick in the ground. Although it folds flat, it opens to stand 10 inches above the ground, with a half sheet and half grate top, 10½ by 18 inches. The back is fixed and solid, but the sides are hinged so that they fold down to shield the fire when starting and are raised as aprons, to be warming shelves, convenient table space, or additional cooking area when the fire is under way.

The Sure Meal Goldberg gasoline stove is distinctive for its joint generating system and separate burner control. A special air control on the carburetor makes lighting easy and also provides a hot blue flame, irrespective of elevation or atmospheric conditions. It weighs only 15 pounds and folds up into a flat size, 4x12x18 inches.

The headquarters of West & McIntyre are care Seattle Tent & Awning Co., Western Ave. and Spring Street, Seattle.

South Pasadena Stove Shop is a new enterprise in South Pasadena.

Booth & Herboth of Marysville have been awarded the plumbing contract for the remodeling of the Butte County court house.

SAVILL'S DETROIT EXHIBIT

Thomas Savill's Sons, will exhibit the Savill Swan Neck Faucets on running water at the National Convention of the Master Plumbers at the General Motors building, Detroit, June 6th to 12th. Messrs. Robert Savill and William Lodge will be on hand to meet their many friends in the trade.

NEW LAWN MOWER SHARPENER

W. G. Hill of 4125 N. Kenneth Avenue, Chicago, has been granted a patent on a lawn mower sharpener, which he claims has exclusive points of merit and superiority over any similar grinder made.

Mr. Hill claims that his sharpener will sharpen a mower in less than five minutes' time. This device is constructed of steel and the bar is a single cut file, the same length as the revolving blade.

The frame clamps to the bracing bar of the mower and the sharpening bar is adjusted backward or forward to meet the proper cutting angle of the revolving blade.

In sharpening, the mower is pushed along the sidewalk for a distance of fifty to one hundred feet and the revolving blades striking against the sharpening bar are soon cut down and cut accurately.

The device is easily attached or detached and the sharpening file is rubbed along the lower or sweeper blade of the mower.

Mr. Hill expects to be in a position to supply orders for the spring of 1922.

It will be sold at such a price as will enable every lawn mower owner to own one, and he expects a good demand for them.

ABSORBING DOOR BANGS

"Ideal" door buffers in two models are announced by the Stopsit Sales & Manufacturing Co., to take the noise, rattle and rumble out of the shutting of doors. A small buffer is adapted for inside house doors, transoms, toilet lids, etc., while the large one is suitable for heavy house or automobile doors.



In installing the circular model a ¾-inch hole is bored in the door-stop and buffer is inserted, leaving only the rubber tip in view. The live rubber tip is backed by a cushion of coil springs designed to last permanently.

The small buffer retails for 10c, while the large buffer sells at 50c. The company is placing dealers and sales agents throughout the entire western territory, announcing liberal discounts.

Fred Berryman & Son is a new hardware and plumbing establishment in Los Gatos, Cal.

The City Plumbing and Metal Works have purchased a new building at Lindsay and are adding to their stock.

PLUMBING GOODS—RETAIL SELLING PRICES

The following are the present market selling prices (corrected up to the time of going to press) of various lines of plumbing goods, ruling in some of the larger western cities. At the request of some of our subscribers among the plumbing trade in interior and smaller towns and cities, who do not have the opportunity of checking up their prices and costs often, we are giving these prices as some we have obtained that are being charged by plumbers in the larger cities. These prices are usually based on the cost of goods, plus the overhead or cost of doing business, usually ranging in the neighborhood of 25 per cent. Where plumbers are some distance from their source of supply, freight and transportation charges would naturally be added. We will be glad to receive suggestions and corrections as to any errors or omissions, or any further information that might be desired, will be gladly answered.

BATHS AND LAVATORIES

(Bath Tub Prices Less Fittings)

BATH TUBS—K64, C870, P1990, Essex, on Feet—4-ft., \$43.85; 4½-ft., \$43.85; 5-ft., \$40.35; 5½-ft., \$45.70; 6-ft., \$62.70.

K57, C860, P1991, Essex, on Base—4½-ft., \$53.85; 5-ft., \$52.00; 5½-ft., \$58.70; 6-ft., \$78.70.

K80, P1988, Knickerbocker—5-ft., \$41.70; 5½-ft., \$47.00.

K10 to K10½, P2160 to P2173, Cardinal, Conred, Enam. All Over—4½-ft., \$76.00; 5-ft., \$80.00; 5½-ft., \$86.70.

K10 to K10½, P2160 to P2173, Conred, Enam. Inside, Cardinal—4½-ft., \$60.00; 5-ft., \$64.00; 5½-ft., \$70.70.

K10½, P2180 to P2186, Recona, Enam. All Over, Cardinal—4½-ft., \$72.00; 5-ft., \$74.70; 5½-ft., \$81.50.

K10½, P2180 to P2186, Recona, Enam. Inside, Cardinal—4½-ft., \$60.00; 5-ft., \$64.00; 5½-ft., \$70.70.

F12 to F15, C816 to C819, P2305 to P2313, Pembroke, Corner, Viceroy, Sierra—4½-ft., \$95.85; 5-ft., \$100.00; 5½-ft., \$108.00; 6-ft., \$140.00.

F16 to F17, C820 to C821, P2315 to P2318, Pembroke, Recess, Viceroy, Sierra—4½-ft., \$86.00; 5-ft., \$91.35; 5½-ft., \$100.00; 6-ft., \$134.70.

F10 to F11, P2319 to P2322, Pembroke, Pier, Viceroy—5-ft., \$133.50; 5½-ft., \$141.50; 6-ft., \$157.30.

F7 to F8, P2380 to P2388, Woodmere, Corner, Imperator—5-ft., \$180.00; 5½-ft., \$186.70.

F9, P2390 to P2393, Woodmere, Recess, Imperator—5-ft., \$166.70; 5½-ft., \$173.35.

F5, Imperator (Standing Pattern)—5-ft., \$261.50; 5½-ft., \$278.70.

F6, Imperator (Wall Pattern) 5-ft., \$280.70; 5½-ft., \$244.00.

BATH TUBS, PORCELAIN—H5015, 2028N, Regular selection, light weight, Corner—5-ft., \$145.35; 5½-ft., \$158.35.

H5015, 2028N, Special selection, light weight, Corner—5-ft., \$177.00; 5½-ft., \$198.35.

H5020, 2029N, Regular selection, light weight, Recess—5-ft., \$138.33; 5½-ft., \$146.70.

H5020, 2029N, Special selection, light weight, Recess—5-ft., \$166.70; 5½-ft., \$183.35.

SHOWER RECEPTORS—K112, P2510, with Strainer and Waste—36x36-in., \$84.00; 42x42-in., \$112.00.

K108, P2511, with Strainer and Waste—36 x 36-in., \$113.50; 42x42-in., \$150.70.

K107, P2512, with P2530 Drain—38x38-in., \$149.50.

K105, P2525, with P2530 Drain—38x36-in., \$120.00; 42x42-in., \$153.50.

SHOWER MIXING VALVES—NC1, H15, P2745, \$25.35.

NC1, H12, P2746, \$25.35. NF1, H10, P2747, \$25.35.

P2748, \$30.00.

SHOWERS—

H965, P2766, Shower and Rose Sprays, \$110.00.

H1014, P2771, Shower and Needle Bath, \$109.00.

NF1200, H911, P2790, Shower, \$54.70.

H909½, P2791, Shower and Shampoo, \$40.00.

NC100, H952½, P2803, Shower, \$33.85.

H953½, P2804, Shower, \$30.70.

NC1100, H954½, P2807, Shower, \$42.00.

NC1100 (with stops), H954½, P2809, Shower, \$40.70.

H943½, P2815, Shower, \$48.70.

H944½, P2816, Shower, \$47.85.

H945½, P2819, Shower, \$55.85.

H946½, P2820, Shower, \$55.85.

NC1100½, H956, P2821, Shower and Shampoo, \$47.70.

P2823, Shower and Shampoo, \$54.70.

H1402, P2826, Shower, \$16.00.

H1406, P2827, Shower, \$15.70.

H1400, P2828, Shower and Shampoo, \$31.70.

H1404, P2829, Shower and Shampoo, \$30.70.

H1410, P2836, Shower, \$36.70.

H1411, P2837, Shower, \$38.00.

H1408, P2841, Shower and Shampoo, \$50.70.

H140, P2842, Shower and Shampoo, \$53.00.

NF1050, H900, P2855, Shower, \$38.70.

NF1050½, P2856, Shower and Shampoo, \$51.00.

NF1055, H895, P2857, Shower, \$46.70.

H904, P2860, Shower, \$45.35.

P2861, Shower and Shampoo, \$58.00.

H1246, P2868, Shower, \$34.70.

H1250, P2870, Shower, \$27.70.

H1600, Industrial Mixometer Shower, \$34.70.

H1625, Industrial Combination Valve Shower, \$14.15.

H1202, P2914, Shower, \$62.00.

H1200, P2916, Shower, \$60.85.

H1206, P2918, Shower, \$44.85.

H1204, P2919, Shower, \$48.00.

P2920, Shower and Shampoo, \$58.00.

P2921, Shower and Shampoo, \$60.85.

Portable Showers—

H1275, P2946, Portable Shower, \$21.85.

S124, Portable Shower, \$15.00.

Wall and Ceiling Showers—

H1270, P2950, Wall Shower, \$13.00.

H1268, P2952, Ceiling Shower, \$13.00.

LAVATORIES—(Less Fittings)—

C105, P3050, P3055, P3057, Copley—18x27-in., \$53.00;

22x33-in., \$66.65.

C114, K205, P3110, P3115, P3117, Laton—20x24-in.,

\$83.35; 22x27-in., \$88.70; 22x30-in., \$48.70.

C145, K382, P3840, P3845, P3846, P3847, Ophir—17x21-

in., \$14.70; 18x24-in., \$17.00; 20x24-in., \$22.70; 22x27-in.,

\$86.00.

C145, K382, P3850, P3855, Ophir—20x24-in., \$22.80.

C152, K582, P4045, Ralwon, 17x19-in., \$10.80.

P4125, Arion—19x24-in., \$22.65.

P4205, Othello—18x21-in., \$12.15.

K580, C150, P4206, Othello—18x21-in., \$18.80.

K608, C162, P4335, Beverly—18x21-in., \$12.70.

K614, C164, P4345, Crescent—17x19-in., \$8.70.

K752, P4365, Alva—14x16-in., \$8.70.

K668, C180, P4940, P4945, Athena—20-in., \$25.35.

K668, C180, P4946, Athena—20-in., \$25.35.

K672, C182, P4950, P4955, P4956, P4957, Anglo—19-in.,

\$18.20.

K690, C184, P4980, P4985, Verdun—16-in., \$14.85.

P5080, P5085, P5086, P5087, Everett—19-in., \$18.70.

K782, C190, P5110, P5115, Yale—16-in., \$11.00.

K762, C192, P5145, Alda—16-in., \$9.00.

Add for Waste when required—P11385, Imperial, \$9.35;

P11289, Empire, \$8.00; P11290, Princess, \$6.70.

BRASS AND RUBBER GOODS

BATH FITTINGS, BUILT-IN—

H7025 Special, P11000—Compression, ½-in. Valves, 2-in.

Waste (End Wall), \$31.75.

F11001—½-in. Valves, 2½-in. Waste, \$40.00.

H7025 Special, P11002—½-in. Valves, 2-in. Waste (Back

Wall), \$34.50.

P11003—½-in. Valves, 2½-in. Waste, \$45.35.

P11010—½-in. Valves, 2-in. Waste, \$37.35.

P11011—½-in. Valves, 2½-in. Waste, \$44.70.

P11012—½-in. Valves, 2-in. Waste, \$42.70.

P11013—½-in. Valves, 2½-in. Waste, \$47.35.

P11015, "Quicko"—½-in. Valves, 2-in. Waste, Top

Nozzle, \$42.70.

P11016—½-in. Valves, 2½-in. Waste, Top Nozzle, \$47.35.

P11017—½-in. Valves, 2-in. Waste, Top Nozzle, \$45.35.

P11018—½-in. Valves, 2½-in. Waste, Top Nozzle, \$50.00.

Compression—

P11025—½-in. Valves, 1½-in. C. W. & O., \$23.70.

F11026—½-in. Valves, 1½-in. C. W. & O., \$23.85.

P11030—½-in. Valves, 1½-in. C. W. & O., \$27.35.

P11031—½-in. Valves, 1½-in. C. W. & O., \$32.00.

P11040—½-in. Valves, 1½-in. Waste, \$46.70.

P11041—½-in. Valves, 2-in. Waste, \$51.35.

NC2570—Fittings for Por. Tubs, ½-in. Valves, 2½-in.

Waste, \$64.00.

H2466—Speakman Dasher, ½-in. Valves for Por. Tubs,

\$36.00.

H2460—½-in. Valves for Enameled Iron Tubs, \$30.00.

Exposed for Essex Baths—Compression—

P11065—½-in. Valves, 2-in. Waste, \$34.70.

P11066—½-in. Valves, 2½-in. Waste, \$50.70.

"Quicko"—

P11090—½-in. Valves, 2-in. Waste, \$46.00.

P11091—½-in. Valves, 2½-in. Waste, \$50.70.

Exposed for Conred Tubs—

H6978 Special, 11115—½-in. Valves, 2-in. Waste, \$30.35.

Exposed for Pembroke and Woodmere Baths—

Compression—

H6978 Special, P11115—½-in. Valves, 2-in. Waste, \$40.00.

½-in. Valves, 2½-in. Waste, \$40.00.

P11125—½-in. Valves, 2-in. Waste, \$48.00.

Bath Cock Combination Fittings—For Essex Baths—

P11150—Compression Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$7.70.

P11155—"Quicko"—Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$2.70.

P11160—Compression Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$18.60.

P11165—"Quicko"—Supply and Waste Fitting, 9-16-in.

O. D. Annealed Supplies, \$20.00.

BATH WASTES—P11175—Imperial 2-in. Waste, \$13.40.

P11176—Imperial 2½-in. Waste, \$16.70.

P11179—Imperial 2-in. Waste, \$18.00.

Bath C. W. & O.—

P11185—1½-in. N. P. C. W. & O. for Essex Bath, \$2.80.

P11188—1½-in. N. P. C. W. & O. for Conred Bath, \$5.50.

1½-in. N. P. C. W. & O. for Conred Bath, \$6.00.

P11189—1½-in. Rough C. W. & O. for Conred Bath, \$5.00.

1½-in. Rough C. W. & O. for Conred Bath, \$6.00.

P11190—1½-in. Rough C. W. & O. for Pembroke Bath,

\$6.00.

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.	
COMBINATION LAVATORY FITTINGS—	
P11260—Verona, Compression, Enamel Lavatory.....	18.35
P11263—Verona, Compression, Vitreous Lavatory.....	18.35
LAVATORY WASTES—	
P11285—Imperial, China Knob.....	9.35
P11288—Imperial, China Knob.....	9.35
P11289—Empire, China Knob.....	8.00
P11290—Princess, China Knob.....	6.70
P11291—Princess, China Knob.....	6.70
P11292—Princess, China Lever.....	6.70
P11294—Princess, China Lever.....	6.70
P11295—Princess, China Lever.....	6.70
P11296—Princess, "B" China Handle.....	6.70
P11297—Princess, 4 Ball Handle.....	6.70
SHAMPOO FIXTURES—	
P11358—Quicko Double Basin Cock.....	8.75
P11359—Pedestal China Soap Dish with Drain.....	2.20
P11360—Compression, as described.....	30.00
P11362—Quicko, as described.....	20.00
MIXOMETER FIXTURE—H2285—Built-in Mixometer, \$53.35.	
LAVATORY SUPPLY PIPES—Strictly I. P. Size—Pipes to Wall—Short Pattern, 6-in. x 7-in.	
P11371—With W. H. Stop, $\frac{3}{4}$ -in., \$4.75; $\frac{1}{2}$ -in., \$5.60.	
P11372—With O. I. Stop, $\frac{3}{4}$ -in., \$5.15; $\frac{1}{2}$ -in., \$6.10.	
P11373—With L. K. Stop, $\frac{3}{4}$ -in., \$4.75; $\frac{1}{2}$ -in., \$5.60.	
LAVATORY PLUGS AND CHAIN STAYS—	
P11395—P. O. Plug for Porcelain Enamelled Lavatory..	.55
P11396—P. O. Plug for Vitreous Lavatory.....	.75
P11397—Chain Stay for Vitreous Lavatory.....	.40
COMBINATION SINK AND SUPPLY FAUCETS—P11425—Quicko, Swing Spout, No. 100, Classic or Faultless, \$9.35.	
NICKEL PLATED SINK AND LAVATORY TRAPS—	
Tubing Pattern, less Cleanout—	
P11450— $\frac{1}{4}$ -in. Plain "P," \$1.80; $\frac{1}{2}$ -in., \$1.80.	
P11451— $\frac{1}{4}$ -in. Vented "P," \$3.00; $\frac{1}{2}$ -in., \$3.15.	
P11456— $\frac{1}{4}$ -in. Bag, \$4.70; $\frac{1}{2}$ -in., \$4.60.	
P11462— $\frac{1}{4}$ -in. Plain "S," \$2.70; $\frac{1}{2}$ -in., \$2.70.	
P11463— $\frac{1}{4}$ -in. Vented "S," \$3.60; $\frac{1}{2}$ -in., \$4.00.	
With Cleanout—	
P11450— $\frac{1}{4}$ -in. Plain "P," \$2.80; $\frac{1}{2}$ -in., \$2.70.	
Cast Brass Traps with Cleanout—	
P11450— $\frac{1}{4}$ -in. Plain "P," \$2.75; $\frac{1}{2}$ -in., \$2.70.	
P11451— $\frac{1}{4}$ -in. Vented "P," \$3.75; $\frac{1}{2}$ -in., \$3.95.	
P11456— $\frac{1}{4}$ -in. Bag, \$3.75; $\frac{1}{2}$ -in., \$3.70.	
P11458— $\frac{1}{4}$ -in. "P," (N. Y. Reg.), \$2.70; $\frac{1}{2}$ -in., \$3.10.	
P11462— $\frac{1}{4}$ -in. Plain "S," \$3.20; $\frac{1}{2}$ -in., \$3.40.	
P11463— $\frac{1}{4}$ -in. Vented "S," \$4.15; $\frac{1}{2}$ -in., \$4.35.	
COMPRESSION BIBBS—H100—$\frac{1}{4}$-in. Rough Plain SSS, \$1.00; Finished, \$1.05; Nickel Plated, \$1.25. $\frac{1}{2}$-in. Rough, \$1.25; Finished, \$1.35; Nickel Plated, \$1.55.	
H102— $\frac{1}{4}$ -in. Rough Hose SSS, \$1.10; Finished, \$1.25; Nickel Plated, \$1.40. $\frac{1}{2}$ -in. Rough Hose, \$1.40; Finished, \$1.50; Nickel Plated, \$1.70.	
H110— $\frac{1}{4}$ -in. Rough Plain SOT, \$0.90; Finished, \$1.00; Nickel Plated, \$1.15. $\frac{1}{2}$ -in. Rough Plain SOT, \$1.15; Finished, \$1.25; Nickel Plated, \$1.40.	
H112— $\frac{1}{4}$ -in. Rough Hose SOT, \$1.00; Finished, \$1.15; Nickel Plated, \$1.30. $\frac{1}{2}$ -in. Rough Hose, \$1.30; Finished, \$1.40; Nickel Plated, \$1.55.	
H135— $\frac{1}{2}$ -in. N. P. Plain Adj. Flange, \$2.05; $\frac{3}{4}$ -in., \$2.50.	
H137— $\frac{1}{2}$ -in. N. P. Hose Adj. Flange, \$2.20; $\frac{3}{4}$ -in., \$2.60.	
H140— $\frac{1}{2}$ -in. N. P. Plain Set Screw Flange, \$1.85; $\frac{3}{4}$ -in., \$2.25.	
H142— $\frac{1}{4}$ -in. N. P. Hose, \$2.05; $\frac{3}{4}$ -in., \$2.40.	
H365— $\frac{1}{4}$ -in. N. P. Comp. Stub W. T. Bibbs Plain, \$1.50.	
H367— $\frac{1}{4}$ -in. N. P. Comp. Stub W. T. Bibbs Hose, \$1.30.	
QUICK COMPRESSION BIBBS—H410—$\frac{1}{4}$-in. Nickel Plated, Plain SOT, Metal Handle, \$1.60; $\frac{1}{2}$-in., \$1.90.	
H412— $\frac{1}{4}$ -in. Nickel Plated, Hose SOT, Metal Handle, \$1.70; $\frac{3}{4}$ -in., \$2.05.	
H413— $\frac{1}{4}$ -in. Nickel Plated, Plain SOT, China Handle, \$1.90; $\frac{3}{4}$ -in., \$2.20.	
H414— $\frac{1}{4}$ -in. Nickel Plated, Hose SOT, China Handle, \$2.05; $\frac{3}{4}$ -in., \$2.35.	
H435— $\frac{1}{4}$ -in. Nickel Plated, Adj. Flange, \$2.15; $\frac{3}{4}$ -in., \$2.60.	
H437— $\frac{1}{4}$ -in. Nickel Plated, Adj. Flange, Hose, \$2.30; $\frac{3}{4}$ -in., \$2.80.	
H438— $\frac{1}{4}$ -in. Nickel Plated, Plain, \$2.50; $\frac{3}{4}$ -in., \$3.00.	
H439— $\frac{1}{4}$ -in. Nickel Plated, Hose, \$2.65; $\frac{3}{4}$ -in., \$3.10.	
H440— $\frac{1}{4}$ -in. Nickel Plated, Plain SS Flange, Metal Handle, \$2.00; $\frac{3}{4}$ -in., \$2.35.	
H442— $\frac{1}{4}$ -in. Nickel Plated, Hose, SS Flange, Metal Handle, \$2.15; $\frac{3}{4}$ -in., \$2.50.	
H443— $\frac{1}{4}$ -in. Nickel Plated, Plain, SS Flange, China Handle, \$2.30; $\frac{3}{4}$ -in., \$2.60.	
H444— $\frac{1}{4}$ -in. Nickel Plated, Hose, SS Flange, China Handle, \$2.50; $\frac{3}{4}$ -in., \$2.85.	
SELF-CLOSING BIBBS—H478—$\frac{1}{4}$-in. Finished, Plain SOT, \$2.80; Nickel Plated, \$3.00.	
FULLER BIBBS—H510—$\frac{1}{4}$-in. Nickel Plated, Plain SOT, \$1.75; $\frac{3}{4}$-in., \$2.05.	
H512— $\frac{1}{4}$ -in. Nickel Plated, Hose, SOT, \$2.50; $\frac{3}{4}$ -in., \$2.25.	
H540— $\frac{1}{4}$ -in. Nickel Plated, Plain SS Flange, \$2.20; $\frac{3}{4}$ -in., \$2.50.	
H542— $\frac{1}{4}$ -in. Nickel Plated, Hose SS Flange, \$2.35; $\frac{3}{4}$ -in., \$2.60.	
GROUNDED KEY BIBBS—H575—$\frac{1}{4}$-in. Finished, Plain SSS, \$1.45; $\frac{3}{4}$-in., \$2.00.	
H577— $\frac{1}{4}$ -in. Finished, Hose SSS, \$1.65; $\frac{3}{4}$ -in., \$2.20.	
H587— $\frac{1}{4}$ -in. Finished, Hose SOT, \$1.75; $\frac{3}{4}$ -in., \$2.35.	
COMPRESSION STOPS—H600 and H608—$\frac{1}{4}$-in. Rough I. P. Both Ends T. H., \$0.90; $\frac{3}{4}$-in., \$1.15. $\frac{1}{2}$-in. Nickel Plated Both Ends T. H., \$1.15; $\frac{3}{4}$-in., \$1.75.	
H605 and H608— $\frac{1}{4}$ -in. N. P. I. P. Both Ends W. H., \$1.45; $\frac{3}{4}$ -in., \$1.75.	
H615 and H618— $\frac{1}{4}$ x $\frac{1}{2}$ O. D. T. H. or W. H. N. P., \$1.15. $\frac{1}{2}$ x 9-16 O. D., \$1.15. $\frac{1}{2}$ x 11-16 O. D., \$1.35.	
H620 and H623— $\frac{1}{4}$ -in. I. P. Both Ends Finished, Loose Key, \$1.80; $\frac{1}{2}$ -in. I. P. Both Ends N. P., Loose Key, \$1.45; $\frac{3}{4}$ -in. I. P. Nickel Plated, Loose Key, \$2.25.	
SELF CLOSING STOPS—H640 and H641—$\frac{1}{4}$-in. I. P. both ends N. P., \$3.40.	
COMPRESSION SILL COCKS—H650 to H654—$\frac{1}{4}$-in. Angle Pattern, \$1.20; $\frac{3}{4}$-in., \$1.20.	
BOILER DRAIN COCKS—H655 and H658—$\frac{1}{4}$-in., 90c; $\frac{3}{4}$-in. Rough N. P. Male, \$1.00; $\frac{3}{4}$-in., \$1.00.	
H656 and H659— $\frac{1}{4}$ -in. Rough N. P. Female, \$1.00; $\frac{3}{4}$ -in., \$1.00.	
H700— $\frac{1}{4}$ -in. TH or LH Stops, Solid Head, \$1.45; $\frac{3}{4}$ -in., \$2.05.	
H703— $\frac{1}{4}$ -in. TH or LH Stop and Waste, \$1.50; $\frac{3}{4}$ -in., \$2.10.	
GROUNDED KEY STOPS AND STOP AND WASTES—H780 and H731—$\frac{1}{4}$-in. TH or LH Stops, Loose Handle, \$1.05; $\frac{3}{4}$-in., \$1.50.	
H738 and H734— $\frac{1}{4}$ -in. TH or LH Stop and Waste, Loose Handle, \$1.05; $\frac{3}{4}$ -in., \$1.50.	
COMPRESSION BASIN COCKS—H852—No. 1 $\frac{1}{2}$ Midget Basin Cocks, Pair, \$3.15.	
H855—No. 2 Medio Basin Cocks, Pair, \$4.20.	
H856—No. 2A Medio Basin Cocks, Pair, \$5.25.	
No. H870—No. 5 Dunlo Basin Cocks, Pair, \$5.85.	
H871—No. 5A Dunlo Basin Cocks, Pair, \$5.95.	
QUICKO BASIN COCKS—H901—No. 1 $\frac{1}{2}$, \$3.60.	
H902—No. 2 Quicko Basin Cocks, \$4.00.	
H903—No. 3 Quicko Basin Cocks, \$3.90.	
H908—No. 5 Quicko Basin Cocks, \$5.35.	
"Allwite" Quick Comp. Basin Cocks, \$10.95.	
FULLER BASIN COCKS—H925—No. 0 Fuller Basin Cocks, \$5.25.	
H926—No. 0 Fuller Basin Cocks with Union, \$6.90.	
SELF CLOSING BASIN COCKS—H950—"Standard" Ball Bearing, Cross Handle, pair, \$8.10.	
H951—"Standard" Ball Bearing, China Level, pair, \$9.45.	
H970—"Standard" Boston, pair, \$6.60.	
Junior Size Ball Bearing 4 Arm Indexed Self Closing, pair, \$7.50.	
DOUBLE BASIN COCKS—H980—Quicko Double Basin Cocks, each, \$10.50. (For China Soap Cup see U11859.)	
Glauber "Winton," Nu-Rapid—Double Basin Cock with Goose-neck and China Index Lever Handles, 12-in. C to C of Cock Holes, \$16.50.	
PANTRY COCKS—	
H1000—No. 1 Compression, pair.....	5.30
H1010—No. 1 Quicko, pair.....	8.65
H1015—Quicko, Double, each.....	12.00
H1080—No. 1 Fuller, pair.....	8.80
SLOP SINK COCKS—	
H1070—Compression.....	19.50
H1075—Fuller.....	19.50
DOUBLE BATH COCKS—	
H1100—No. 8 Compression.....	4.15
H1105—No. 3A Compression.....	4.50
H1142—No. 1 $\frac{1}{2}$ Quicko.....	5.25
H1150—No. 2 $\frac{1}{2}$ L Quicko.....	4.90
H1152—No. 2 $\frac{1}{2}$ Quicko.....	5.75
H1160—No. 10 Quicko.....	10.15
H1170—No. 5 $\frac{1}{2}$ L Fuller.....	4.90
H1172—No. 5 $\frac{1}{2}$ Fuller.....	5.25
H1175—No. 4 $\frac{1}{2}$ L Fuller.....	4.15
H1177—No. 4 $\frac{1}{2}$ Fuller.....	4.50
CHICAGO FAUCET COMPANY'S BRASS GOODS—	
A100—"Classic" N. P. Quatern Swing Spout Mixing Faucet with Index Lever Handles, \$10.20 each. Extra Washers for same, \$2.00 per hundred.	
A500—N. P. Quatern Plain Bibbs SOT, Detachable Tapered Shank, $\frac{1}{4}$ -in., \$2.90.	
A900—N. P. Quatern Plain Bibbs with Detachable Shank, Adjustable Screw Flange, $\frac{1}{4}$ -in., \$3.10.	
A1600—N. P. Quatern Single Pantry Cock with China Lever Handle, \$5.90.	
A1700 N. P. Quatern Double Pantry Cock with China Indexed Lever Handle, \$17.40.	
A1900—N. P. Quatern Basin Cock with Top China Indexed Lever Handle, \$3.80.	
A2000—N. P. Quatern Basin Cock with Side China Indexed Lever Handle, \$4.90.	
A2100—N. P. Quatern Double Basin Cock with China Indexed Lever Handle, \$14.70.	
A4500—No. 102 Amazon Basin Cocks, N. P. with China Index Top, \$5.50.	
Phosphor Bronze Removable Sleeve Seats for all "Quatern" Bibbs, Basin Cocks, Bath Cocks, Pantry Cocks, Ball Cocks, etc., Hot or Cold, 40c each.	
N. P. BRASS ANNEALED TUBING— $\frac{1}{4}$ -in. O. D. N. P. Brass Annealed Tubing, \$18.00 per hundred ft.	
O. D. N. P. Brazed Brass Tubing—Per 100 ft.— $\frac{1}{4}$ -in., \$37.50; $\frac{3}{4}$ -in., \$41.25; $\frac{1}{2}$ -in., \$48.75; 1-in., \$39.00; 1 $\frac{1}{2}$ -in., \$42.75; 1 $\frac{1}{2}$ -in., \$48.00; 1 $\frac{1}{2}$ -in., \$52.50; 1 $\frac{1}{2}$ -in., \$56.25; 2-in., \$75.00.	

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Brass and Rubber Goods—Continued.

SEAMLESS BRASS PIPE—I. P. Size, per lb.— $\frac{1}{4}$ -in., 61c;
 $\frac{1}{2}$ -in., 57c; $\frac{3}{4}$ -in., 58c; $\frac{1}{2}$ -in., 50c; $\frac{3}{4}$ -in., 47c; 1-in., 47c;
 $\frac{1}{2}$ -in., 47c; $\frac{1}{4}$ -in., 47c; 2-in., 47c; 2 $\frac{1}{2}$ -in., 47c; 8-in.,
 47c.

Add 70 per cent for Nickel Plating Pipe. Add 10 cents
 for cut lengths. Add 75 per cent for Copper Pipe.

MISCELLANEOUS BRASS TRIMMINGS—

1 $\frac{1}{2}$ -in. Laundry Tray Plugs, 1 $\frac{1}{2}$ O. D. Tail Piece, doz...	19.90
1 $\frac{1}{2}$ -in. Laundry Tray Plugs, 1 $\frac{1}{2}$ I. P. Tail Piece, doz...	19.90
Fin. Brass Wash Tray Plugs, 1 $\frac{1}{2}$ Met. Stopper, doz...	5.50
N. P. Chain Stays, No. 1, doz...	4.50
N. P. Chain Stays, Nos. 1, 2, 8, dozen...	5.20
China Chain Stays, doz...	9.60
N. P. Chain Stay and Cock Hole Cover...	6.75
N. P. Basin Cock Hole Cover, doz...	4.40
N. P. Basin Chain w/ Snap, No. 00, do	1.50
N. P. Basin Chain w/ Snap, No. 0, doz	1.70
N. P. Bath Chain w/ Snap, No. 00, doz	2.00
N. P. Bath Chain w/ Snap, No. 0...	2.40
N. P. Basin Chain 12 Yd. Box, No. 00, l.	2.10
N. P. Basin Chain 12 Yd. Box, No. 0, bc	2.50
N. P. Basin Chain 12 Yd. Box, No. 1, ba	3.10
N. P. Basin Chain, No. 00, per 100 feet...	5.50
N. P. Basin Chain, No. 0, per 100 feet...	6.80
N. P. Basin Chain, No. 1, per 100 feet...	8.50
N. P. Basin Chain, 500-foot reels, No. 00	5.80
N. P. Basin Chain, 500-foot reels, No. 0	6.40
N. P. Basin Chain, 500-foot reels, No. 1	8.80
Beaded Basin Chains, per dozen...	3.50
Beaded Bath Chains, per dozen...	3.90
N. P. Chain Snaps, large, per dozen...	.26
N. P. Chain Snaps, small, per dozen...	.24
N. P. Chain "S" or "8" Hooks, per dozen...	.48
$\frac{1}{4}$ -inch Threaded Brass Rod, per foot...	.37
$\frac{1}{4}$ -inch Rough N. P. Brass Nuts, threaded through, 100	6.40
$\frac{1}{4}$ -inch N. P. Brass Cap Nuts, per 100...	5.60

FAIRFACTS BUILT-IN BATH ROOM ACCESSORIES—

F 1—Built-in Paper Holder, 6x6...	8.80
F115 and F125—Built-in Soap Holder, 6x6...	4.40
F140—Built-in Grab Rail, 6x6...	8.80
F150—Built-in Comb. Rail and Soap, 6x6...	8.80
F160—Built-in Tumbler Holder, 6x6...	4.40
F170—Built-in Sponge Holder, 6x6...	7.10

BRASSCRAFTERS ALL WHITE ACCESSORIES—

14086—Slab Soap Dish...	3.00
14039—Wall Soap Dish...	2.90
14076—Wall Soap Dish...	3.35
14049—Wall Soap Dish...	4.80
14073—Wall Soap Dish...	3.00
14044—Tub Rim Soap Dish...	2.60
14080—Tub Rim Soap Dish...	3.50
12806—6-inch Three arm Swinging Bar...	4.50
12108—14-inch Three arm Swing Bar...	4.90
12518— $\frac{1}{2}$ x18-inch Towel Bar...	3.35
12524—24-inch Towel Bar...	3.75
12530—30-inch Towel Bar...	4.55
11818— $\frac{1}{2}$ x18-inch Towel Bar...	4.00
11824—24-inch Towel Bar...	5.00
11830—30-inch Towel Bar...	5.90
11612—1x12-inch Towel Bar...	5.90
11618—18-inch Towel Bar...	6.40
11624—24-inch Towel Bar...	7.85
11630—30-inch Towel Bar...	7.85
11912—1 $\frac{1}{2}$ x12-inch Towel Bar...	12.00
14341—Wall Pattern Soap and Sponge Holder...	11.70
14502—Wall Towel Basket...	19.90
15124—Tumbler and Toothbrush Holder...	4.80
15118—Tumbler and Toothbrush Holder...	4.95
15167—Tumbler Holder...	3.40
15285—Combination T. T. B. and Soap...	11.90
15222—Combination T. T. B. and Soap...	8.15
15150—Tooth Brush Holder...	1.40
15103—Tooth Brush Holder...	1.60
15176—Tumbler Holder...	3.40
15195—Tumbler and Toothbrush Holder...	4.80
15192—Tumbler and Toothbrush Holder...	4.95
15298—Tumbler and T. B. and Soap...	11.90
15291—Tumbler and T. B. and Soap...	8.15
15297—Tumbler and T. B. and Soap...	6.95
15298—Tumbler and T. B. and Soap...	12.70
14811—Comb Tray...	5.70
14800—Comb Tray...	6.95
15752—6x24 Shelf...	10.95
15706—5x20 Shelf...	8.00
15710—5x18 Shelf...	7.70
15712—5x24 Shelf...	8.20
15714—5x30 Shelf...	9.50
15801—5x20 Rail...	4.55
15202—5x24 Rail...	5.00
15804—5x30 Rail...	5.70
15807—6x24 Rail...	5.75
15435—Paper Holders (Roll)	6.15
15420—Paper Holders (Roll)	2.90
15451—Paper Holders (Sheets)	4.95
15510—Hooks...	.60
15528—Hooks...	1.10
15513—Hooks...	1.80
15534—Hooks...	2.55
15533—Hooks...	3.30
15521—Hooks...	1.15
15520—Hooks...	1.20

15501—Hooks...	1.75
14510—Stool...	12.70

CHURCH BATH ROOM TRIMMINGS—

No. 2 White Pyralin Routh Bath Stool, Rub'r Bumpers...	19.15
No. 7 White Pyralin Square Bath Stool, Cork Top...	22.20
No. 1 French Beveled Plate Glass Oval Mirror with White Pyralin Frame, 16x4...	34.80
No. 2, same, 20x28...	43.85
No. 1, same, Oblong with Square Corners...	42.50
No. 2, same, 20x28...	42.20
No. 2, same, 20-inch Round...	36.70
No. 4, same, 24-inch...	48.85

BRASSCRAFTERS NICKEL PLATED ACCESSORIES—

1612—1x12-inch N. P. Towel Bar...	4.10
4600—20-inch Roller Towel Bar with Lock...	5.20
2112—14-inch 2-arm Crystal Swing Rack...	3.10
2113—14-inch 3-arm Crystal Swing Rack...	4.10
2818— $\frac{1}{2}$ x18-inch Crystal Bar...	1.95
2824—24-inch Crystal Bar...	2.20
2918—1x18-inch Crystal Bar...	3.40
2924—24-inch Crystal Bar...	3.80
3930—30-inch Crystal Bar...	4.55
2936—36-inch Crystal Bar...	6.00
2618— $\frac{1}{2}$ x18-inch Opal Bar...	1.95
2624—24-inch Opal Bar...	2.20
2718—1x18-inch Opal Bar...	3.54
2724—24-inch Opal Bar...	3.95
3730—30-inch Opal Bar...	4.60
3736—36-inch Opal Bar...	6.15
5610—5x18-inch Crystal Shelf...	4.50
5612—5x24-inch Crystal Shelf...	4.90
5606—5x20-inch Crystal Shelf...	4.60
5301—5x20-inch N. P. Shelf Rail...	3.15
5101—Crystal Tooth Brush Holder...	.90
5150—Opal Tooth Brush Holder...	.95
5108—N. P. Tooth Brush Holder...	.55
5146—Comb, Tumbler and T. B. Holder...	1.55
5191 and 5117—Tumbler Holder...	1.95
5196 and 5141—Tumbler and Toothbrush Holder...	1.10
5222—Tumbler, T. B. and Soap Holder...	3.00
5291—Tumbler, T. B. and Soap Holder...	5.95
5292—Tumbler, T. B. and Soap Holder...	5.95
5293—Tumbler, T. B. and Soap Holder...	8.15
5298—Tumbler, T. B. and Soap Holder...	8.40

DRAIN COCKS—E1739—T. H. Compression for Range Boiler

Hose or Plain Rough, N. P., $\frac{1}{2}$ -inch \$1.00; $\frac{3}{4}$ x $\frac{1}{2}$, \$1.10.

URINAL COCKS—E1765—Self Closing N. P., $\frac{1}{4}$ -inch, \$3.10.

BALL COCKS—E1771—Silent $\frac{1}{2}$ -inch O. D. without Integral

Stop, less Ball and Stem, \$3.10.

BASIC COCKS—

E1876—N. P. Comp. 4-arm China Index Brass Handle with Nut for O. D. Tubing...	1.95
E1887—N. P. Comp. 4-arm, All China Index Handle with Nut for O. D. Tubing...	2.90
E1902—Rapidae N. P. China Index Side Lever Handle with Nut for O. D. Tubing...	2.70
E1905—Rapidae N. P. China Index Top Lever Handle with Nut for O. D. Tubing...	2.29
E1912—Rapidae N. P. 4-arm, All China Index Handle with Nut for O. D. Tubing...	2.95
E1915—Rapidae N. P. Double China Index Side Lever Handle with Special Br. Y. with Nut for O. D. Tub...	10.40
E1926—Rapidae N. P. China Index Side Lever Handle (large pattern), Nut for O. D. Tubing...	5.80
E1985—Self Closing N. P. 4-arm Brass Handle China Index Nuts with Nut for O. D. Tubing...	8.60
E1995—Self Closing N. P. China Index Lever Handle, Plain Brass Nut with Nut for O. D. Tubing...	4.20

CLOSETS AND TRIMMINGS**CLOSET SEATS—**

L8500—White Seat, less Cover...	11.35
L8600—Birch Mahogany, less Cover...	4.00
L8700—Oak, less Cover...	4.00
L3501—White Seat and Cover...	12.00
L8601—Birch Mahogany and Cover...	4.35
L8701—Oak and Cover...	4.35
B. O. T. Church, B326, 47-1A, L8508—All White Seat and Cover, White Hinge...	20.00
L3515—White Crescent Seat...	11.35
L3615—Birch Mahogany Seat...	10.15
L3615 $\frac{1}{2}$ —Birch Mahogany, Cantonment Type...	4.35
L3715—Oak Seat, Mahogany, Cantonment...	4.35
L3715—Oak Seat, Cantonment Type...	4.35
L3516—White Crescent Seat and Cover...	14.35
L3616—Birch Mahogany Crescent Seat and Cover...	8.70
L3716—Oak Crescent Seat and Cover...	8.70
L3520—White Horseshoe Seat...	12.50
L3620—Birch Mahogany Horseshoe Seat...	8.80
L3720—Oak Horseshoe Seat...	8.80
L3521—White Horseshoe Seat and Cover...	16.70
L3621—Birch Mahogany Horseshoe Seat and Cover...	8.70
Oak Mahogany Seat and Cover...	8.70
L3525—White Extended Seat Closet Front...	17.35
L3625—Birch Mahogany Extended Seat Closet Front...	13.35
L3725—Oak Extended Seat Closet Front...	13.35
L3536—White Extended Closet Front with Cover...	22.70
L3636—Birch Mahogany Ext. Closet Front with Cover...	16.70
L3736—Oak Extended Closet Front with Cover...	16.70
L3565—White Extended Open Front and Back...	16.70
L3765—Oak Extended Open Front and Back...	16.90
L3566—White, Ditto, with Cover...	26.70
L3766—Oak, Ditto...	20.00

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

DRAINS

DRAINS, CESSPOOLS, ETC.—

Extra Heavy Stable Cesspool—12x12x10, 6.60 each; 16x16x10, \$9.50.
 C. I. Plain Top Cesspools—6x6x2, \$0.90 each; 9x9x3, \$1.50; 12x12x4, \$2.90; 13x13x4, \$3.50.
 C. I. Extra Heavy, Hinged Top—6x6x12, \$1.15 each; 9x9x3, \$2.00; 12x12x4, \$3.60; 13x13x4, \$4.35.
 Galvanized Refrigerator Drains, 1½-in. I. P., \$1.60 each.
 Blake, Iron wf. B. W. Valve—G102, 2-inch, \$10.15 each; G103, 3-inch, \$16.15; G104, 4-inch, \$24.75.

JOSAM DRAINS—

I. P. Govt. Pattern—203A, 5x2-inch, \$14.40 each; 307A, Cx8-inch, \$20.00; 2003A, 6x2-inch, \$21.60.
 300—4-inch N. P. Strainer, 2-inch I. P., \$8.15 each.
 Roof Drains—400, 4-inch, \$14.40; 401, 5-inch, \$17.55; 402, 6-inch, \$19.20.
 Wood Roof Drains—400A, 4-inch, \$19.20 each; 401A, 5-inch, \$22.55; 402A, 6-inch, \$24.00.
 Floor Drains, 4-inch I. P.—500A, 10-inch, \$18.15; 600, 8-inch, \$9.00.

M. & J. SAFETY DRAIN WITH B. W. VALVE—

3-inch Flat Iron Top, \$19.80 each; 4-inch Flat Iron Top, \$28.95; 4-inch Raised Iron Top, \$37.95.

SHOWER STRAINERS—

¾-inch N. P. Top by 1½-inch I. P. Female Outlet, P2998, \$2.40 each; 4-inch ditto by 2-inch ditto, \$2.70.
 5-inch N. P. Top by 3-inch I. P. Outlet Combination Drain and Trap, P2986, \$10.85.

PENBERTHY AUTO CELLAR DRAINERS—

No. 1, \$28.15 each; 2, \$45.00; 3, \$62.00. No. 1, Non-Automatic, \$21.90.
 Washing Machine Drainers, \$4.00 each. Hose and Adapters, 80c.

FIRE AND HOSE GOODS

FIRE HOSE, RACKS, EXTINGUISHERS, ETC.—

No. 901—Antex Electric Light Extension Reel with 25 feet of Flexible Waterproof Cord, \$16.00.
 No. B1101—2½-gal. Badger's Chemical Extinguisher, \$30.00.
 No. B1107—Extra Hose with Nozzle, \$1.60.
 No. B1108—Hanger, .35.
 No. B1106—8-oz. Acid Bottles, .35.
 No. B1114—Universal Soda and Acid Recharge, .75.
 No. 0—Fire Gun Extinguisher, 1 qt., \$10.00.
 No. 1—Fire Gun Extinguisher, 1½ qt., \$12.00.
 No. 2—Fire Gun Extinguisher, 1½ qt., \$14.00.
 Universal Liquid for Recharging Fire Gun, per quart, \$1.75.
 No. B1118—2½-gal. Foamite Firepan Extinguisher, \$30.00.
 No. B1118—Pump Tank Extinguisher, 5-gal., \$15.00.
 No. M1201—1-pint Safety Gasoline Cans, \$3.00.
 No. M1204—1-quart Safety Gasoline Cans, \$3.85.
 No. M1207—2-quart Safety Gasoline Cans, \$4.65.
 No. M1205—1-gal. Safety Gasoline Cans, \$5.85.
 No. M1203—3-gal. Safety Gasoline Cans, \$6.60.
 No. M1206—5-gal. Safety Gasoline Cans, \$10.00.
 No. M1207—8-gal. Justrite Oily Waste Can, \$6.85.
 8-gal. Justrite Oily Waste Can, \$7.85.
 10-gal. Justrite Oily Waste Can, \$8.00.
 No. S502—Small First Aid Kit, \$7.50.

GAS WATER HEATERS

AUXILIARY TYPE—500, 1½-inch, \$80.00.
 No. 1½, Lion No. 25 Round, AUTOMATIC TYPE—
 Double Copper Coil, \$18.70.
 No. 2, Lion No. 85 Round, Pressure Valve, Pittsburgh—
 Triple Copper Coil, \$40.00.
 STORAGE TYPE—
 Pittsburgh or Round Multi-Coil Storage Heaters—
 No. Each
 30, 85.00
 50, 95.00
 100, 295.00
 200, 355.00
 300, 420.00
 500, 650.00
 Moment Valve Thermostats—
 No. Each
 30, ¾-inch, \$40.00
 50, ¾-inch, \$40.00
 100, ¾-inch, \$65.00
 200, 1-inch, \$70.00
 300, 1-inch, \$70.00

LEAD GOODS

HALF AND HALF SOLDER—500 lb. lots, \$29.35; 100 lb. lots, \$30.67; less, \$32.00.
 EXTRA WIPING SOLDER—500 lb. lots, \$25.35; 100 lb. lots, \$26.70; less, \$28.00.
 Wire Solder, Smooth, \$36.75.
 CALKING LEAD—2000 lb. lots, \$9.15; 500 lb. lots, \$9.50; less, \$9.80.
 PIG LEAD—2000 lb. lots, \$8.80; 500 lb. lots, \$9.15; less, \$9.50.
 SHEET LEAD—Full Rolls, \$13.80; Cut Pieces, full width, \$14.20; Cut Pieces, odd sizes, \$15.15.
 ¼-inch Lead Tubing, \$17.10.
 Bar Tin, \$80.00.
 Block Tin Pipe, full reel and coils, \$61.70.
 Block Tin Pipe, cut pieces, \$70.00.
 LEAD BENDS—4x5½x10, \$1.50 each; 4x5½x13, \$1.70; 4x5½x15, \$2.00; 4x5½x18, \$2.50; 4x5½x20, \$2.50; 4x10x10, \$1.95; 4x10x13, \$2.15; 4x10x15, \$2.45; 4x10x18, \$2.75; 4x10x20, \$2.90.
 LEAD PIPE—¾-inch to 1½-inch, full reels and coils, \$11.75;

2, 3, 4-inch Lead Soil Pipe, full lengths, \$11.75; Other sizes 2½ to 5-inch, full lengths, \$12.40; Cut Pieces, all sizes, \$13.10.

Note—Add to lead pipe when full reels are taken \$2.75 per reel.

Wood reels when returned to American Smelters Securities Co., San Francisco, Cal., direct via prepaid freight will be credited at \$2.00 each net, no freight allowance, on receipt of prepaid B. L.

LEAD WASHERS—\$26.20 per 100 lbs.

LEAD WOOL—\$22.70 per 100 lbs.

TRAPS—Standard—1½ Short "P," 50c each; 1½ Long "P," 75c; 1½ Short "S," 75c; 1½ Long "S," \$1.05. 1¼ Short "S," 60c; 1¼ Long "S," 95c; 1¼ Short "S," 90c; 1¼ Long "S," \$1.35.

Extra Heavy—1½ Short "P," 80c each; 1½ Long "P," \$1.15; 1½ Short "S," \$1.10; 1½ Long "S," \$1.50. 1¼ Short "S," 90c; 1¼ Long "S," \$1.45; 1¼ Short "S," \$1.25; 1¼ Long "S," \$1.95.

COMBINATION BENDS AND FERRULES—4x5½x12, \$2.20 each; 4x5½x14, \$2.40; 4x5½x16, \$2.60.

COMBINATION FERRULES, LEAD AND IRON—4x4, 50c each; 4x6, 85c; 4x8, \$1.05; 4x10, \$1.25; 4x12, \$1.40; 4x14, \$1.60; 4x16, \$1.75.

Lead Traps and Bends not shown above—Barrel lots, plus 40 per cent; Less, 50 per cent.

Lead Drum, Traps, Comb, Lead and Iron Ferrules and Bends, and Soldering Nipples—Barrel lots, plus 40 per cent; Less, 50 per cent.

PIPE—	Wrought Steel		Wrought Iron		Standard Thread
	Random	Blk.	Gal.	Blk.	
¾	4.80	7.00	11.10	14.85	.16
1	4.95	7.40	11.10	14.85	.16
1½	4.95	7.40	11.10	14.85	.16
2	5.35	8.15	11.85	14.65	.16
2½	7.90	10.00	13.90	17.55	.16
3	11.15	14.80	19.95	25.25	.18
4	15.10	19.85	26.95	34.80	.22
5	18.00	23.15	32.20	40.95	.24
6	24.15	31.10	46.40	57.70	.30
8	39.95	51.15	74.00	87.15	.46
10	52.15	66.95	96.75	113.95	.60
12	67.20	84.90	116.85	148.15	.76
14	79.55	100.95	137.90	178.80	1.06
16	112.15	141.75	207.80	262.80	1.66
18	145.55	184.00	268.90	340.50	2.10
20	200.00	258.35	.....	.....	2.56
24	209.35	265.35	.....	.....	3.00
28	294.70	.....	.....	.....	3.76
36	320.00	.....	.....	.....	4.56
42	412.00	.....	.....	.....	7.50

Cutting Charge—½ Standard Threading. All prices quoted per 100 feet.

Plugged and Reamed—2-in., \$40.00; 2½-in., \$65.95; 3-in., \$86.40.

PIPE FITTINGS

CAST IRON—BLACK—

	¾	1	1½	2	3	4
Bends, Y	.31	.43	.52	1.00	1.43	8.80
Bends, Rt. O.P.	.40	.46	.84	1.25	3.84	9.88
Bends, Rt. CP	.27	.31	.62	.87	2.58	7.60
Bushings	.05	.05	.06	.08	.12	.18
Crosses	.24	.32	.41	.81	1.14	3.04
Elbows, 90 dg.	.08	.09	.12	.16	.31	1.43
Elbows, 45 dg.	.09	.11	.15	.18	.37	1.17
Elbows, Red.	.09	.11	.14	.18	.35	.49
Plugs	.03	.08	.04	.05	.09	.13
Tees	.12	.12	.14	.18	.28	.44

MALLEABLE—BLACK—

	¾	1	1½	2	3	4
Bends, Rt. OP	.26	.32	.54	1.26	1.62	.....
Bends, Rt. CP	.21	.24	.46	.72	1.06	.....
Caps	.04	.04	.06	.10	.12	.36
Crosses	.08	.14	.20	.28	.46	.58
Crosses, Red	.12	.22	.30	.54	.66	1.18
Couplings, WI	.10	.12	.16	.24	.38	.50
Elbows, 90 dg.	.08	.10	.12	.16	.28	.48
Elbows, 45 dg.	.08	.10	.12	.16	.28	.48
Elbows, Red.	.04	.08	.14	.20	.34	.62
Elbows, St.	.04	.06	.10	.18	.32	.62
Locknuts	.02	.02	.04	.10	.14	.16
Reducers	.10	.06	.08	.12	.20	.42
Tees	.06	.10	.12	.16	.28	.44
Tees, Red.	.18	.12	.16	.22	.44	.84
Tees, 4-way	.10	.18	.22	.40	.96	1.52

MALLEABLE—GALVANIZED—

	¾	1	1½	2	3	4
Bends, Rt. OP	.38	.48	.78	2.06	2.68	5.94
Bends, Rt. CP	.34	.36	.66	1.18	1.88	.....
Caps	.08	.08	.14	.18	.36	.58
Crosses	.10	.20	.30	.66	1.04	1.66
Crosses, Red	.18	.32	.46	.80	1.14	1.90
Couplings, WI	.10	.14	.18	.24	.38	.72
Elbows, 90 dg.	.08	.12	.14	.24	.48	.88
Elbows, Red.	.22	.14	.26	.38	.58	1.04
Elbows, 45 dg.	.06	.10	.12	.20	.36	.62
Elbows, St.	.08	.10	.16	.28	.54	1.04
Locknuts	.04	.04	.08	.14	.20	.36
Reducers	.14	.08	.12	.18	.28	.40
Tees	.10	.16	.18	.28	.64	1.12
Tees, Red.	.18	.20	.24	.36	.80	1.88
Tees, 4-Way	.16	.26	.34	.60	1.34	2.34

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

NIPPLES—WROUGHT IRON—Per 100—Black—

	1/8	1/4	3/8	1/2	3/4	1	1 1/4	1 1/2	2	3	4
Cl. Sh....	8.42	4.28	4.80	6.40	10.40	14.40	38.40	72.68			
Long....	5.14	5.98	7.20	10.40	16.00	21.60	57.60	102.60			
4-in. Long	5.98	6.84									
5-in. Long	6.84	8.56	8.80	12.00	20.00	25.60					
6-in. Long	8.56	10.26	10.40	14.40	23.20	30.40	68.00				

NIPPLES—GALVANIZED—Per 100—

	1/8	1/4	3/8	1/2	3/4	1	1 1/4	1 1/2	2	3	4
Cl. Sh....	5.40	5.40	6.84	9.40	17.96	23.08	59.86	121.50			
Long....	9.90	9.90	11.98	16.24	29.92	40.18	94.06	168.80			
4-in. Lg....	10.80	11.70									
5-in. Lg....	12.50	14.40	15.40	20.52	33.34	44.46					
6-in. Lg....	15.80	16.20	17.96	28.94	39.34	52.16	111.16				

PIPE CUT TO ORDER

On Pipe cut to specified lengths, where the loss occasioned by cutting up stock lengths is assumed, a higher price is charged than for pipe in random lengths. This advance covers the pipe only, and there is an extra charge for cutting and threading as follows:

(1) Pipe cut to special lengths and threaded both ends, two threads are charged for each piece of pipe furnished, and no charge made for the cut.

(2) Where one end of the pipe is left blank, the charge is for one thread and one cut on each piece, the price of the cut being one-half of the threading list.

(3) Where both ends are left blank, a charge is made for all cuts and for the one thread necessary to make the remaining scrap salable. This applies to whatever the number of cut pieces may be.

(4) When pipe is made up to sketch, all couplings used are charged for and all pipe is charged at cut length prices.

(5) When pipe of any size is furnished in exact lengths longer than one random length by coupling on a short piece, the cut price is charged for the entire length. All couplings furnished are charged for, but only two threads. This applies to whatever number of random lengths may be included in the run.

(6) A customer can make his own measurements, and to call for the exact lengths necessary to make up the run required, which will be charged at the cut price with two threads with additional charge for any extra couplings furnished.

(7) In the case of an order for specified amount of pipe, WHERE EXACT MEASUREMENTS ARE NOT ABSOLUTELY NECESSARY, the cut length price may be charged for the last piece furnished necessary to equal the amount called for after the random measurements have been ascertained.

(8) When pipe is furnished in random lengths by customer (he assuming the loss on the scrap), to be cut to order, the actual work done is charged for; that is, all cuts and all threads actually made. In such cases the scrap belonging to the customer, and no credit allowed for same.

(9) In charging cut pipe, no allowance is made for couplings or for threads already on the pipe.

(10) Where pipe in sizes to 3 feet inclusive is cut on roller cutter in pieces of 12 inches or less and not reamed or threaded, one cut is charged for each piece at one-quarter of the Threading list.

PLUMBERS' TOOLS

STOCKS AND DIES—Walworth Standard Stocks and Dies (Solid Die Type)—No. 0, complete, 1/4-inch to 1/2-inch, \$10.40 each; No. 1, 1/4-inch to 1-inch, \$13.65; No. 1 1/2, 1/2-inch to 1 1/4-inch, \$12.85; No. 1 3/4, \$13.85; No. 2, 1 1/4-inch to 2-inch, \$18.85; No. 3, 2 1/4-inch to 3-inch, \$45.50.

Extra Dies and Bushings—List plus 50 per cent. Miller's Reversible Ratchet Stocks and Dies—"B" complete, 1/4-inch to 1-inch, \$21.20 each; "C" 1-inch to 1 1/4-inch, \$24.05; "D" 1 1/4-inch to 2-inch, \$28.10.

Extra Dies, Bushings and Die Frames, List plus 80 per cent. All other Parts, List plus 40 per cent.

Armstrong Stocks and Dies—No. 1, 1/4 to 1/2-inch, \$10.80 each; No. 2, 1/2 to 1-inch, \$14.40; No. 2 1/2, 1 to 1 1/4-inch, \$16.80; No. 3, 1 to 2-inch, \$25.20.

Extra Dies—List plus 80 per cent. All other Repairs list plus 80 per cent.

Toledo Stocks and Dies—No. 00 complete, 1/4 to 1/2-inch, \$26.60 each; 1/4 to 3/4-inch, \$22.40; 1/2 to 3/4-inch, \$14.00.

Dies with Heads—1/4, 1/2 or 3/4-inch, \$4.20; 1/2 or 3/4-inch, \$4.90.

Extra Dies (4 segments), all sizes, \$2.80 each.

Ratchet only, \$4.20.

No. 0 complete, 1/4 to 3/4-inch, \$22.40. R. H. Dies, complete, 3 sets, \$9.00. L. H. Dies complete, 5 sets, \$15.00.

No. 1 complete, 1 to 2-inch, \$26.40.

1-A Ratchet complete, 1 to 2-inch, \$33.00. Dies complete (3 sets), 1 1/4, 1 1/2, \$6.75. Same, Single Set, 4 pieces, \$2.25.

2-inch Dies for No. 1 or 1-A, \$8.25.

No. 2 complete, 2 1/4 to 4-inch, \$110.00. Dies, complete, 4 sets, \$35.20. Dies, single sets, 5 pieces, \$8.50.

No. 3 complete, 4 1/4 to 8-inch, \$830.00. Dies, complete, 5 sets, \$66.00; Dies, single sets, 5 pieces, \$13.20.

No. 4 complete, 9, 10 and 12-inch, \$550.00. Dies complete 3 sets, \$66.00. Dies, single set, 5 pieces, \$22.00.

No. 10 complete, 1 to 2-inch, \$86.40. R. H. Dies complete, 4 pieces, \$5.52. L. H. same, \$5.52.

No. 10-A Ratchet, complete, 1 to 2-inch, \$44.20.

No. 25, complete, 2 1/4 to 6-inch, \$253.04. Dies, complete, 4 pieces, \$8.80. All other repairs, list plus 30 per cent.

Toledo Power Drive, D. C. or A. C. Motor, \$660.00 each.

Beaver Stocks and Dies—No. 3 Ratchet, complete, 1/4 to 1-inch, \$30.60 each. Extra Die Heads and Chasers, 1/4-inch, \$5.10; 1/2 or 3/4-inch, \$5.96; 1-inch, \$6.80. Extra Chasers, any size (4), \$2.76.

No. 6 Beaverette, complete, 1/4 to 3/4-inch, \$24.00. Extra Dies, per set, \$4.50.

No. 28 Stock and Die, complete, 1-inch to 2-inch, \$26.40. Extra Die Heads, 1/4 or 3/4-inch, \$6.06.

No. 25, complete, 1 to 2-inch, \$86.00. Extra Dies, per set, \$4.66.

No. 26, Ratchet, complete, 1 to 2-inch, \$42.00.

No. 41, complete, 2 1/4 to 4-inch, \$110.00. Extra Dies, per set, \$12.00.

No. 61, complete, 2 1/4 to 6-inch, \$264.00. Extra Dies, per set, \$26.60.

Other repair parts for No. 6—List plus 50 per cent.

Other repair parts for 23, 25, 26, 41 and 61—List plus 33 1/3 per cent.

WRENCHES—Warnock Brass Pipe Wrenches—12-inch, 1/4 to 2-inch, \$5.00 each; 18-inch, 1 to 5-inch, \$10.00. Extra Straps—12-inch, \$1.00; 18-inch, \$2.00. Basin Wrench, \$2.30; Spud Wrench for Radiator Nipples, \$3.00.

Vulcan Bijaw Pipe Wrenches—No. 30 or 10, 1/4 to 3/4-inch, \$3.50 each; No. 31 or 11, 1/4 to 1 1/4-inch, \$5.00; No. 32 or 12, 1/4 to 2 1/4-inch, \$7.20; No. 33 or 13, 1/4 to 4-inch, \$10.00; No. 33 1/2 or 13 1/2, 1 to 6-inch, \$13.00; No. 34 or 14, 1 1/4 to 8-inch, \$16.00; No. 35 or 15, 2 to 12-inch, \$26.00. Extra Parts, List plus 70 per cent.

Agrippa Chain Wrenches—No. 21, 1/4 to 1 1/4-inch, \$6.50 each; No. 22, 1/4 to 2 1/4-inch, \$9.80; No. 23, 1/4 to 4-inch, \$18.00; No. 23 1/2, 1 to 6-inch, \$16.75; No. 24, 1 1/4 to 8-inch, \$20.50; No. 25, 2 to 12-inch, \$38.50. Extra Parts, List plus 100 per cent.

Walworth Bostong Wrenches—No. 0, 1 to 4-inch, \$18.00 each; No. 1, 2 to 6-inch, \$22.00; No. 2, 3 1/4 to 10-inch, \$64.00; No. 3, 3 to 14-inch, \$120.00.

Walworth Reversible Bostong Wrenches—No. 2, 1/4 to 2-inch, \$11.00.

PIPE CUTTERS—Barnes Three Wheel Type—No. 1, 1/4 to 1-inch, \$4.50 each; No. 2, 1/4 to 2-inch, \$6.00; No. 3, 1 1/4 to 3-inch, \$10.00; No. 4, 2 1/4 to 4-inch, \$20.00; No. 5, 4 to 6-inch, \$30.00; No. 6, 6 to 8-inch, \$40.00. Extra Parts, List plus 20 per cent.

Knurled Wheels—No. 1, \$1.00 each; No. 2, \$1.20; No. 3, \$1.60; No. 4, \$2.00; No. 5, \$2.20.

Saunders Roller Type—No. 1, 1/4 to 1-inch, \$8.90 each; No. 2, 1 to 2-inch, \$5.96; No. 3, 2 to 3-inch, \$14.30; No. 4, 2 1/4 to 4-inch, \$23.40; No. 5, 4 to 6-inch, \$6.49. Extra Parts, List plus 40 per cent.

Knurled Wheels—No. 1, \$1.00 each; No. 2, \$1.20; No. 3, \$2.20.

Trimco—No. 1, 1/4 to 1 1/4-inch, \$4.95 each; No. 2, 1/4 to 2-inch, \$6.80; No. 3, 1 1/4 to 3-inch, \$11.00. Extra Parts, List plus 20 per cent.

Beaver Square End—No. 1, 1/4 to 1-inch, \$27.00 each; No. 5, 1/4 to 2-inch, \$30.00; No. 10, 2 1/4 to 4-inch, \$120.00.

Extra Knives, per set—No. 1, \$1.80 each; No. 5, \$2.34; No. 10, \$3.74.

Toledo—No. 250, 2 1/4 to 6-inch, \$168.00 each. Extra Blades (Set of 4), \$1.76.

MISCELLANEOUS CUTTERS—Oresterton or Fletcher Gauge Glass Cutter, A5908, \$4.00 each.

Gasket Cutter, \$1.80.

PIPE TAPS AND REAMERS—R. H. A4201—1/4 to 1-inch, List less 20 per cent; 1 1/4 to 2-inch, List less 10 per cent; 2 1/4 to 3-inch, List plus 40 per cent; 3 1/4 to 4-inch, List plus 70 per cent.

L. H. A4201 and Reamers A4202—1/4 to 1-inch, List plus 10 per cent; 1 1/4 to 2-inch, List plus 32 per cent; 2 1/4 to 3-inch, List plus 70 per cent; 3 1/4 to 4-inch, List plus 110 per cent.

Combined Drill and Tap—A4208, 1/4 to 4-inch, List plus 10 per cent.

Mueller Ratchet Reamer—ER E4850, 1/4 to 1 1/4-in., \$12.48 each; E4851, 1/4 to 3-inch, \$18.16.

Reed No. 6 Bit Brace Taper Burring Reamer—3/4 to 3-inch, \$19.20 each.

RANGE BOILERS

Standard Galvanized Vertical Pattern, High or Low Top —		Extra Heavy Galvanized Vertical or Horizontal—	
No.	Each.	No.	Each.
18, 12x36	12.00	30, 12x60	14.70
24, 12x48	12.00	40, 14x60	19.35
30, 12x60	12.00	52, 16x60	37.35
40, 14x60	16.35	66, 18x60	68.70
52, 16x60	28.00	82, 20x60	82.00
66, 18x60	48.00	100, 22x60	112.00
82, 20x60	58.00	Graves 300-lb. W. P. 6-year guarantee Boiler, coated with heat proof blue enamel—	
100, 22x60	80.00	No.	Each.
120, 24x60	90.70	30, 12x60	47.50
144, 24x72	146.70	40, 14x60	57.35
168, 24x84	135.35	Extra Heavy, Horizontal or Vertical, with 1-inch Steam Coil—	
192, 24x96	160.00	No.	Each.
Standard Galvanized Horizontal—		30, 12x60	43.35
No.	Each.	40, 14x60	50.70
30, 12x60	13.20	52, 16x60	76.70
40, 14x60	18.00	66, 18x60	110.00
52, 16x60	39.80	82, 20x60	133.35
66, 18x60	52.80	100, 22x60	166.70
Double Extra Heavy Vertical, six-year guarantee—			
30, 12x60	20.00		
No.	Each.		
40, 14x60	26.70		

PLUMBING GOODS—RETAIL SELLING PRICES—Continued

Range Boilers—Continued.

Boiler Stands—	20-in. American Ring..	6.00
Hawks Universal.....	22-in. American Ring..	8.00
Sanders Adjustable....	24-in. American Ring..	9.85
Foster	1/2-in. Range Boiler Relief	
12-in. American Ring..	Valves	2.00
14-in. American Ring..	1/2-in. Stack Combination	
16-in. American Ring..	Relief Valves & Faucets.	
18-in. American Ring..	Set 85 lbs.....	7.85
	Ditto, Set 150 lbs.....	7.85

SINKS AND FOUNTAINS

WASH SINKS—(Less Bibbs and Trap)—F910, P6450—3-ft., \$64.50; 4-ft., \$82.20; 5-ft., \$100.00; 6-ft., \$135.50.
P6495, Enameled inside, less Supply Pipe and Bibbs—48x24-in., \$40.00; 60x24-in., \$60.00; 72x24-in., \$78.85.
P6496, Enameled inside, less Supply Pipe and Bibbs—48x24-in., \$60.00; 5x20-in., \$76.00; 5x24-in., \$85.85; 6x20-in., \$96.70; 6x24-in., \$112.70.
DOUBLE WASH SINK COOKS—H1645, P6500, \$7.85; P6501, \$8.00; H1640, P6502, \$8.85; H1685, P6503, \$10.00; P6504, \$10.00.

CHICAGO FAUCET DRINKING FOUNTAINS—B7000, Wall Fountain with Trays, \$17.75; B7500, Self Closing Sink Bubbler, \$6.75; B7600, Self Closing Sink Bubbler, \$4.75; B7800, Self Closing Swinging Sink Bubbler, \$10.85; B8000, Self Closing Swinging Basin Bubbler, \$8.00; B8100, Self Closing Basin Bubbler, \$6.35; B8200, Self Closing Basin Bubbler, \$14.00; B8300, Self Closing Swinging Basin Bubbler, \$11.75; B8700, Nozzle 3/4-in. I. P., \$1.20.

GLAUBER DRINKING FOUNTAINS—H508A, \$8.00; H504E, \$7.55; H510A, \$8.55; H510B, \$8.55.

MUELLER DRINKING FOUNTAINS—E8728, \$8.70; E8729, \$10.65.

RUBBER MATS—P6990, for Interchangeable Drain Board—18x18-in., \$8.50; 18x24-in., \$4.50; 20x18-in., \$3.70; 20x24-in., \$4.70; 22x18-in., \$4.00; 22x24-in., \$5.35.

P6991, P6706-7, P6715-16, P6730-31—20x24-in., \$3.70; 20x30-in., \$4.85; 22x36-in., \$5.35.

P6710—20x30-in., \$4.35; 22x32-in., \$4.70; 22x36-in., \$4.70.

P6730-31, P6230-31—30x30-in., \$4.35; 22x36-in., \$5.35.

P6814—22x26-in., \$4.00.
P6815-16—20x24-in., \$3.70; 20x30-in., \$4.85; 22x30-in., \$4.50; 22x36-in., \$5.35.

P6817-18, P6822-23, P6826-27—20x30-in., \$3.50.
ADJUSTABLE SINK LEGS—P6992—Type "A"—Painted, \$2.65 each; enameled, \$4.00.

Type "B"—Painted, \$3.50 each; Enameled, \$5.85.
The Adjustable Sink Legs have an adjustment of 6 inches, making it possible to set the Sink at any height ranging from 30 to 36 inches from floor to top of rim.

SINK BACKS—K1176, C780, P7010—20-in., \$5.00; 24-in., \$6.85; 30-in., \$6.70; 36-in., \$10.85; 40-in., \$12.35; 42-in., \$12.70; 48-in., \$16.55.

END PIECES—K1182, P7012—18-in., \$5.70; 20-in., \$6.20; 22-in., \$6.90.

FLAT RIM SINKS—K1160, C725, P7020, with Nickel Plated Duplex Strainer—12x18-in., \$7.75; 14x20-in., \$8.35; 16x24-in., \$8.85; 18x24-in., \$8.80; 18x30-in., \$8.80; 18x36-in., \$14.40; 20x24-in., \$9.85; 20x30-in., \$9.85; 20x36-in., \$15.70; 22x36-in., \$16.85; 24x30-in., \$20.00; 24x48-in., \$26.70.

STEEL SINKS—New Era Galvanized—16x24-in., \$4.40; 18x30-in., \$5.90; 18x36-in., \$7.60; 20x30-in., \$7.10; 20x36-in., \$9.00; 20x40-in., \$9.30.

New Era, Painted—16x24-in., \$4.00; 18x30-in., \$5.10; 18x36-in., \$6.50; 20x30-in., \$6.30; 20x36-in., \$7.80; 20x40-in., \$8.00.

GREASE TRAPS—No. 27 Wade—5-gal., 10x12-in., \$55.40; 10-gal., 12 1/4x14-in., \$95.40.

SLOP SINKS—(Less Fittings)—K1200, C750, P7300—16x20-in., \$36.00; 18x22-in., \$42.00; 20x22-in., \$44.00; 20x24-in., \$46.70.

K1212, P7235—16x20-in., \$34.00; 18x22-in., \$40.00; 20x22-in., \$42.00; 20x24-in., \$44.70.

K1230, C670, P7274—Enameled inside, with 2-in. outlet and N. P. Duplex Strainer—16x18x10-in., \$10.70; 16x18x12-in., \$12.40; 30x14x12-in., \$12.40; 20x16x12-in., \$14.00; 22x20x12-in., \$18.00; 24x18x12-in., \$16.85; 24x20x12-in., \$17.70; 30x20x12-in., \$28.00; 36x20x12-in., \$31.70.

SLOP SINK TRAPS—P7280 to P7298—Enameled inside, \$12.00; Enameled all over, \$15.00.

BUSINESS OPPORTUNITIES

Announcements in this department will be inserted at the rate of five cents a word, including address, with a minimum charge of \$1.00; payable in advance. Copy should reach this office not later than the tenth of the month to secure insertion the following issue.

FOR SALE

Set tinner's tools. Will sell all or separate. H. F. Schoppe, Jefferson, Iowa.

WANTED

Wanted: to hear from owner of good hardware store for sale. State cash price, particulars. D. F. Bush, Minneapolis, Minn.

SALESMEN WANTED

Commission salesmen calling on retail hardware dealers—we have good specialty: carry as a side line. Write Bouquet-Brownson Co., St. Paul, Minnesota. (tf)

SALES REPRESENTATION

Sales organization of six years' standing, covering the Pacific Coast jobbing trade, can represent two or three additional manufacturers with representative products sold through the hardware trade. Best references from the trade, banks, manufacturers we have represented. Graf Sales Co., Williams bldg., San Francisco. (1)

POSITION WANTED

Buyer and manager house furnishing and hardware department wishes to make change; would like to make connections with a wholesale house or large department store on Pacific Coast; now employed by one of the largest wholesale houses on the Coast; can give A-1 references. Address **HARDWARE WORLD**, G-2.

HARDWARE AND SPECIALTY LINES WANTED

I am opening an office in Minneapolis to act as manufacturers' representative for building materials and hardware specialties; would like to get in touch with manufacturers of a cheap line and also a quality line of butts, trimmings, locks, etc.

Have been representing one of the largest manufacturers of bathroom accessories and have best of references and accounts in Minnesota, Iowa, Missouri, Nebraska, Colorado and Wyoming.

Address Minnesota, care **HARDWARE WORLD**.

SALESMEN to sell wholesale hardware, drugs, grocers and wooden-ware and general merchandise jobbers. Bouquet-Brownson Co., St. Paul, Minn. (tf)

TO EXCHANGE

480-acre improved farm, four miles out; all good farm land; to exchange for hardware. Box 45, Levant, Kansas.

SALESMEN WANTED

Wanted—Salesmen for Central Kansas territory. Must have experience and be over forty years of age or under twenty-five. Reference required. Apply to Crancer Hdwe. Co., Leavenworth, Kansas. (1)

WANTED

Young man, experienced in plumbing, heating and hardware repair. Can do card writing. References. Address Del Stevenson, 232 Colfax avenue, Salt Lake City, Utah. (1)

WANTED

MANUFACTURERS desiring responsible and efficient organization to represent them in New Jersey, Eastern Pennsylvania, South Eastern New York and Connecticut on commission basis will be interested in our unusual facilities for marketing house furnishing, hardware and furniture specialties. World Mds. Co., Specialty Division, 586 Broadway, New York City.

FOR SALE

Old established hardware store near San Francisco. Clean up-to-date stock; fine fixtures; invoices about \$12,000. To an experienced, reliable hardware man will arrange to sell on small payment down, balance monthly. Fine opportunity for hardware salesman with small capital to get into business for himself. Good reason for retiring. Long lease on storeroom. Address: "Peninsula," **H A R D W A R E WORLD**, San Francisco.

FOR SALE

Good hardware store in small town, located in best of farming country. Address V. H. Davidson, Mt. Auburn, Illinois. (1)

WANTED

Wanted—A thoroughly experienced high class salesman to cover the jobbing hardware and best retail trade in the Southwestern States. Commission basis. Lane Bros. Co., Poughkeepsie, N. Y. (3)

FOR SALE

For Sale, hardware and implement stock in the Willamette Valley. Town about 1800 population. Good dairy and agriculture community. Will invoice about \$11,000. Owner has other interest to look after. Address W. E. C. care **HARDWARE WORLD**, Portland, Ore. (tf)

WANTED VACANT BUILDINGS

Wanted—Six hundred vacant buildings for variety store purposes located in the following states: Missouri, Arkansas, Louisiana, Mississippi, Kentucky, Tennessee, Oklahoma, Kansas, Alabama, Illinois. We have hundreds of requests for locations from men and women desiring to start in the variety store business. Give size of store, location and rental. Apply: Butler Brothers, Customers' Service Department, 18th and Olive streets, St. Louis Mo. (1)

AN A-1 OPPORTUNITY

An opportunity to participate in an old and well established manufacturing business of fishing tackle is offered to a young man of energy and initiative. The business has been long established, having a splendid clientele of customers among wholesale and retail trade throughout entire country; can be materially enlarged and developed. Full information will be given to anyone who is willing to make a small investment and assist the present owner in enlarging the business.

Address Fishing Tackle, care **HARDWARE WORLD**.

Retail Selling Prices

The following are the present market retail selling prices of merchants in some of the large cities. At the request of many merchants in smaller towns and cities who do not have the opportunity of checking up their prices often, we revise these prices each month. In communities removed from the larger cities, transportation charges would of course be added. As the overhead expense of a retail business in any part of the United States ranges from 20% to 25%, many merchants use these prices to save time in figuring their own. We will be glad to receive suggestions and corrections as to any prices quoted herein and any items not mentioned.

AMMUNITION—Cartridges—Metallic

	Box	
Blank Rim Fire—	Semi-Smkls	Smkls
22 Short	.20	...
32 Short	.40	...
Blank, Center Fire—		
32 S & W	.65	...
38 S & W	.85	...
38 Long Colt	1.85	...
44 W C F	1.80	...
Shot, Rim Fire—		
22 Long	.60	.70
32 Long	1.20	...
Shot, Center Fire—		
32 S & W	1.10	...
32 W O F	1.65	...
38 S & W	1.80	...
38 W C F	1.80	...
44 W C F	1.80	2.15
44 X L	1.90	2.85
44 Game Getter	1.80	2.15
Rim Fire, Ball—		
BB Caps	.35	.85
CB Caps	.45	.45
22 Short	.25	.85
22 Short H P	.30	.35
22 Long	.35	.40
22 Long H F	.40	.45
22 Long Rifle	.35	.40
22 Long Rifle H P	.40	.50
22 W R F	.55	.60
22 W R F, H P	.60	.65
22 Win Auto	...	.60
22 Win Auto, H P	...	.65
25 Short Stevens	.60	...
25 Stevens	.85	...
32 Short	.60	...
32 Long	.70	...
38 Short	1.00	...
38 Long	1.20	...
41 Short	1.00	...
Center Fire Pistol—		
22 Win SS	1.50	1.75
25 Colts Auto	...	1.60
25-20 Single Shot	1.70	2.00
25-20 Win	1.55	1.90
25-20 Win HV	...	2.20
30 Mauser S P & M C	...	2.60
30 Mauser in clips	...	1.35
30 Luger S P & M C	...	2.60
32 Colt's Auto	...	1.75
32 Colt's Short	1.15	1.25
32 Colt's Long	1.25	1.85
32 Colt's Police Positive	1.25	1.35
32 S & W	1.15	1.25
32 S & W Long	1.15	1.85
32-20 Marlin	1.65	1.90
32 Winchester	1.65	1.90
32-20 Win HV	...	2.15
35 S & W Auto	...	1.75
38 Colt's Auto	...	2.50

38 Colt's Short	1.40	1.55
38 Colt's Long	1.50	1.65
38 Colt's Police Positive	1.40	1.55
38 S & W	1.40	1.55
38 S & W Special	1.70	1.80
38 Winchester	1.85	2.30
41 Colt's Short DA	1.65	1.80
41 Colt's Long DA	1.90	2.15
44 Bull Dog	1.75	...
44 S & W Amer	2.00	2.80
44 S & W Rus	2.15	2.30
44 S & W Special	2.30	2.50
44 Webley	1.80	...
44 Winchester	1.85	2.30
45 Colt's	1.15	2.40
45 Colt's Auto	...	2.90

Center Fire Military and Sporting—		
22 Savage	1.60	...
250-3000 Savage	1.75	...
25-35 Winchester	1.40	...
25-35 Short Range	1.40	...
25-36 Marlin	1.50	...
25 Remington Rimless	1.40	...
6 M M U S N	2.30	...
7 M M Spanish Mauser	2.30	...
7.65 M M Bel Mauser	2.30	...
9 M M Mauser	2.30	...
9 M M Mauser	2.50	...
30-30 Winchester	1.55	...
30 Remington Rimless	1.55	...
30 Government Rimless	2.80	...
308 Savage S P & M C	1.55	...
32 Remington Rimless	1.55	...
32-40 Winchester	1.15	1.85
32-40 Winchester HV	...	1.85
32 Winchester Sif Ldg	...	2.75
32 Winchester Special	...	1.55
33 Winchester	...	2.15
35 Winchester Rimless	...	1.75
35 Winchester	...	2.50
35 Winchester Sif Ldg	...	3.00
351 Winchester Sif Ldg	...	3.50
38-55 Winchester Lead	1.45	1.70
38-55 Winchester HV	...	2.00
38-56 Winchester	...	1.60
40-60 Marlin Lead	...	1.50
40-60 Winchester Lead	...	1.50
40-65 Winchester Lead	...	1.50
40-70 Winchester Lead	...	1.70
40-72 Winchester Lead	...	1.70
40-82 Winchester Lead	...	1.70
401 Winchester Auto	...	1.75
405 Winchester	...	2.45
45-60 Winchester	...	1.60
45-70-405 Government	...	1.55
45-74 Winchester	...	1.65
45-90 Winchester	...	1.60

SHELLS, LOADED—

MEDIUM GRADE.

BULK—SMOKELESS.

12 3 drs. x 1 oz., 24 grs. x 1 oz., drop shot	\$1.30
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3 drs. x 1 1/2 oz., 24 grs. x 1 1/2 oz., drop shot	1.25
3 1/2 drs. x 1 1/2 oz., 26 grs. x 1 1/2 oz., drop shot	1.25
3 1/2 drs. x 1 1/2 oz., BB shot, drop shot	1.85
3 1/2 drs. x Buck shot, drop shot	1.85
16 2 1/2 drs. x 1/2 oz., 22 grs. x 1/2 oz., drop shot	1.15
2 1/2 drs. x 1/2 oz., BB shot, drop shot	1.25
20 2 1/2 drs. x 1/2 oz., 18 grs. x 1/2 oz., drop shot	1.15

HIGH GRADE SMOKELESS

12 3 1/2 drs. x 1 1/2 oz., 26 grs. x 1 1/2 oz., chilled shot	1.40
3 1/2 drs. x 1 1/2 oz., 28 grs. x 1 1/2 oz., chilled shot	1.45
16 2 1/2 drs. x 1/2 oz., 22 grs. x 1/2 oz., chilled shot	1.80
20 2 1/2 drs. x 1/2 oz., chilled shot	1.25
2 1/2 drs. x 1/2 oz., chilled shot	1.85
Trap Loads—	
12 3 drs. x 1 1/2 oz., 7 1/2 chilled	1.35
8 1/2 drs. x 1 1/2 oz., 7 1/2 chilled	1.40
Black Powder—Loads—	
12 3 1/2 drs. x 1 1/2 oz., drop shot	1.05

Caps and Primers—	
Percussion	.20
Musket Caps	.25
Primers, 100 in box	.35
Primers, 250 in box	.80
Empty Paper Shells—Black pow.—	
12, 16, 20 Ga., per 100	2.00
10 Ga. per 100	2.30

MEDIUM GRADE SMOKELESS—

12, 16, 20, 28 Ga. per 100	1.80
10 Ga. per 100	2.10

HIGH GRADE SMOKELESS—

12, 16, 20, 28 Ga.	2.55
10 Ga. per 100	2.65
Empty Brass Shells—	
Best Quality 12, 16, 20, 28; box 25	3.00
2nd Quality 12, 16, 20, 28; box 25	2.80
Wads—	
Cardboard, box 250	.20
Black Edge, Reg., box 250	.50
Black Edge, 1/4 in., 125 in box	.40
Black Edge, 1/4 in., 250 in box	.80

ADZES—Unhandled—Carpenters, Hunt's, \$2.25 each. Railroad, American, \$1.75. Ship, Hunt's Plain, \$2.75; Hunt's Lipped, \$3.50.

ALUMINUM WARE, CAST—

Griddles—	Size 8	6.25
Size 7	2.65	...
Size 8	3.00	...
Size 9	3.50	...
Size 10	3.25	...
Size 12	3.75	...
Kettles, Berlin—		
2 1/2 qts.	4.50	...
4 qts.	5.25	...
5 qts.	6.25	...
6 qts.	6.50	...
Kettles, Maslin—		
4 qts.	4.00	...
6 qts.	4.50	...
8 qts.	6.00	...
12 qts.	8.25	...
Kettles, Tea—		
Size 6	5.50	...
Size 7	5.75	...
Pans, Lipped Sauce—		
2 qts.	3.65	...
3 qts.	4.00	...
4 qts.	4.50	...
Skillets—		
Size 6	2.75	...
Size 7	2.85	...
Size 8	3.15	...
Size 9	3.65	...
Spoons, Basting—		
15-inch	.30	...
Spoons, Mixing—		
18-inch	.30	...
Waffle Moulds—		
Size 7, Low	4.00	...
Size 8, Low	4.00	...
Size 7, Deep	4.00	...
Size 8, Deep	4.50	...

ALUMINUM WARE, PRESSED—

Boilers, Rice—		
1 1/2 quart	1.65	...
3 quart	2.35	...
Cups—		
Collapsible	.15	...
Measuring	.25	...
Covers, Pot—		
7 1/2 inch	.25	...
8 1/2 inch	.20	...
9 1/2 inch	.25	...
10 1/2 inch	.35	...
11 1/2 inch	.40	...
Kettles, Convex—		
2 quart	1.00	...
4 quart	1.50	...
6 quart	1.90	...
8 quart	1.25	...
10 quart	2.50	...
Kettles, Preserving—		
3 quart	1.10	...
6 quart	1.60	...
10 quart	2.10	...
14 quart	2.75	...
Kettles, Tea—		
5 quart	2.50	...
6 quart	3.00	...
8 quart	3.25	...
Ladles—		
1/2 pint	.20	...
Moulds, Jelly—		
2841 to 2848	.10	...
Pans, Biscuit—		
11 1/2 x 7 1/2 x 1 1/2 inch	.60	...
Pans, Bread—		
9 1/2 x 5 1/2 x 2 1/2 inch	.55	...
Pans, Cake—		
Round, Plain, 8 1/2 in.	.80	...
Round, Plain, 9 1/2 in.	.85	...
Rd., Loose Bot., 8 1/2 in.	.45	...
Rd., Loose Bot., 9 1/2 in.	.50	...
Square, Plain, 9 1/2 in.	.80	...
Tube, Plain, 9 inch	.80	...
Tube, Plain, 9 1/2 inch	1.10	...
Mountain, 9 1/2 inch	.40	...
Pans, Corn Oaks—		
6-cup	.75	...
12-cup	1.35	...
Pans, Dish—		
10 quart	2.10	...
17 quart	3.00	...
Pans, Fry—		
9 1/2 inc	2.50	...

RETAIL SELLING PRICES—Continued.

EL AN GE OR ROYAL ENAMEL WARE

Biggins, Coffee	40	.35	Ladles, Deep	84	.50	Plates, Deep Pie	39	.35
0	00	1.00	Cups and Saucers	86	.70	39	40	.30
20	20	1.25	800	100	.25	Plates, Shallow Pie	27	.35
50	50	1.45	800S	120	.30	30	30	.40
Boilers, Coffee	10	.45	111	130	.30	Plates, Dinner	20	.35
60	30	.70	Cuspidors	140	.35	Pots, Fireless Cooker	1450	1.90
80	800	1.25	10	150	.40	1850	2.75	
100	10	.85	Dippers, Cup	160	.45	Pots, Coffee	2 1/2	.50
Boilers, Rice	10	.85	Dippers, Windsor	170	.50	5	.60	
14	110	.85	Dippers, Suda	180	.55	25	.75	
18	4	.70	Dishes, Soap	190	.60	45	.95	
22	50, 60	.80	Fillers, Fruit Jar	200	.65	Pots, Tea	00	.50
26	20	.35	Flasks, Coffee	210	.70	0	.65	
Bowls, Wash	10	.50	Funnel, Pieced	220	.75	20	.80	
26	01	.25	01	230	.80	011	.60	
Buckets, Covered	03	.35	03	240	.85	101	.90	
21	05	.45	05	250	.90	102	1.00	
23	06	.60	06	260	.95	Pots, Straight Sauce	018	.95
26	08	.65	08	270	1.00	022	1.35	
28	09	.70	09	280	1.05	026	1.85	
32	10	.75	10	290	1.10	030	2.35	
150	11	.80	11	300	1.15	Pots, Soup Stock	318	9.75
350	12	.85	12	310	1.20	326	18.75	
450	13	.90	13	320	1.25	218	7.50	
650	14	.95	14	330	1.30	236	11.25	
850	15	1.00	15	340	1.35	Roasters	150	2.90
1050	16	1.05	16	350	1.40	180	5.50	
1250	17	1.10	17	360	1.45	Skimmers, Flat	13	.85
Buckets, Dinner	18	1.15	18	370	1.50	Spoons, Basting	10	.30
110	19	1.20	19	380	1.55	14	.35	
112	20	1.25	20	390	1.60	18	.35	
113	21	1.30	21	400	1.65	Steamers	7	1.50
502	22	1.35	22	410	1.70	8	1.75	
503	23	1.40	23	420	1.75	Steepers, Tea	8	.70
Chambers	24	.50	24	430	1.80	Tubs, Oval Foot	0	1.50
1	25	.75	25	440	1.85	2	2.00	
2	26	1.00	26	450	1.90	4	2.35	
Chamber Covers	27	.25	27	460	1.95	Turners, Cake	14	.35
10	28	.35	28	470	2.00			
20	29	.40	29	480	2.05			
30	30	.45	30	490	2.10			
Colanders	31	.65	31	500	2.15			
1	32	.95	32	510	2.20			
8	33	.50	33	520	2.25			
104	34	.70	34	530	2.30			
808	35	.70	35	540	2.35			
Cups	36	.85	36	550	2.40			
2 Mug	37	.85	37	560	2.45			
6	38	.95	38	570	2.50			
8	39	.95	39	580	2.55			
9, 10, 11, 25	40	1.25	40	590	2.60			
	41	1.50	41	600	2.65			
	42	1.75	42	610	2.70			
	43	2.00	43	620	2.75			
	44	2.25	44	630	2.80			
	45	2.50	45	640	2.85			
	46	2.75	46	650	2.90			
	47	3.00	47	660	2.95			
	48	3.25	48	670	3.00			
	49	3.50	49	680	3.05			
	50	3.75	50	690	3.10			
	51	4.00	51	700	3.15			
	52	4.25	52	710	3.20			
	53	4.50	53	720	3.25			
	54	4.75	54	730	3.30			
	55	5.00	55	740	3.35			
	56	5.25	56	750	3.40			
	57	5.50	57	760	3.45			
	58	5.75	58	770	3.50			
	59	6.00	59	780	3.55			
	60	6.25	60	790	3.60			
	61	6.50	61	800	3.65			
	62	6.75	62	810	3.70			
	63	7.00	63	820	3.75			
	64	7.25	64	830	3.80			
	65	7.50	65	840	3.85			
	66	7.75	66	850	3.90			
	67	8.00	67	860	3.95			
	68	8.25	68	870	4.00			
	69	8.50	69	880	4.05			
	70	8.75	70	890	4.10			
	71	9.00	71	900	4.15			
	72	9.25	72	910	4.20			
	73	9.50	73	920	4.25			
	74	9.75	74	930	4.30			
	75	10.00	75	940	4.35			
	76	10.25	76	950	4.40			
	77	10.50	77	960	4.45			
	78	10.75	78	970	4.50			
	79	11.00	79	980	4.55			
	80	11.25	80	990	4.60			
	81	11.50	81	1000	4.65			
	82	11.75	82	1010	4.70			
	83	12.00	83	1020	4.75			
	84	12.25	84	1030	4.80			
	85	12.50	85	1040	4.85			
	86	12.75	86	1050	4.90			
	87	13.00	87	1060	4.95			
	88	13.25	88	1070	5.00			
	89	13.50	89	1080	5.05			
	90	13.75	90	1090	5.10			
	91	14.00	91	1100	5.15			
	92	14.25	92	1110	5.20			
	93	14.50	93	1120	5.25			
	94	14.75	94	1130	5.30			
	95	15.00	95	1140	5.35			
	96	15.25	96	1150	5.40			
	97	15.50	97	1160	5.45			
	98	15.75	98	1170	5.50			
	99	16.00	99	1180	5.55			
	100	16.25	100	1190	5.60			
	101	16.50	101	1200	5.65			
	102	16.75	102	1210	5.70			
	103	17.00	103	1220	5.75			
	104	17.25	104	1230	5.80			
	105	17.50	105	1240	5.85			
	106	17.75	106	1250	5.90			
	107	18.00	107	1260	5.95			
	108	18.25	108	1270	6.00			
	109	18.50	109	1280	6.05			
	110	18.75	110	1290	6.10			
	111	19.00	111	1300	6.15			
	112	19.25	112	1310	6.20			
	113	19.50	113	1320	6.25			
	114	19.75	114	1330	6.30			
	115	20.00	115	1340	6.35			
	116	20.25	116	1350	6.40			
	117	20.50	117	1360	6.45			
	118	20.75	118	1370	6.50			
	119	21.00	119	1380	6.55			
	120	21.25	120	1390	6.60			
	121	21.50	121	1400	6.65			
	122	21.75	122	1410	6.70			
	123	22.00	123	1420	6.75			
	124	22.25	124	1430	6.80			
	125	22.50	125	1440	6.85			
	126	22.75	126	1450	6.90			
	127	23.00	127	1460	6.95			
	128	23.25	128	1470	7.00			
	129	23.50	129	1480	7.05			
	130	23.75	130	1490	7.10			
	131	24.00	131	1500	7.15			
	132	24.25	132	1510	7.20			
	133	24.50	133	1520	7.25			
	134	24.75	134	1530	7.30			
	135	25.00	135	1540	7.35			
	136	25.25	136	1550	7.40			
	137	25.50	137	1560	7.45			
	138	25.75	138	1570	7.50			
	139	26.00	139	1580	7.55			
	140	26.25	140	1590	7.60			
	141	26.50	141	1600	7.65			
	142	26.75	142	1610	7.70			
	143	27.00	143	1620	7.75			
	144	27.25	144	1630	7.80			
	145	27.50	145	1640	7.85			
	146	27.75	146	1650	7.90			
	147	28.00	147	1660	7.95			
	148	28.25	148	1670	8.00			
	149	28.50	149	1680	8.05			
	150	28.75	150	1690	8.10			
	151	29.00	151	1700	8.15			
	152	29.25	152	1710	8.20			
	153	29.50	153	1720	8.25			
	154	29.75	154	1730	8.30			
	155	30.00	155	1740	8.35			
	156	30.25	156	1750	8.40			
	157	30.50	157	1760	8.45			
	158	30.75	158	1770	8.50			
	159	31.00	159	1780	8.55			
	160	31.25	160	1790	8.60			
	161	31.50	161	1800	8.65			
	162	31.75	162	1810	8.70			
	163	32.00	163	1820	8.75			
	164	32.25	164	1830	8.80			
	165	32.50	165	1840	8.85			
	166	32.75	166	1850	8.90			
	167	33.00	167	1860	8.95			
	168	33.25	168	1870	9.00			
	169	33.50	169	1880	9.05			
	170	33.75	170	1890	9.10			
	171	34.00	171	1900	9.15			
	172	34.25	172	1910	9.20			
	173	34.50	173	1920	9.25			
	174	34.75	174	1930	9.30			
	175							

RETAIL SELLING PRICES—Continued.

BELLS—Continued—

12-inch, \$10.50; Rotary Door, No. 163, \$1.25; No. 3241, \$1.00.

BELLS—Farm—(100 lb.), \$16.00.

BELLS—Cow—No. 0, \$1.25 each; 1, \$1.00; 2, 80c; 3, 60c; 4, 55c; 5, 50c; 6, 40c.

BELLS—Electric—2½-inch, Eclipse Iron Box, 90c each; 3-in., Nonpareil, \$1.00.

BELL STRAPS—

Cow—1½ lb., \$1.00; 1½ lb., \$1.25; 1½ lb., \$1.35.

BEVELS—Sliding T—No. 18, 6-in., \$1.00; 8-in., \$1.25; 10-in., \$1.40. No. 25, 6-in., 65c; 8-in., 75c; 10-in., 80c; 12-in., 90c.

RIBBS—Compression—(See also Plumbing Prices)—

	¼-in.	½-in.	¾-in.	1-in.
Plain—Rough brass	.85	1.15	1.50	...
Finished brass	1.10	1.35	1.75	3.25
Nickel plated	1.25	1.50	2.00	3.50
Hose—Rough brass	1.00	1.25	1.50	7.00
Finished brass	1.25	1.50	2.00	3.50
Nickel plated	1.40	1.75	2.25	...

BITS—Auger—

16ths	Jen's Pat'n	R. J.	Irwin	Jen. Car	Wood
3	.40	.75	.40	...	.25
4	.40	.65	.40	1.00	.25
5	.40	.65	.40	...	.25
6	.40	.65	.40	1.00	.30
7	.40	.65	.40	1.00	.30
8	.40	.65	.45	1.00	.35
9	.40	.75	.50	1.10	.35
10	.40	.75	.55	1.25	.40
11	.45	.90	.65	1.35	.45
12	.45	.90	.65	1.50	.45
13	.55	1.05	.75	1.65	.50
14	.55	1.05	.75	1.75	.55
15	.65	1.20	.85	1.85	.60
16	.65	1.20	.85	2.00	.65
17	...	1.50	1.00	...	.70
18	.75	1.50	1.00	...	.75
20	.90	1.75	1.10	...	.80
22	...	1.70	1.25	...	.85
24	...	1.80	1.35	...	1.10

Bits in Sets—Common, 6 bits, \$3.25; 8 bits, \$4.00; 13 bits, \$6.50. R. J., 18 bits, \$11.00. Irwin, 13 bits, \$8.50; 8 bits, \$5.00.

Ship Auger Car Bits same prices as Ship Augers.

Expansive—Clarke's small, \$2.00; large, \$2.75; Steers, small, \$3.00; large, \$3.75.

Expansive Bit Cutters—Clarke's No. 1, 35c; No. 2, 45c; No. 3, 65c; No. 4, 75c. Steers, No. 1, 60c; No. 2, 60c; No. 3, 65c; No. 4, 70c.

BIT HOLDERS—Extension—

Millers Falls, No. 8—			
12	2.00	18	1.90
15	2.15	21	2.00
18	2.25	24	2.85
21	2.35		
24	2.50	Stanley, No. 1—	
Millers Falls, No. 5—		12	2.00
12	1.75	18	2.15
15	1.75	21	2.25
		24	2.85

RETAIL SELLING PRICES—Continued.

BOLTS—Barrel—

Cast Iron, Japanned—	
4-inch	.20
5-inch	.20
6-inch	.25
8-inch	.40
Light Wrought Steel, Jap.—	
2½-inch	.10
3-inch	.15
4-inch	.15
5-inch	.20
6-inch	.25

CHAIN—

Cast Iron Japanned—	
6-inch	.40
8-inch	.50
10-inch	.75
Cast Iron, Amber or Bronzed—	
4-inch	.45
6-inch	.60
8-inch	.75

Cast Iron, Ant. Copper or Dull Brass—	
4-inch	.75
6-inch	1.00
8-inch	1.10

OUPBOARD, Japanned—	
3-inch	.75
6-inch	.75
10-inch	1.75

BOLTS—Toggle—(See Toggle Bolts).

BOTTLES—Vacuum—

Thermos—	
6	2.75
6Q	3.75
11	1.50
11Q	2.50
14	1.75
14Q	2.75
14½	1.50
15	2.50
15Q	3.50
15½	2.25
Universal—	
21	1.50
22	2.50
71	1.75
72	2.75
81	2.75
82	3.75
91	2.50
92	3.50
592	4.25

Ferrostat—	
504R	10.00
505N	15.00
505L	16.00

BOXES—Mitre—

Goodell—	
1385 26x4	27.75
1305 26x5	30.75
1306 30x5	38.00
Stanley—	
50½	11.50
246	24.50
358	29.00
460	35.00
Acme—	
72	22.50
73	21.50
74	26.00

BRACES—

P. S. & W., No. 7008, \$4.75; each; No. 7010, \$5.00; 7012, \$5.25; 8010B, \$6.00; 8012B, \$6.25; 8014B, \$6.50.	
Stanley, No. 921—8-inch, \$4.50 each; 10-inch, \$5.00; 12-inch, \$5.25; 14-inch, \$5.45. No. 945—8-inch, \$2.75; 10-inch, \$2.85; 12-inch, \$3.00. No. 965—8-inch, \$2.15; 10-inch, \$2.25. No. 966—8-inch, \$1.15; 10-inch, \$1.25.	

BRACKETS—Shelf—

Japanned—	
3x 4	.15
4x 5	.20
5x 7	.30
6x 8	.35
7x 9	.40
8x10	.45
10x12	.60
12x14	.85

Oupboard, Other Finishes—

3-inch	.75
6-inch	1.00
Flush, T. Head—All Finishes—Cast Brass—	
3-inch	.60
4-inch	.70
6-inch	.90

Wrought Brass—All Finishes—

3-inch	.35
4-inch	.40
6-inch	.50

FOOT—

Cast Iron, Japanned—	
6-inch	.40
8-inch	.50
10-inch	.60

Amber or Bronzed—	
6-inch	.55
8-inch	.75

Other Finishes—

4-inch	.75
6-inch	.95
8-inch	1.10

Foot Wrought Steel—Oup-

board, Japanned—	
3-inch	.50
6-inch	.80
10-inch	1.85

FILLERS—Thermos and Uni-

versal—	
¼ pint	1.00
1 Pint	1.00
1 Quart	1.50

LUNCH KITS—

Thermos—	
392 and 396	2.75
398 and 397	3.00
394 and 398	4.00

Universal—	
310	3.00
320	3.50
410	3.25
510	3.50

Thermos—Food Jars, Fillers.	
600	3.00
601	3.50
602	4.50

Thermos—Jugs, Fillers.	
556	9.50
557	10.00

Thermos—Cases—	
104	6.25
104Q	9.25
114	9.75
114Q	14.75
130	9.75
130Q	14.75

Langdon—	
25	24.50
27	18.75
29	20.65
32	22.50
34	26.25
74	28.00
75	31.25

Stearns' Perfection—

20	4.50
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BRASS—Sheet—Soft, per lb., 75c; Half Hard, 80c; Sign, 80c; Spring, \$1.05.

BREAD AND CAKE MAKERS—Universal—No. 2, \$2.75 each; No. 4, \$3.50 each; No. 8, \$4.50 each; No. 44, \$3.25 each. Cake Maker, No. 1, \$3.50; No. 2, \$4.50.

BRIGHT WIRE GOODS—See Hooks and Eyes.

BROILERS, WIRE—No. 216, 15c each; 218, 20c; 220, 25c; 1102, 30c; 1102, 35c; 1104, 40c; 1105, 45c; 1153, 65c; 1154, 70c; 1155, 75c.

BROOMS—House—Economy, 70c each; No. 2, \$1.25; 3, \$1.00.

Steel Band, \$1.00.

Push or Street—Bassine, with Handles—14-inch, \$1.15 each; 16-inch, \$1.35; 18-inch, \$1.50; 24-inch, \$2.00; 30-inch, \$2.65. Rattan, with Handles—16x8 inches, \$1.10; 16x10, \$1.25. Wire, no Handles—12x5, \$1.25; 14x5, \$1.35; Handles, 15c each.

Whisk—1B, 25c each; 370, 40c; Pullman, 45c.

BRUSHES—

CASTING—	
No.	Each.
78	.60
78-P	.50
800	.85
Kalsomine—	
240	6.75
310	3.00
Marking—	
1	.10
2	.10
3	.10
4	.15
5	.15
6	.15
Paint—	
151—2½	.35
3	.50
3½	.65
4	.80
155—3	.70
3½	.85
4	1.10
4½	1.65
159—2½	.70
3	.80
3½	1.10
4	1.50
165—3	1.35
3½	1.85
4	2.25
4½	3.25
228—3½	2.50
4	3.25
4½	4.50
Roofing—	
401	2.35
404	2.65
Sash—	
20—2	.20
4	.25
6	.35
8	.45

Paint—(Chinese bristles)—

Grade.	
1	2
2½-inch	.35
3-inch	.50
3½-inch	.65
4-inch	.80
4½-inch	1.10
5	1.65
3	.70
4	.80
4½	1.10
5	1.55
5½	2.00
6	2.35
6½	2.75

Roofing—Knotted—

3 knots, 14-lb.	2.25
4 knots, 18-lb.	2.65

Sash—Chisel Point—

¼x1½-in.	.20
½x1½-in.	.25
¾x2-in.	.35
1x2½-in.	.45

Scrub—

Gray Tampico, 10"	.35
Gray Tampico, 12"	.40
Ox Fibre, 7"	.30
Ox Fibre, 10"	.35
Ox Fibre, 12"	.40
White Tampico, 8"	.20
White Tampico, 11"	.30
White Tampico, 12"	.40

Shoe—

Dauber, wood	.20
Dauber, iron	.25
Brush only, ¾-in.	.35
Brush only, 1¼-in.	.75
Combination	.30
Extra bristles	.50
Best 1¼-in. bristles	.85

BUCKETS—(See Galv. Ware).

BURNERS—Lamp—¾-inch wick, 15c each; 1-inch, 30c; 1½-inch, 35c.

Lantern—For Cold Blast, ¾-inch wick, 20c each; 1-inch, 30c; For Kerosene, ¾-inch, 20c; 1-inch, 30c; Lard, Sperma and Sig. Oil, ¾-inch, 15c; 1-inch, 20c.

Rubbish—No. 1, 20-inch Steel, \$8.25 each; No. 3, 30-inch Steel, \$18.00. Wire, 11-14-inch, \$2.10-\$3.50.

BUTS—(See Hinges).

RETAIL SELLING PRICES—Continued.

CANTEENS—BEAR BRAND AND BOYCO—Covered—No. 2, \$1.15; No. 3, \$1.25; No. 4, \$1.35; No. 6, \$1.65; No. 8, \$2.00. Government, \$1.35; American, 8-pt., \$1.10; Army \$1.40; Army, 5-pt., \$1.60; De Luxe, 8-pt., \$1.75; De Luxe, 5-pt., \$2.10.

RUNNING BOARD OUTFITS—

Boyco Service Units—No. 5, \$5.75; No. 22, \$6.65; No. 112, \$8.00; No. 212, \$8.40; No. 312, \$8.60.
Bear Brand—Lincoln—No. 100, \$2.00; No. 200, \$2.50; No. 300, \$2.85.
Auto Cans—Covered, No. 1, \$1.75; No. 2, \$2.00; No. 3, \$2.10. Plain, No. 1, \$1.45; No. 2, \$1.70; No. 3, \$2.00; No. 5, \$2.50.

CANT HOOKS—

Maple Hdl. Hickory Hdl.

2 1/4 x 4 1/4 2.90 3.65
2 1/2 x 4 1/4 3.00 3.75

OAPS—Roofing. Per lb., 22c.

CARBORUNDUM—Grain, per lb., bulk, 50c.

CARRIERS—Timber—No. 425, 4-ft. maple, \$3.50.

CARRIERS—Hay—Using Manila rope for steel, wood, cable track, \$14.00 each; using wire cable or manila rope for steel, wood, cable track, \$18.00; Sling, \$23.00; Steel Hay Carrier Track, 30c foot; Steel Hay Carrier Hanging Hooks, 20c each; Rafter Brackets, 10c.

CATCHERS, GRASS—No. 1, \$1.00 each; 2, \$1.15; 10, \$1.15; 20, \$1.25; 1000A, \$1.50. No. 1, Perfer, \$1.75; No. 2, Perfer, \$2.00. No. 5, Easy-Em., \$2.00; 10G, Easy-Em., \$2.25; 12G, Easy-Em., \$2.50.

CHAINS—Tire—

Size.	Pair.	Size.	Pair.
Tire—Weeds		4 1/4 x 38	7.25
8 x 80	4.50	4 1/4 x 34	7.50
3 1/2 x 80	5.00	4 1/4 x 35	8.00
3 1/2 x 82	5.50	4 1/4 x 36	8.00
4 x 81	6.00	4 1/4 x 37	8.75
4 x 82	6.00	5 x 85	9.00
4 x 83	6.50	5 x 86	9.00
4 x 84	7.00	5 x 87	9.75
4 x 85	7.50	5 1/2 x 86	12.00
4 x 86	7.50	5 1/2 x 87	12.00
4 1/2 x 82	7.00	5 1/2 x 88	14.00

Dozen pair lots, 10% off.

CHAIN—Yankee, Straight Link (Coil)—4-0, 10c ft.; 3-0

10c; 2-0, 9c; 0, 8 1/2c; 1, 8c.

Norway Straight Link (Coil)—1/4, 35c lb.; 1/2, 35c; 3/4, 30c.

Passing Link (Coil)—4-0, 18c ft.; 3-0, 11c; 2-0, 19c; 1-0, 9c.

Proof Straight Link (Coil)—3-16 Black, 22c lb.; 1/4, 20c; 5-16, 18c; 3/4, 17c; 7-16, 15c; 1/2, 15c; 1/4, 15c; 1/8, 15c.

Proof Twisted Link (Coil)—1/4 Black, 20c lb.; 5-16, 20c; 3/4, 15c.

B. B. Proof Straight Link, A (Coil)—5-16, 20c lb.; 3/4, 20c; 1/2, 20c; 1/4, 20c; 1/8, 20c; 1, 20c.

Twisted Machine Coppered (Coil)—3-0, 15c ft.; 2-0, 15c.

Jack—Iron—16, 10c yard; 14, 10c; 12, 10c; 10, 10c; 8, 15c.

Brass—120, 10c yard; 118, 10c; 116, 10c; 114, 20c; 112, 20c; 110, 35c.

Safety Brass—00, 15c yard; 0, 15c; 1, 15c; 2, 20c; 3, 25c.

Sash—C, Copper Plated, 4 1/4 c ft.; 1, Copper Plated, 5c; 2, Copper Plated, 5c; 4X, Copper Plated, 20c; 10, Cable, 20c.

Sash Chain Fasteners—Phoenix, 20c set; 10, 60c.

CHALK LINE—Yellow, 35c per 100-foot hank; 20c per 50-foot hank. Braided White, 20-foot hanks—120, 10c each; 220, 10c; 320, 15c. 50-foot balls—150, 15c; 250, 15c; 350, 15c.

CHESTS, TOOL — A, Leather Covered, \$26.50; AA, Leather Covered, \$30.25; B, Quartered Oak, \$34.25; BB, Quartered Oak, \$36.50; BBB, Quartered Oak, \$32.00; D, Quartered Oak, \$16.25; DD, Quartered Oak, \$17.75; DD, Leather Covered, \$19.00; DDD, Leather Covered, \$20.25; DDD, Quartered Oak, \$20.00; E, Quartered Oak, \$24.25; EE, Quartered Oak, \$28.50; FF, Quartered Oak, \$20.00; F, Leather Covered, \$20.25; FF, Leather Covered, \$23.75; FF, Quartered Oak, \$22.25; G, Plain Oak, \$14.00; GG, Plain Oak, \$15.50.

CHECKS — Door — All makes. Liquid Checks — A-11, \$6.25; B-12, \$8.25; C-13, \$9.75; D-14, \$12.00; E-15, \$15.00. For hold open arm, add \$1.25 each.
Screen Door Check—No. 01, \$8.85.

CHOPPERS—Meat and Food—Enterprise

	Universal		Universal
0	1.50	0	1.50
5	3.00	1	1.85
10	4.75	2	2.25
12	4.25	3	3.00
22	7.75	304	6.50
32	9.75		
		Russwin	
		0 R	2.00
501	2.25	1 R	2.50
602	2.75	2 R	2.75
703	3.50	3 R	3.75

CHISELS—

	Socket Firmer Bev. Edge	Whites No. 2	Pocket Bev. Edge	Inside or Outside Bevel
1/4	1.15	1.80	1.80	1.85
1/2	1.20	1.85	1.85	1.85
3/4	1.25	1.40	1.50	1.85
1	1.30	1.45	1.55	1.40
1 1/4	1.35	1.50	1.60	1.50
1 1/2	1.40	1.55	1.65	1.65
1 3/4	1.50	1.65	1.75	1.75
2	1.65	1.75	1.80	1.85
1 1/4	1.85	1.90	2.00	2.00
1 1/2	2.00	2.00	2.25	2.25
1 3/4	2.35	2.15	2.40	2.50
2	2.50	2.30	2.75	2.75

Bucks No. 4 Blacksmiths' Cold or Hot Eye

1	.90			.75
1 1/4				.85
1 1/2	1.45			1.00
1 3/4				1.25
1 1/4	1.50			1.50
1 1/2	2.00			2.50
2	2.25			3.00

	Cold Oom.	Cold Special	Oape	Round Nose	Diamond Point
1/4	.15	.35	.40	.50	.50
5-16	.15	.35	.45	.50	.55
1/2	.15	.40	.50	.55	.60
3/4	.20	.45	.65	.65	.75
1	.25	.55	.85	.70	.85
1 1/4	.35	.65	.90	.90	1.00
1 1/2	.50	.90	...	...	1.25
2	.70	1.00	...	...	1.50

CHURNS—Barrel—No. 0, \$10.00 each; 1, \$11.25; 2, \$12.75; 3, \$14.25.

Improved Cylinder—No. 1, \$5.50; 2, \$6.50.

Glass Family, Universal—No. 15, \$2.75 each; 125, \$3.25;

185, \$4.00; 145, \$4.50. Dazey, No. 10, \$1.75; 20, \$2.35; 30,

\$2.75; 40, \$3.50. Extra Jara, Dazey, No. 10, 55c; 30, 90c;

30, \$1.20; 40, \$1.50.

Tin without Dasher—1 1/2 gal., \$1.50 each; 2 gal., \$1.55;

3 gal., \$1.60; 4 gal., \$1.75.

Dash—IX Tin—2-gal., \$2.25; 4-gal., \$2.75; 6-gal., \$3.25

Dash and Handle—25c extra.

CLAMPS—Carpenters'—Stearns—No. 312, 6.25 pair; 218,

\$6.75; 214, \$7.50; 215, \$8.50; 216, \$15.50; 218, \$18.25.

Carriage Makers'—No. 12, Plain, 35c each; 13, 40c; 14,

50c; 15, 70c; 16, 90c; 18, \$1.25; 20, \$1.75; 22, \$2.15.

Quilt Frame—No. 1, 10c each; 3, 20c; 8, 20c; 33, 20c.

CLEANERS—Window—Rubber—10-inch, 45c each; 12-inch,

50c; 14-inch, 60c; 16-inch, 65c; 18-inch, 75c.

Wood Floor Cleaners—14-inch, 60c; 16-inch, 75c.

CLEANING COMPOUND—

Cedar Sweep—1 1/2-lb. carton, 20c; 4 1/2-lb. carton, 60c;

33-lb. box, \$2.00; 100-lb. drum, \$3.75; 250-lb. barrel, \$8.50.

Kleen-A-Pipe—1-lb. can, 75c; 10-lb. can, \$3.00.

Shineoleum—1 quart, \$1.00; 1 gal., \$5.50; 5 gals., \$12.50.

Cedar Mist—1 gal., \$8.50; 5 gals., \$12.50.

Sweeping Compound—No. 2, Green, 3c lb.; No. 3, Brown,

2 1/2 c lb.; No. 4, Black, 2 1/2 c lb.

CLEAVISES—Malleable, 25c lb. Steel, 4", 25c; 5", 25c; 6",

30c; 7", 30c; 8", 35c.

CLIPS—Wire Rope "Bulldog"—3-16 to 1/2 in., each, 15c;

1/2, 20c; 3/4, 25c; 1, 35c; 1 1/4, 50c; 1 1/2, 55c; 1 3/4, 60c.

CLIPPERS—Bolt—

New Easy—

No. 0 3.75 No. 0 2.25

No. 1 5.00 No. 1 2.75

No. 2 7.00 No. 2 3.75

No. 3 8.75 No. 3 4.75

O. K.—

10-inch 3.85 14-inch 3.00

CLOCKS, ALARM—Westclox—American, \$1.50 each; Bluebird,

\$1.75; Lookout, \$1.75; Sleepmeter, \$2.00; Bunkie, \$2.75;

Ironclad, \$2.25; Jack-O'-Lantern, \$3.00; Bingo, \$3.25.

Circle, \$3.25; Flash, \$3.25; Gale, \$4.50; Ideal, \$3.00;

Indian, \$1.75; Peerless, \$3.00; Pershing, \$3.50; Practical,

\$3.00; Slumber Stopper, \$4.50; Startle, \$3.50.

NOTE—A Government War Tax of 5 per cent has been

levied on all retail sales of clocks. The retail dealer is re-

quired to keep a record of all sales and pay the tax into the

Collector's office each month.

CLOTH — Emery, Nos. 00 to 2 1/2, 10c straight; No. 1 to 8,

15c. Carborundum or Axolite—Nos. FF 90, 15c straight.

CLOTH, WIRE—Hardware Galvanized—Per lineal foot—

Mesh

24-in. 30-in. 36-in. 42-in. 48-in.

1-inch36 .45 .54 .63 .72

1/2-inch28 .35 .42 .49 .56

3/4-inch28 .35 .42 .49 .56

2-inch20 .25 .30 .35 .40

2 1/2-inch20 .25 .30 .35 .40

3-inch20 .25 .30 .35 .40

4-inch21 .26 .32 .37 .42

5-inch21 .26 .32 .37 .42

6-inch22 .28 .33 .39 .44

8-inch24 .30 .36 .42 .48

RETAIL SELLING PRICES—Continued.

CLOTH, SCREEN WIRE—Per lineal foot—Retail prices have been figured on the following basis: 12M Black, 4½c; 14M Galv., 5½c; 14M Opal, 5c per sq. ft.

COCKS—

No.	Each	No.	Each
Ball—			
¾-inch...	1.85	7-inch...	1.15
¾-inch...	1.60	8-inch...	1.65
¾-inch...	2.00	Gas Hose—	
1-inch...	3.35	¾-inch...	.30
Floats—		¾-inch...	.35
5-inch...	.60	¾-inch...	.50
6-inch...	.75		

Service, Standard—Square or Flat Head—

Each	¾"	¾"	¾"	1"	1 ¼"	1 ½"	2"
	.45	.50	.55	.60	1.00	1.65	2.25
						4.00	

COMPASSES—No. 40-4, 45c each; 6, 55c; 8, 75c.

COOKERS—Fireless—Duplex—No. 25, \$17.00 each; No. 30, \$28.25; 35, \$19.75; 50, \$30.00; 55, \$32.00; 60, \$35.00; 70, \$48.50.

Legs—Set, \$3.50.

Soapstone Discs—Each, \$1.75.

COOLERS, WATER—Galvanized Lined—02, \$4.75 each; 08, \$5.50; 04, \$6.75; 06, \$7.75; 08, \$9.75; 010, \$12.00.

COPPER—Sheet, 65c lb.; Bars, round, 70c lb.; Tubing, 75c lb.

COPPER WARE—Rome Nickel Plated—

Tea Kettles.	6 pints	Tea Pots.	4 pints
8½ inch	2.00	2 pints	1.85
9½ inch	2.25	3 pints	1.50
10½ inch	2.50	4 pints	1.65
Coffee Pots.		Wash Boilers.	
3 pints	1.50	348	7.25
4 pints	1.65	349	7.75
5 pints	1.85		

COPPERS, SOLDERING—Family—

1, per set	1.50
2, per set	1.35
Tinners—	
½ pound, per pair	.25
1 pound, per pair	.30
1½ pound, per pair	.35
2 pound, per pair	.45
3 to 14 pounds	.45

CORD—Sash, Common—Per hank: No. 6, \$1.00; 7, \$1.25; 8, \$1.50; 10, \$2.50; 12, \$3.00.
Samson Spot and Silver Lake—Per hank: No. 6, \$1.50; 7, \$2.00; 8, \$2.50; 10, \$4.00; 12, \$5.00.

CORD, TINNED PICTURE—

No. 00, 15c pkg.; 1, 25c; 2, 30c; 3, 40c; 4, 50c.

CRAYON—Lumber, 10c; Soapstone, 5c.

CULTIVATORS—

Norcross, 1GC-5, each, \$2.00; 5N, \$1.50; 3N, \$1.25; Midget, 60c.
Full Easy, PEC, each, \$2.00; PE5, \$1.65; PEW2, \$5.00.

CUTTERS—Pipe—Barnea, No. 1, \$3.25 each; 2, \$4.25; 3, \$7.00; 4, \$14.00; 5, \$20.00.
Saunders—No. 1, \$2.75 each; 2, \$4.00; 3, \$9.50.
Trimco—No. 1, \$3.50; No. 2, \$4.75; No. 3, \$8.00.

DAMPERS—Stove Pipe—No. 3, 20c each; 4, 20c; 5, 25c; 6, 25c; 7, 40c; 8, 80c; 9, \$1.15; 10, \$1.50.

DIVIDERS—Wing, No. 35 and 50—6-inch, 70c; 7-inch, 75c; 8-inch, 80c; 10-inch, \$1.10; 12-inch, \$1.35; 14-inch, \$3.50.
Wing Ext. No. 1—6-inch, \$1.25; 7-inch, \$1.60; 8-inch, \$1.75.

Excelsior—6-inch, 90c; 8-inch, \$1.25; 10-inch, \$1.65.

DOORS—Ash Pit—

8x8	2.00	10x12	2.75
8x10	2.25	12x15	5.50

ASH TRAPS—Common, 7x9, 80c; Adams Double, 90c.

DOORS, SCREEN—

No.	2-6x6-6	2-8x6-8	2-10x6-10	8x7
241, Common, ¾-in. thick	2.20	2.80	2.45	2.55
296, Painted black, 1½	2.45	2.55	2.70	2.85
311, Varnished, 1½	3.40	3.55	3.70	3.85
381, Varnished, 1½	3.60	3.75	3.90	4.00
315G, Var., 1½, Gal. Cl.	4.15	4.80	4.50	4.75

DRILLS—

Goodell-Pratt Bench Drills—	No.	Each
No.	279	18.25
8		
8½		7.50
9½		9.50
10½		14.00
10½		24.00
490½		20.00
1008		16.50
1005		26.50
11		22.00

Goodell-Pratt Breast Drills—

6	5.85	245	5.00
07	5.50		

Drill Presses—Millers Falls

20	11.00	23	7.50
21	15.00	210	15.00
22	5.00		

Hand Drills—Millers Falls

1	8.50	105	3.75
2	5.00	808	3.00
3	3.50	806	5.50
5	3.75	343	4.00
98	5.75	980	5.75
		1980	5.75

Chain Drills—Goodell-Pratt

307	4.50	818	7.00
316	4.50	1500	6.80
317	5.50		

Yankee Automatic

41	2.50	44	3.25
42	2.00	40	3.00

Yankee Chucks and Drill Points

No.	Set.	No.	Set.
800	1.15	805	.55
801	1.15		

Yankee Drill Points

Set of 8, \$7.10; each, 15c; 2 for 25c.

DRILLS, TWIST—

	Bit Stock	Rd. Shk. Prentiss	Coes	Sqr. Tpr. Shk.	Str. Shk.	Tpr. Shk.
1-16	.20				.10	
¼	.20	.35	.40		.15	.35
3-16	.30	.40	.45		.15	.85
½	.35	.45	.55	1.20	.20	.45
5-16	.45	.55	.60	1.85	.25	.55
¾	.55	.60	.70	1.45	.35	.60
7-16	.70	.75	.75	1.50	.55	.75
1	.85	.90	.85	1.55	.75	.90
9-16	1.00	1.05	.90	1.60		1.05
11-16	1.20	1.20	1.00	1.70		1.20
11-16	1.35	1.35	.15	1.75		1.35
¾	1.55	1.50	1.80	1.85		1.50
1	1.95	1.95	1.60	2.45		1.95
1	2.85	2.65	1.90	8.10		2.65
1½				8.75		3.40
1½				4.40		4.15
1½				5.05		4.90
1½				5.75		6.40

Sebco Four Point Star, Brick and Concrete—

	¼	¾	¾	1	1½	2
12-inch	.40	.40	.45	.65	.85	1.25
18-inch	.50	.50	.60	.80	1.10	1.55
24-inch	.65	.65	.70	1.00	1.20	1.75

ELECTRICAL APPLIANCES—

Universal Goods—	
Dishes, Chafing—	
E940	18.00
E9850	16.00
Grills—	
E982	11.50
E984	12.50
Heaters, Immersion—	
E970	5.25
Irons, Curling—	
E9901	6.25
E99011	6.75
Irons, Pressing—	
E901	7.50
E902	6.75
E905	6.75
E9023	6.25
E9025	6.75
E9051	8.00
Pads, Heating—	
E940	10.00
Percolators—	
E9435	18.50
E9437	15.00
E9439	16.50
E9335	11.75
E9387	12.00
E9389	14.50
Ranges, Table—	
E9841	22.00
Stoves—	
E998	9.00
E997	9.00
E9960	8.00
Toasters—	
E945	7.50
E946	6.75
Urns, Coffee—	
E916	17.00
E919	18.50
E9136	15.00
E9146	19.50
E9149	21.50
E9166	22.50
E9169	25.00
E9176	16.00
E9179	17.50
E9166044	42.35
E9169044	44.75
Vacuum Cleaners—	
E701	39.50
Attachments	10.50

RETAIL SELLING PRICES—Continued.

Hot Point Goods—

Chafing Dishes—No. 20501, \$10.00 each; 20502, \$19.00; 20503, \$22.50.

Grills—116G1, \$11.50 each; 126G1, \$12.50; 20101, \$10.50.

Heaters, Air—No. 20402, \$11.00 each; 20404, \$18.00; 20603, \$22.50; 20604, \$44.00; 116A4 (Hedlite), \$11.00.

Heaters, Immersion—No. 113W16 (50201), \$5.25 each; 115W16 (50202), \$6.25; 115W17 (50203), \$7.25.

Irons, Curling—No. 112L5, \$7.25 each; 112L6, \$6.50.

Irons, Pressing—No. 1113F12 (11103), \$7.95 each; 113F22 (11203), 3 lb., \$6.25; 115F5 (11205), 5 lb., \$6.95; 115P17 (11206), 6 lb., \$6.95; 11307, \$8.75; 11308, \$9.25; 11310, \$11.00; 11312, \$15.50; 11315, \$17.00.

Pads, Heating—No. 114Q8 (50142), \$9.00; 114Q4, (50151) \$10.25.

Ovens—No. 40701, \$6.50; 40201, \$25.00.

Percolators—No. 20611, \$10.00; 20620, \$12.00; 20621, \$13.00; 20622, \$17.50; 20650, \$18.00; 114P18 (20651), \$23.00; 114P17 (2652), \$25.00.

Stoves—No. 116D1, \$10.00; 136D1, \$11.50; 20801, \$7.00; 20802, \$7.25; 40101, \$7.50; 40102, \$9.25; 40108, \$13.00; 40104, \$15.00; 40105, \$17.50.

Toasters—114T5, \$6.75; 115T1, \$8.50.

Vacuum Cleaners—122V2, \$45.00. Attachments, \$11.00.

ELECTRICAL SUNDRIES—

Anylights 1.35

Ammeters—

Ever Ready 1.25

Readrite 1.00

Volt 1.15

Bells, Door—

2 1/2-inch85

3-inch 1.00

Buzzers85

Chain, Fixture25

Cleats, Porcelain05

Cord—

Heater No. 16 12 1/2

No. 1810

Lamp No. 18, G. & Y.04

No. 18, Par Silk07 1/2

No. 20, Par Silk06

No. 18, Tw. Silk07

No. 20, Tw. Silk05

1-64 Single Fixture08

No. 18 Reinforced10

Fans—

Menominee, 500-6-in. 12.00

Robbins-Meyers—

8-inch non-osc. 12.50

9-in. non-osc., 3 sp. 19.50

9-in. osc., 3-speed 24.50

12-in. non-osc., 3 sp. 29.00

12-in. osc., 3-speed 27.00

Fuses—

Plug, 6 to 30 amp. 12 1/2

Knobs—

Porcelain, 5/8 Solid02 1/2

Nailit, 5/8 Split05

Lamps—

Nico-Masda type List

Masda Auto List

Hylo Tungsten 1.00

Hylo Carbon75

Lamp Guards—

No. 1425 Loxon45

No. 107 Neverbreak35

No. 44 Portable 2.25

No. 48, Portable 2.75

Loom—

"Duraduct" 7-82 in.06

1/4-inch08

Plates, Switch—

Single gang25

Two gang50

Receptacle60

Plugs—

Benjamin 2-way 1.85

Benjamin 3-way 1.75

Twilight 2-way 1.20

Attachment—

908 Benjamin30

2500 Chelton40

4 Mueller20

Fitzall w-o spring65

Fitzall spring75

EMERY—Per lb., 25c.

Stones—See Stones.

Cloth—See Cloth.

Wheels—See Wheels.

FASTENERS—Casement, common brass plated, 20c each; Sash, common brass plated, 10c.

FAUCETS—Cork Lined—

7-inch, each35

8-inch80

9-inch85

FENCE, POULTRY—Blue Ribbon—10-Rod Rolls—24-inch, \$5.00 roll; 36-inch, \$6.25 roll; 48-inch, \$7.50 roll; 60-inch, \$8.75 roll; 72-inch, \$9.75 roll.

Union Lock—10-Rod Rolls—24-inch, \$4.00 roll; 36-inch, \$4.50; 48-inch, \$5.75; 60-inch, \$6.75; 72-inch, \$7.25.

FIBRE WARE—Keelers—No. 2, \$3.25 each; No. 3, \$2.75.

Measures—1-qt., \$2.10; 2-qt., \$2.50.

Star Pail—12-qt., \$1.25.

Spittoons—No. 2, \$1.85; No. 3, \$1.65.

Tubs—No. 1, \$7.50; No. 2, \$6.50; No. 3, \$6.00.

FIGURES AND LETTERS (STEEL)—

Figures	Set	Each	Letters	Set	Each
1/2 inch.....	1.25	.25	1/2 inch.....	3.50	.20
3/8 inch.....	1.50	.30	3/8 inch.....	4.50	.25
1/2 inch.....	2.00	.35	1/2 inch.....	5.75	.30
5/8 inch.....	2.25	.40	5/8 inch.....	6.75	.30
3/4 inch.....	2.75	.50			
7/8 inch.....	4.50	.75			

FILES—

Length, inches—	3-3 1/2	4	4 1/2	5	5 1/2	6	8	10
Band Saw, Slim.....	.15	.20	.25	.30	.35	.40	.45	.55
Knife, Bastard.....	.80	.85	.90	.95	1.00	1.05	1.10	1.15
Regular Taper.....	.15	.15	.20	.20	.20	.20	.20	.20
Slim Taper.....	.15	.15	.15	.20	.20	.20	.25	.40
Warding, Bastard.....	.25	.25	.25	.25	.30	.30	.35	.40
Length, inches—	3-4	5	6	8	10	12	14	16
Flat Bastard.....	.20	.25	.25	.30	.35	.50	.75	.95
Half Rd. Bastard.....	.25	.30	.35	.40	.50	.65	.85	1.10
Mill Bastard.....	.20	.20	.20	.25	.30	.40	.60	.80
Round Bastard.....	.20	.20	.20	.25	.30	.40	.60	.80
Square Bastard.....	.20	.25	.35	.30	.40	.55	.75	1.00

FIXTURES—Grindstone—Auto—01, \$2.00; 02, \$2.50; 15, \$1.25; 17, \$1.85; 19, \$1.50; 21, \$1.75; Am. Heavy—17, \$1.00. Extra Shafts, 15-inch, 50c; 17-inch, 50c. Extra Cranks, 25c.

FLASHLIGHTS—Eveready Dayles—Complete—No. 6961, \$1.00 each; 6962, \$1.25; 1991, \$1.50; 2604, \$1.70; 2631, \$1.85; 2632, \$2.25; 1619, \$2.35; 2616, \$2.00.

Eveready Batteries—No. 705, 50c each; 790, 35c; 791, 30c; 700, 30c; 750, 30c; 751, 40c.

Kwiklites

Tabular Nos.	5220	5221	5223	5229	5331	6240	6240B
Complete, ea.	\$1.85	\$1.70	\$2.00	\$2.00	\$2.35	\$1.65	\$1.70
Case & Bbl, ea.	1.15	1.35	1.50	1.65	1.75	1.25	1.40
Tabular Nos.	6241	6241B	6249	6249B	6345	6345B	6351
Complete, ea.	\$1.85	\$2.00	\$2.25	\$2.55	\$2.25	\$2.45	\$2.75
Case & Bbl, ea.	1.50	1.65	2.00	2.30	1.75	1.95	2.35
Pocket Nos.	2472	2573	2475	2475B	2577	2577B	2579
Complete, ea.	\$1.00	\$1.25	\$1.25	\$1.35	\$1.50	\$1.65	\$1.90
Case & Bbl, ea.	.70	.85	.95	1.05	1.10	1.25	1.50
Watch Ch. Nos.	6239	6239B	Watch Chain Bat'y No. 1204				
Complete, each	\$1.00	\$1.10	Battery only, each	\$.25			
Case & Bbl, ea.	.75	.85					

Battery only—

Nos.	1202	1203	1206	1207	1271	1301	1308	1309
Each	\$.030	\$.035	\$.030	\$.030	\$.030	\$.050	\$.040	\$.040

FLATTERS—Blacksmith—2-in., \$1.35; 2 1/2-in., \$1.35; 3-in., \$2.25; 3 1/2-in., \$3.00.

FORGES—No. 150 Chicago, \$16.85; No. 151 Chicago, \$17.00. Buffalo—No. 310 Steel Ball Bearing Rivet, \$23.00; No. 723, \$38.00; No. 742H, \$40.00.

FORKS—Hay—Nellis, 94 single harpoon, \$7.50; 95 double harpoon, \$4.65; 96 double harpoon, \$9.50; 87 double harpoon, \$5.50; 98 double harpoon, \$9.50. Grapple, No. 99 (4 times), \$17.50; No. 100 (6 times), \$20.00. Jackson Patterns, 4 ft., \$22.50; 4 1/2 ft., \$24.00; 5 ft., \$28.00.

FREEZERS—Arctic—

	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
1	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
2	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
3	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
4	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
5	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
6	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
7	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
8	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
9	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
10	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
11	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
12	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
13	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
14	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
15	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
16	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
17	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
18	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
19	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75
20	3.20	3.75	4.50	5.50	7.00	8.60	12	15	20	25	30	35	40	45	50	55	60	65	70	75

White Mountain

1	.....	3.90	2 Qt., Tin or Gal., doz.	12.00
2	.....	4.50	4 Qt., Tin or Gal., doz.	20.00

RETAIL SELLING PRICES—Continued.

GAUGES, MARKING—

Steel—		Wood—	
90	.70	0	.15
92	2.50	61	.20
93	1.75	62	.30
95	1.75	65	.85
97	1.35	71	.90
98	1.75	72	.50
		73	1.10

Altitude Gauges, \$5.85.

Steam Gauges, 4 1/2 in. face I. C., \$5.85.

Thermometer, Straight, \$1.50.

Thermometer, Angle, \$1.75.

GLASS—Window—SB Grade—Single Strength, 80 per cent;

Double Strength, 80 per cent.

Extras for Putting in Glass—

Per Light

First 3 Brackets.....

.50

Second 3 Brackets.....

.75

Third 3 Brackets.....

1.00

Larger Lights.....\$1.00 per hour, per man

GLASSES—

Ground Level—

Proved Level—

1 1/4	.50	1 1/4	.15
2	.60	2	.15
2 1/4	.65	2 1/4	.15
3	.70	3	.30
3 1/4	.75	3 1/4	.30

GLASSES, GAUGE—

	Standard	Extra Heavy
10	.35	.75
12	.35	.90
14	.45	1.05
16	.55	1.25
18	.60	1.35
20	.65	
22	.70	
24	.80	1.00

GLOBES—Lantern—Cold Blast—Plain, 25c each; Bullseye,

40c; 2 Plain, 20c; 2 Bullseye, 40c; 2 Ruby, 40c.

Railroad—Clear, 25c each; Green or Red, 50c.

Tubular—Clear, 10c each; Plain, 25c; 3-0 Ruby, 40c; 4-0

Bullseye, 35c; 5-0 Wizard, 20c; 6-0, 25c each.

GLUE—Dry—Common, 80c lb.; Cabt., 35c; White, 45c.

Imperial Liquid—

Size—	1 Oz.	1/4 Pt.	1/2 Pt.	1 Pt.	1 Qt.	1 Gal.
List, Doz.	1.05	3.60	2.80	6.00	10.20	54.00
Sug. Ret. Ea.	.20	.30	.30	.50	.85	4.50

Le Page's Glue—

Size—	1 Oz.	2 Oz.	1/4 Pt.	1/2 Pt.	1 Pt.	1 Qt.
List, Doz.	2.40	1.65	1.80	3.60	6.00	18.00
Sug. Ret. Ea.	.20	.20	.30	.30	.50	.85

GOUGES—Bucks, Socket Firmer, Outside Bevel—No. 42—

1/4-inch, \$1.00; 1/2-inch, \$1.00; 3/4-inch, \$1.00; 1-inch, \$1.10;

1 1/4-inch, \$1.20; 1 1/2-inch, \$1.25; 1 3/4-inch, \$1.35; 2-inch, \$1.45;

2 1/4-inch, \$1.50; 2 1/2-inch, \$1.75; 2 3/4-inch, \$1.85; 3-inch, \$2.00.

Wittherby, Socket Firmer, Outside Bevel—No. 320—1/4-

inch, \$1.15; 1/2-inch, \$1.20; 3/4-inch, \$1.25; 1-inch, \$1.30;

1 1/4-inch, \$1.35; 1 1/2-inch, \$1.50; 1 3/4-inch, \$1.60; 2-inch, \$1.75;

2 1/4-inch, \$2.00; 2 1/2-inch, \$2.25; 2 3/4-inch, \$2.25.

P. S. & W. Firmer—

160—1/4 inch.....	1.50	1 inch.....	2.10
1/2 inch.....	1.50	1 1/4 inch.....	2.35
3/4 inch.....	1.65	1 1/2 inch.....	2.50
1 inch.....	1.70	1 3/4 inch.....	2.75
1 1/4 inch.....	1.80	2 inch.....	3.25
1 1/2 inch.....	2.00		

GRAPHITE—Dixon's Flake, per can—1's, 80c; 5's, \$3.50;

10's, \$6.75.

GREASE—AXLE—1 lb. cans, 15c each; 3 lb. cans, 40c; 5 lb.

cans, 65c; 10 lb. pails, \$1.25; 25 lb. pails, \$2.75.

Mica—1 lb. can, 35c; 3 lb. can, 60c; 5 lb. can, 95c;

10 lb. can, \$1.90; 25 lb. can, \$4.00.

Cup Grease—5 lb. cans, \$1.00 each; 10 lb. cans, \$1.75;

25 lb. cans, \$3.75.

Transmission—5 lb. cans, 20c each.

GRINDSTONES—

Loose—

15 to 40 lbs.....

Cwt.

40 to 200 lbs.....

7.50

Over 200 lbs.....

7.75

Fixtures and Axle—

15 inch.....

1.15

17 inch.....

1.20

19 inch.....

2.25

Mounted—Auto—

No. A120, Size 1.....

14.75

No. A130, Size 2.....

18.00

No. 140, Size 3.....

11.25

Bi-Treadle.....

13.50

Empire Power.....

36.00

Samson—

No. S155, Size 2.....

11.25

No. S160, Size 2.....

9.75

HACKSAW BLADES—

Lenox, Power—

Lgth. Width. Lt. Heavy.

10" 9-16 .90

10" 1" 1.15

10" 1" 1.35

10" 1" 1.95

12" 1" 2.45

12" 1" 1.85

12" 1" 1.60

12" 1" 2.85

14" 1" 2.95

14" 1" 1.70

14" 1" 1.90

14" 1" 2.75

16" 1" 2.65

16" 1" 3.80

16" 1" 2.15

16" 1" 3.15

16" 1" 8.05

17" 1" 8.90

17" 1" 2.80

Sterling, No. T100.....

15.75

Wood Frames, No. 1.....

13.50

Wood Frames, No. 2.....

13.35

Angle Steel Frames.....

11.75

Tubular Steel Frames.....

15.75

300 Cy. or 115 Frames.....

11.50

400 Cy. or T100 Fr.....

15.50

Harvest King (power).....

16.50

Loose Stones, lb.

.09

Fixtures—Auto—

01.....

2.25

02.....

2.50

15 Common.....

1.25

17.....

1.40

19.....

1.60

21.....

1.85

HACK SAW FRAMES—M. F.—4B, 75c; 6, \$2.50; 9, \$2.25;

15, \$3.50; 77, \$1.25; 78, \$1.85; 1027, \$3.50; 69, \$3.30;

69B, \$3.00; 14, \$3.40; 4 Milford Adj., \$4.00; 7 Milford Adj.,

\$2.25; 36 1/2 Diastan, \$1.50; 40 Extension, 75c.

HAMMERS—Vaughan & Bushnell Mfg. Co.—Adze Eye Nail:

No. 1 1/2 2 11 11 1/2 12 12 1/2 13 14

Price ..\$1.75\$1.65\$1.50\$1.75\$1.65\$1.50\$1.50\$1.50\$1.40

Ripping, V. & B.—No. 11, \$1.75; No. 11 1/2, \$1.65.

V. & B. Uncle Sam Tradesman's—No. 999, \$2.25.

Ball Pein, V. & B., Polished—

No. 7/0 5/0 4/0 3/0 2/0 0 1 2

Price ..\$1.00\$1.05\$1.05\$1.05\$1.10\$1.15\$1.25\$1.35

No. 3 4 5 6 7 8 9 10

Price ..\$1.45\$1.50\$1.65\$2.00

V. & B. Uncle Sam Supersteel—

No. 31 31 1/2 41 41 1/2 42 42 1/2

Price ..\$2.25\$2.25\$2.25\$2.25\$2.25\$2.25\$2.25

HAMMERS—

Claw—Stanley: Nos. 12, 12B, 22—5-oz., \$1.65; 7-oz.,

\$1.75; 10-oz., \$1.80; 18-oz., \$1.85; 16-oz., \$2.00;

20-oz., \$2.25.

Engineer's, Plumb's—No. 261, \$1.35; No. 262, \$1.50; No.

263, \$1.65; No. 264, \$2.00.

Machinist's Ball Pein, Plumb's—No. 18, 60 cents; No. 370,

85 cents; No. 371, 90 cents; No. 372, 90 cents; No. 373,

95 cents; No. 374, \$1.00; No. 375, \$1.10; No. 376,

\$1.15; No. 377, \$1.25; No. 379, \$1.35; No. 381, \$1.65.

Riveting, Plumb's and Stanley No. 147—No. 250, 4-oz.,

\$1.00; No. 251, 7-oz., \$1.00; No. 252, 9-oz., \$1.10; No.

253, 12-oz., \$1.15; No. 254, 15-oz., \$1.20; No. 255, 18-oz.,

\$1.45; No. 256, \$1.55.

Prospector's Pick, Plumb's—No. 470, \$2.75; No. 471, \$4.85.

Brick, Plumb's—No. 461, \$2.00; No. 462, \$1.75; No. 3154,

\$1.15; No. 3155, \$1.35.

GALVANIZED WARE

Boilers, Wash	3	1.10	15	.50	Pails, Stock	514	Pots, Watering
227	4	1.25	25	1.75	14	516	.90
228	5	1.65	105	1.25	16	518	1.00
229	6	2.00	205	1.65	18	520	1.15
	70	2.25			20	522	1.35
Bowls, Wash	80	5.25				526	1.50
7	90	6.25					1.85
7 1/2	100	7.75					
Buckets, Fire							
314							
Buckets, Well							
101 10 qt.							
Cans, Garbage							
Smooth							
200							
300							
400							
500							
600							
700							
Corrugated							
2							

RETAIL SELLING PRICES—Continued.

Riveting—		Plumb's Brick—		Derrick—Blood's, \$22.50.	
Plumb's, Stanley No. 147—	461	.....	2.00	Flooring—1, Hunt's, \$1.85; 2, Hunt's, \$2.10; 3, Hunt's, \$2.35; 5, Plumb's, \$2.75; 6, Plumb's, \$3.00.	
250, 4 oz.	1.00	462	..... 1.75	Half—1, Hunt's, \$1.50; 2, Hunt's, \$1.75.	
251, 7 oz.	1.00	3154	..... 1.15	Lathing—Hunt's, No. 1, \$1.50. Underhill's, No. 40, \$2.50; Regular, \$3.25; Chicago, \$3.25; St. Louis, \$3.75; St. Paul, \$3.50; California, \$3.50.	
252, 9 oz.	1.10	3155	..... 1.35	Shingling—Hunt's, 1, \$1.50; Hunt's, 2, \$1.65; Keen Ridge, 1, \$1.25; Keen Ridge, 2, \$1.50; Kelly's, 1, \$1.00; Kelly's, 2, \$1.10; Plumb's, 2951, \$1.50; Plumb's, 2952, \$1.60.	
253, 12 oz.	1.15	Plumb's Prospector's Pick		HEADS, MOP—Cotton—No. 9, 25c each; No. 12, 30c. Linen, No. 012, 50c; No. 015, 65c; No. 018, 75c; No. 020, 80c.	
254, 15 oz.	1.20	470	..... 2.75	HINGES—Back Flaps—No. 814, 1-inch, 10c each; 1 1/4-inch, 10c; 1 1/2-inch, 15c; 1 3/4-inch, 30c; 2-inch, 25c. No. 816, 1-inch, 10c; 1 1/4-inch, 10c; 1 1/2-inch, 10c; 1 3/4-inch, 15c; 2-inch, 20c.	
255, 18 oz.	1.45	471	..... 2.85	FLOOR—	
256	1.55			Bommer, D 15..... 1.85	
HANDLES—Adze, extra select, 90c; second growth, 90c.				R, EA, 115..... 2.00	
Axe—Single or double bit, Boys' No. 1, 60c; Boys' extra select, 60c; Turned No. 1, 60c; extra select hickory, 55c; second growth, \$1.00.				SHA, E, 265..... 2.25	
Chisel—Hickory, 10c; Leather Tip, 15c.				2..... 2.75	
Hammer Handles—All sizes—1st Quality, 25c; 2nd Quality, and Machine, 30c.				4..... 4.25	
Hatchet Handles—18 and 14, 25c; 15 and 16, 30c.				302, 602..... 4.25	
Peavey Handles—Select Maple Beek Maple Select Hickory				304, 604..... 6.25	
3 1/4 x 4.....	.....	.....	2.80	852..... 5.00	
2 1/4 x 4 1/2.....	.....	.....	2.40	854..... 7.50	
2 1/4 x 4 3/4.....	1.25	1.60	2.50	Corbin—D, 512..... 1.85	
2 1/4 x 5.....	1.40	1.75	2.65	R, EA, 512..... 1.85	
2 1/4 x 5 1/2.....	1.65	2.00	3.80	SHA, E, 512..... 2.00	
3 x 5 1/2.....	.....	.....	4.45	Kats—R, EA, 2..... 1.85	
3 x 5 3/4.....	.....	2.45	5.35	KF, SHA, E, 2..... 2.15	
Pick—36-inch Drift, Select, 75c; Extra Select, \$1.00; Railroad No. 1, 50c; No. 2, 60c; Select, 85c; Extra Select, \$1.15.				R, EA, 3..... 4.75	
Sledge—36-inch, Select, 60c; Second Growth, 75c.				KF, SHA, E, 3..... 5.25	
Saw, Hand—Diaton, No. 7, 50c; No. D8, 85c; No. 12, \$1.25.				R, EA, 3 1/2..... 6.75	
Crescent, Diaton, No. 112, \$1.00; No. 113, \$1.25; No. 114, \$1.50. Simonds Reversible Guard, per pair, \$1.60; Simonds No. 6, \$1.60; Atkins No. 24, \$1.60. One Man Cross Cut, No. 318, 45c; Supplementary, 30c. Auger M. F. No. 1, \$1.00; No. 2, \$1.25; No. 3, \$1.75; No. 4, \$4.75; No. 6 Com., 15c; Pecks Adj., 50c; Pratts Ratchet, \$4.75.				KF, SHA, E, 3 1/2..... 6.00	
HANGERS, BARN DOOR—				Eikon—7..... 15.00	
Flat Track—		43, Richards..... 1.25		8..... 16.50	
No., Brand.	Each.	248, Richards..... 1.85		10..... 18.75	
5, Myers..... 2.25		Round Track—		15..... 22.50	
25 Myers Garage Set..... 3.00		5, World's Best..... 2.00		20..... 36.00	
11, Lanes..... 2.15		384, Cannon Ball..... 2.00		25..... 45.00	
11 1/2, Lanes..... 2.65		440, Cannon Ball..... 2.50		30..... 53.00	
13, Lanes..... 4.75		715, Cannon Ball..... 1.75		40..... 85.00	
25, Lanes..... 1.50		800, Cannon Ball..... 10.75		Standard—R, EA 450..... 7.00	
30, Lanes..... 1.50				SHA, E, 450..... 4.50	
40, Lanes..... 1.75				R, EA, 452..... 12.00	
93, Lanes..... 1.50				Ornamental Surface	
28, 20th Century..... 2.00				"Butterfly"—	
37-1, Richards..... 1.65				1420, D2 & F.....	
38-1, Richards..... 1.75				1 1/4 x 1 1/2..... .25	
42-3, Richards..... 1.75				2 1/4 x 3 1/2..... .30	
42-5, Richards..... 2.75				8x3..... .35	
42-6, Richards..... 4.00				FLOOR—CHICAGO SPRING—	
HANGERS, HOUSE DOOR—				Ajax, Dull Brass, No. 3281, \$2.25. Relax, Dull Brass, No. 6281, 1 1/4-in. to 1 1/2-in., \$5.15; 1 1/2-in. to 2-in., \$6.40; 1 1/2-in. to 2 1/4-in., \$11.00.	
No., Brand.		Each.		Triplex, Double Acting—Jannaped, 3-in., \$2.40; 4-in., \$3.45; 5-in., \$4.10; 6-in., \$5.25. Dull Brass, 3-in., \$3.80; 4-in., \$4.60; 5-in., \$5.55; 6-in., \$7.10; 7-in., \$9.25.	
101, Lanes..... 11.25		011, Johns..... 6.00		Screen Door—Jannaped, No. 3008, 85c; 505, 30c. Dull Brass, No. 3285, \$1.20.	
101 1/2, Lanes..... 5.50		011, Richards..... 3.50		Screen Door Sets—No. 1505, Black, 45c.	
105, Lanes..... 8.75		11, Richards..... 7.00		Jannaped..... 1.60 1.90 2.25 2.75	
105 1/2, Lanes..... 4.35		012, Richards..... 4.00		Ant. Cop., Dull Br. 2.00 2.60 3.00 3.80	
58, Prouty..... 4.35		12, Richards..... 3.00		Ant. Br., Sd., Nic., 2.85 3.40 4.00	
5D, Prouty..... 8.75		015, Frisco..... 3.00		Double Acting—	
01, Johns..... 3.00		15, Frisco..... 6.00		Jannaped..... 2.65 3.15 3.75 4.60 5.85 8.50 11.75	
Trolley—No. 016, 3-in., \$5.75 set; 3 1/2-in., \$6.00; 4-in., \$6.50; 4 1/2-in., \$6.75; 5-in., \$7.25; 6-in., \$8.50. No. 16, 5-in., \$11.00; 5 1/2-in., \$11.25; 6-in., \$11.50; 6 1/2-in., \$11.75; 7-in., \$12.00; 8-in., \$12.50; 10-in., \$14.25. No. 019, 8-in., \$4.75; 8 1/2-in., \$5.25; 4-in., \$5.75; 4 1/2-in., \$6.00; 5-in., \$6.25; 6-in., \$7.50. No. 19, 5-in., \$9.50; 5 1/2-in., \$9.75; 6-in., \$10.00; 6 1/2-in., \$10.25; 7-in., \$10.50; 8-in., \$11.00; 10-in., \$12.50. No. 0182, 8-in., \$6.25; 8 1/2-in., \$6.75; 4-in., \$7.25; 4 1/2-in., \$7.75; 5-in., \$8.25; 6-in., \$9.50. No. 132, 5-in., \$12.50; 5 1/2-in., \$12.75; 6-in., \$13.00; 6 1/2-in., \$13.25; 7-in., \$13.75; 8-in., \$15.00; 10-in., \$17.00.		140-1, Richards..... 4.00		Ant. Br., Sd., Nic., 4.75 5.65 6.85 8.25 10.60 14.50	
135, 1..... 3.50		90T, Midget..... .60		New List Price of Chicago Triplex and Bommer Spring Hinges—	
135, 2..... 5.00		90T, Midget Track..... 15		Single Acting—3"..... 3.10 3.70 4.80 5.30	
HASPS—Common—				Jannaped..... 4.10 5.00 5.90 7.40	
Size 20, 5-in., each, 10c; 6-in., 10c; 7-in., 10c; 8-in., 10c; 10-in., 15c. Size 30, 5-in., 10c; 6-in., 10c; 7-in., 10c; 10-in., 30c. 850, 8-in., each, 15c; 10-in., 20c. Size 36, 6-in., each, 20c; 8-in., 25c.				Ant. Br., Sd., Nic., 5.50 6.60 7.90	
Hinge—912, 3-in., each, 15c; 4 1/2-in., 15c; 6-in., 20c; 8-in., 25c; 10-in., 40c; 12-in., 70c.				Double Acting—	
S. C. 912—3-in., each, 15c; 4 1/2-in., 15c; 6-in., 20c; 8-in., 30c; 10-in., 50c.				Jannaped..... 5.20 6.10 7.20 8.10 11.40 16.50 23.80	
1808 1/2—3-in., each, 35c; 4 1/2-in., 45c; 6-in., 60c.				Ant. Cop., Dull Br. 6.90 8.80 9.80 12.40 16.00 22.80 31.40	
Lock—20, Prouty, 75c each, 22, Prouty, 95c.				Ant. Br., Sd., Nic., 9.20 11.00 13.20 16.00 20.50 28.40	
Safety—915, 8-in., doz., 30c; 4 1/2-in., 25c each; 6-in., 35c. SC915, 8-in., 20c each; 4 1/2-in., 25c; 6-in., 35c; SC915, 8-in., 30c each; 4 1/2-in., 40c; 6-in., 60c; 941J, 60c.				Spring, Chicago—	
HATCHETS—Box—San Diego Pat., Underhill, \$8.25 each; Seattle Pat., Underhill, \$3.50; 90, Hunt's, \$2.50; 491, Sayre's, \$2.25; 3010, Plumb's, \$2.50; 3011, Plumb's, \$2.50.				No. 1 1/2, Double Acting—	
Broad—1, Hunt's, \$1.75; 2, Hunt's, \$2.00; 3, Hunt's, \$2.25; 4, Hunt's, \$2.50; 5, Hunt's, \$2.75; 6, Kelly's, \$1.50; 3, Kelly's, \$1.75; 4, Kelly's, \$2.00; 1, Plumb's, \$1.75; 2, Plumb's, \$2.00; 3, Plumb's, \$2.25; 4, Plumb's, \$2.50; 5, Plumb's, \$2.75.				% to 1..... 3.25	
Glav—1, Hunt's, \$1.65; 2, Hunt's, \$1.75; 3, Hunt's, \$1.85; 1, Keen Ridge, \$1.50; 2, Keen Ridge, \$1.65; 1, Kelly's, \$1.25; 2, Kelly's, \$1.25; 93, All Steel, \$1.10; 1, Plumb's, \$1.65; 2, Plumb's, \$1.75.				1 1/4 to 1 1/2..... 3.90	
				1 1/2 to 1 3/4..... 4.65	
				1 3/4 to 2..... 6.75	
				2 to 2 1/2..... 13.50	
				Wrought Brass, With Brass Screws—	
				% to 1..... 1 1/4 1 1/2 1 3/4 2 2 1/2 2 3/4	
				Narrow..... .10 .10 .10 .15 .20 .25 .35	
				Middle..... .10 .10 .15 .15 .20 .25 .35	
				Broad..... .10 .10 .15 .15 .20 .25 .30	
				Desk..... .15 .15 .20 .25 .40 .45	
				STRAP AND TEE HINGES—	
				Strap..... 3" 4" 5" 6" 8" 10" 12"	
				900, Light, Plain..... 12 15 20 25 35 55	
				900SC, with Screws..... 15 20 25 30 40	
				902, Heavy, Plain..... 20 25 35 50 70 110	
				902SC, with Screws..... 25 30 40 60 85 135	
				925, Cordg., Plain..... 20 25 35 55 80 135	

RETAIL SELLING PRICES—Continued.

STRAP HINGES—Cont'd—3"										4"	5"	6"	8"	10"	12"	10	or	110	.....	.10	.25	.10	.30
9358C, with Screws.....	.25	.30	.40	.60	.90	1.30										11	or	111	.....	.10	.20	.10	.25
SC1800 1/4, Light Galv.....	.25	.30	.40	.55	.70											12	or	112	.....	.10	.15	.05	.20
SC1802 1/4, Heavy Galv.....	.35	.50	.80	1.25	1.85	2.60										13	or	113	.....	.10	.10	.05	.15
SC1805 1/4, Corgd. Galv.....	.40	.55	.85	1.50	2.10											14	or	114	.....	.10	.10	.05	.10
Tee.....	3"	4"	5"	6"	8"	10"	12"									Gate Hooks and Eyes—									
904, Light, Plain.....	12 1/2	15	20	25	30	45	.60									Size	1 1/2	2	2 1/2	3	3 1/2	4	6		
SC904, with Screws.....	.15	.20	.25	.30	.35											No.	40, steel.....	.20	.25	.30	.40	.45	.50		
906, Heavy, Plain.....	.20	.25	.35	.40	.50	.70										No.	1040, brass.....	.60	.75	.90	1.10	1.50	1.75		
SC906, with Screws.....	.25	.30	.35	.45	.60											Gross lots, 85% off list.									
908, Extra Heavy.....	.25	.30	.40	.55	.90	1.25										Ceiling.....	Each						.80		
937, Extra Corgd.....	.80	.85	.40	.70	.90											2 1/2-inch cast iron.....	.60						.40		
SC937, with Screws.....	.85	.40	.45	.75	1.00	1.45										2 1/2-inch cast iron.....	1.25						Each		
SC1804 1/4, Heavy Galv.....	.40	.55	.65	.85	1.40											2 1/2-inch, other finishes.....	1.50						Each		
SC1806 1/4, Corgd. Galv.....	.55	.85	1.15	1.85	2.50											Cast, coppered.....	.65						Each		
Wire, coppered.....																Wire, coppered.....	.85						Each		
Wire, Japanned.....																Wire, Japanned.....	.40						Each		
Wire, tinned.....																Wire, tinned.....	.40						Each		
Wire, nickel plated.....																Wire, nickel plated.....	.55						Each		
Wire, brass plated.....																Wire, brass plated.....	.55						Each		
Coat and Hat—																									
Double, cast, heavy.....	.70															Double, cast, heavy.....	.70						Each		
Single, cast.....	.45															Single, cast.....	.45						Each		
Medium, cast.....	.65															Medium, cast.....	.65						Each		
Heavy, cast.....	.90															Heavy, cast.....	.90						Each		
Cast, nickel plated.....	.25															Cast, nickel plated.....	.25						Each		
Cast, copper finish.....	.95															Cast, copper finish.....	.95						Each		
Cast, brass finish.....	1.10															Cast, brass finish.....	1.10						Each		
Cast, bronze, all fin.....	4.25															Cast, bronze, all fin.....	4.25						Each		
Porcelain, solid.....	.15															Porcelain, solid.....	.15						Each		
Wire, Japanned.....	.20															Wire, Japanned.....	.20						Each		
HOSE FIXTURES—Bands—Magic, 1/2, 3/4, and 1, 2 1/2 c each;																									
Caldwells, 1/2, 3c; 3/4, 4c; Sherman, Brass, 1/2 and 3/4, 10c;																Caldwells, 1/2, 3c; 3/4, 4c; Sherman, Brass, 1/2 and 3/4, 10c;									
Galv., 1/2 and 3/4, 5c.																Galv., 1/2 and 3/4, 5c.									
Couplings—1/2, 3/4 and 1-in., 20c each; 1-in., 35c; Per-																Couplings—1/2, 3/4 and 1-in., 20c each; 1-in., 35c; Per-									
fect, 1/2-in., 35c; 3/4-in., 35c; Sherman No. 10, 1/2 and 3/4-in.,																fect, 1/2-in., 35c; 3/4-in., 35c; Sherman No. 10, 1/2 and 3/4-in.,									
20c; Snap, 45c.																20c; Snap, 45c.									
Menders—Wood, 1/2-in., 25c doz.; 3/4-in., 25c; Sherman's																Menders—Wood, 1/2-in., 25c doz.; 3/4-in., 25c; Sherman's									
1/2 and 3/4-in., 10c each; Coopers, 1/2 and 3/4-in., 15c; P. C.																1/2 and 3/4-in., 10c each; Coopers, 1/2 and 3/4-in., 15c; P. C.									
Perfect, 1/2-in., 15c; 3/4-in., 15c; 1-in., 25c.																Perfect, 1/2-in., 15c; 3/4-in., 15c; 1-in., 25c.									
2 1/2x2 1/2, 3x3, 3 1/2x3 1/2, 4x4, 4 1/2x4 1/2, 5x5, 6x6																2 1/2x2 1/2, 3x3, 3 1/2x3 1/2, 4x4, 4 1/2x4 1/2, 5x5, 6x6									
.40, .45, .50, .55, .60, .65, .70, .75, .80, .85, .90, .95, 1.00, 1.05, 1.10, 1.15, 1.20, 1.25, 1.30, 1.35, 1.40, 1.45, 1.50, 1.55, 1.60, 1.65, 1.70, 1.75, 1.80, 1.85, 1.90, 1.95, 2.00, 2.05, 2.10, 2.15, 2.20, 2.25, 2.30, 2.35, 2.40, 2.45, 2.50, 2.55, 2.60, 2.65, 2.70, 2.75, 2.80, 2.85, 2.90, 2.95, 3.00, 3.05, 3.10, 3.15, 3.20, 3.25, 3.30, 3.35, 3.40, 3.45, 3.50, 3.55, 3.60, 3.65, 3.70, 3.75, 3.80, 3.85, 3.90, 3.95, 4.00, 4.05, 4.10, 4.15, 4.20, 4.25, 4.30, 4.35, 4.40, 4.45, 4.50, 4.55, 4.60, 4.65, 4.70, 4.75, 4.80, 4.85, 4.90, 4.95, 5.00, 5.05, 5.10, 5.15, 5.20, 5.25, 5.30, 5.35, 5.40, 5.45, 5.50, 5.55, 5.60, 5.65, 5.70, 5.75, 5.80, 5.85, 5.90, 5.95, 6.00, 6.05, 6.10, 6.15, 6.20, 6.25, 6.30, 6.35, 6.40, 6.45, 6.50, 6.55, 6.60, 6.65, 6.70, 6.75, 6.80, 6.85, 6.90, 6.95, 7.00, 7.05, 7.10, 7.15, 7.20, 7.25, 7.30, 7.35, 7.40, 7.45, 7.50, 7.55, 7.60, 7.65, 7.70, 7.75, 7.80, 7.85, 7.90, 7.95, 8.00, 8.05, 8.10, 8.15, 8.20, 8.25, 8.30, 8.35, 8.40, 8.45, 8.50, 8.55, 8.60, 8.65, 8.70, 8.75, 8.80, 8.85, 8.90, 8.95, 9.00, 9.05, 9.10, 9.15, 9.20, 9.25, 9.30, 9.35, 9.40, 9.45, 9.50, 9.55, 9.60, 9.65, 9.70, 9.75, 9.80, 9.85, 9.90, 9.95, 10.00, 10.05, 10.10, 10.15, 10.20, 10.25, 10.30, 10.35, 10.40, 10.45, 10.50, 10.55, 10.60, 10.65, 10.70, 10.75, 10.80, 10.85, 10.90, 10.95, 11.00, 11.05, 11.10, 11.15, 11.20, 11.25, 11.30, 11.35, 11.40, 11.45, 11.50, 11.55, 11.60, 11.65, 11.70, 11.75, 11.80, 11.85, 11.90, 11.95, 12.00, 12.05, 12.10, 12.15, 12.20, 12.25, 12.30, 12.35, 12.40, 12.45, 12.50, 12.55, 12.60, 12.65, 12.70, 12.75, 12.80, 12.85, 12.90, 12.95, 13.00, 13.05, 13.10, 13.15, 13.20, 13.25, 13.30, 13.35, 13.40, 13.45, 13.50, 13.55, 13.60, 13.65, 13.70, 13.75, 13.80, 13.85, 13.90, 13.95, 14.00, 14.05, 14.10, 14.15, 14.20, 14.25, 14.30, 14.35, 14.40, 14.45, 14.50, 14.55, 14.60, 14.65, 14.70, 14.75, 14.80, 14.85, 14.90, 14.95, 15.00, 15.05, 15.10, 15.15, 15.20, 15.25, 15.30, 15.35, 15.40, 15.45, 15.50, 15.55, 15.60, 15.65, 15.70, 15.75, 15.80, 15.85, 15.90, 15.95, 16.00, 16.05, 16.10, 16.15, 16.20, 16.25, 16.30, 16.35, 16.40, 16.45, 16.50, 16.55, 16.60, 16.65, 16.70, 16.75, 16.80, 16.85, 16.90, 16.95, 17.00, 17.05, 17.10, 17.15, 17.20, 17.25, 17.30, 17.35, 17.40, 17.45, 17.50, 17.55, 17.60, 17.65, 17.70, 17.75, 17.80, 17.85, 17.90, 17.95, 18.00, 18.05, 18.10, 18.15, 18.20, 18.25, 18.30, 18.35, 18.40, 18.45, 18.50, 18.55, 18.60, 18.65, 18.70, 18.75, 18.80, 18.85, 18.90, 18.95, 19.00, 19.05, 19.10, 19.15, 19.20, 19.25, 19.30, 19.35, 19.40, 19.45, 19.50, 19.55, 19.60, 19.65, 19.70, 19.75, 19.80, 19.85, 19.90, 19.95, 20.00, 20.05, 20.10, 20.15, 20.20, 20.25, 20.30, 20.35, 20.40, 20.45, 20.50, 20.55, 20.60, 20.65, 20.70, 20.75, 20.80, 20.85, 20.90, 20.95, 21.00, 21.05, 21.10, 21.15, 21.20, 21.25, 21.30, 21.35, 21.40, 21.45, 21.50, 21.55, 21.60, 21.65, 21.70, 21.75, 21.80, 21.85, 21.90, 21.95, 22.00, 22.05, 22.10, 22.15, 22.20, 22.25, 22.30, 22.35, 22.40, 22.45, 22.50, 22.55, 22.60, 22.65, 22.70, 22.75, 22.80, 22.85, 22.90, 22.95, 23.00, 23.05, 23.10, 23.15, 23.20, 23.25, 23.30, 23.35, 23.40, 23.45, 23.50, 23.55, 23.60, 23.65, 23.70, 23.75, 23.80, 23.85, 23.90, 23.95, 24.00, 24.05, 24.10, 24.15, 24.20, 24.25, 24.30, 24.35, 24.40, 24.45, 24.50, 24.55, 24.60, 24.65, 24.70, 24.75, 24.80, 24.85, 24.90, 24.95, 25.00, 25.05, 25.10, 25.15, 25.20, 25.25, 25.30, 25.35, 25.40, 25.45, 25.50, 25.55, 25.60, 25.65, 25.70, 25.75, 25.80, 25.85, 25.90, 25.95, 26.00, 26.05, 26.10, 26.15, 26.20, 26.25, 26.30, 26.35, 26.40, 26.45, 26.50, 26.55, 26.60, 26.65, 26.70, 26.75, 26.80, 26.85, 26.90, 26.95, 27.00, 27.05, 27.10, 27.15, 27.20, 27.25, 27.30, 27.35, 27.40, 27.45, 27.50, 27.55, 27.60, 27.65, 27.70, 27.75, 27.80, 27.85, 27.90, 27.95, 28.00, 28.05, 28.10, 28.15, 28.20, 28.25, 28.30, 28.35, 28.40, 28.45, 28.50, 28.55, 28.60, 28.65, 28.70, 28.75, 28.80, 28.85, 28.90, 28.95, 29.00, 29.05, 29.10, 29.15, 29.20, 29.25, 29.30, 29.35, 29.40, 29.45, 29.50, 29.55, 29.60, 29.65, 29.70, 29.75, 29.80, 29.85, 29.90, 29.95, 30.00, 30.05, 30.10, 30.15, 30.20, 30.25, 30.30, 30.35, 30.40, 30.45, 30.50, 30.55, 30.60, 30.65, 30.70, 30.75, 30.80, 30.85, 30.90, 30.95, 31.00, 31.05, 31.10, 31.15, 31.20, 31.25, 31.30, 31.35, 31.40, 31.45, 31.50, 31.55, 31.60, 31.65, 31.70, 31.75, 31.80, 31.85, 31.90, 31.95, 32.00, 32.05, 32.10, 32.15, 32.20, 32.25, 32.30, 32.35, 32.40, 32.45, 32.50, 32.55, 32.60, 32.65, 32.70, 32.75, 32.80, 32.85, 32.90, 32.95, 33.00, 33.05, 33.10, 33.15, 33.20, 33.25, 33.30, 33.35, 33.40, 33.45, 33.50, 33.55, 33.60, 33.65, 33.70, 33.75, 33.80, 33.85, 33.90, 33.95, 34.00, 34.05, 34.10, 34.15, 34.20, 34.25, 34.30, 34.35, 34.40, 34.45, 34.50, 34.55, 34.60, 34.65, 34.70, 34.75, 34.80, 34.85, 34.90, 34.95, 35.00, 35.05, 35.10, 35.15, 35.20, 35.25, 35.30, 35.35, 35.40, 35.45, 35.50, 35.55, 35.60, 35.65, 35.70, 35.75, 35.80, 35.85, 35.90, 35.95, 36.00, 36.05, 36.10, 36.15, 36.20, 36.25, 36.30, 36.35, 36.40, 36.45, 36.50, 36.55, 36.60, 36.65, 36.70, 36.75, 36.80, 36.85, 36.90, 36.95, 37.00, 37.05, 37.10, 37.15, 37.20, 37.25, 37.30, 37.35, 37.40, 37.45, 37.50, 37.55, 37.60, 37.65, 37.70, 37.75, 37.80, 37.85, 37.90, 37.95, 38.00, 38.05, 38.10, 38.15, 38.20, 38.25, 38.30, 38.35, 38.40, 38.45, 38.50, 38.55, 38.60, 38.65, 38.70, 38.75, 38.80, 38.85, 38.90, 38.95, 39.00, 39.05, 39.10, 39.15, 39.20, 39.25, 39.30, 39.35, 39.40, 39</																									

RETAIL SELLING PRICES—Continued.

KNIVES—Hay—

Lightning, \$2.25; Iwan Sickle, \$3.25; Iwan Seriated, \$3.25; Heaths Upright, \$2.75.

KNOBS—Maple base, each, 5c; doz., 35c.

LADDERS—Extension, No. 1, \$1.00 foot. Step, Climax, 70c foot; Special, Crescent, 55c foot; Standard, 40c foot.

LAMPS—Coleman Quick-Lite, Gasoline—QO329, Eastern and Central States, \$9.00; Rocky Mt. and Pac. Coast States, \$9.50.

LAMPS, ELECTRIC—Hygrade, Save, B First, Whitelite, Marvel, Brito-Lite and other makes.

Type B Lamps—	Clear	Frosted
10 to 50 watts.....	.40	.45
60 watts.....	.45	.50
100 watts.....	1.00	1.10
Type O Lamps—	Clear	Frosted
50 watts.....	.65	.70
75 watts.....	.70	.75
100 watts.....	1.00	1.10
150 watts.....	1.40	1.50
200 watts.....	1.90	2.00

LANTERNS—Coleman Quick-Lite, Gasoline, LQ327—East and Central States, \$7.50; Rocky Mt. and Pac. Coast States, \$8.00.

Note—General rise in lantern prices will be itemized next month. Ask your jobber.

LANTERNS—Diets Tubular—

HOT BLAST	Underwriter's Mill Lan- terns.....	2.75
Little Star Tin Lanterns.....	No. 2 Blizard Mill Lan- terns.....	2.75
Hi-Lo Tin Lanterns.....		
Victor Tin Lanterns.....		
Monarch Tin Lanterns.....		
O. K. Tin Lanterns.....		
No. 2 Royal Tin Lants.....		

COLD BLAST

Junior Tin Lanterns.....	No. 15 Wall Lanterns.....	8.00
Junior Brass Lanterns.....	No. 25 Wall Lanterns.....	8.15
Junior Brass Nickel-plated Lanterns.....	No. 30 Beacon Wall Lan- terns.....	8.15
No. 2 Crescent Tin Lan- terns.....	No. 60 Beacon Wall Lan- terns.....	9.00
No. 2 Blizard Tin Lan- terns.....		
No. 2 Large Fount Blis- sard Lanterns.....		
Little Wizard Tin Lan- terns.....		
D-Lite Tin Lanterns.....		
No. 2 Large Fount Wis- ard Lanterns.....		

DASH AND WAGON

Buckeye Dash Lant'ns.....		3.00
Junior Wagon Lant'ns.....		2.85
Roadster Wagon Lan- terns.....		2.85

DRIVING

Eureka Driving, plain lens.....		2.50
Same with optical lens.....		2.65
Octo Driving, pl'n lens.....		4.50
Same, optical lens.....		6.10
Union Driving, plain lens.....		5.10
Same with optical lens.....		5.50

MILL

Watchman's Mill Lan- terns, enamel fin.....		2.50
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LATCHES: Barn Door—No. 10, each, 65c; 125, \$2.25; 126, \$2.10; 127, 50c; 128, 50c.

Door—No. 5, each, 50c; 6, 70c; 25, 45c; 30, 20c; 101, 20c; 102, 25c; 103, 30c; 180, 25c; 1240, 75c; 1263, 45c.

Gate: St. Louis, No. 19, each, 20c; Top Spring, No. 14, each, 35c; Cast, Box—No. 7, each, 30c; 8, 30c; 9, 30c; Upright, No. 3, each, 25c; Secret—No. 01413, each, 85c; R and EA1413, \$1.00. Conrad's Safety, 35c.

Night, Rim:

Corbin—No. 353, each, 75c; 356, \$3.00; 356, R, EA, \$3.00; 0356, \$1.15; 0356, R, EA, \$1.25; 374, D, \$3.50; R, \$3.50; 1356, D, \$3.75; R, EA, \$3.75.

Miller—No. 64, each, 75c; 1780, \$1.10; 378, \$1.10; 3781B, \$1.10; 4978, \$1.75.

Sargent—No. 4250J, each, \$2.00.

Yale—No. 20, each, \$1.15; 26, 85c; 38, \$2.25; 34, \$2.75; 36, \$2.25; 37, \$3.00; 42, \$4.25; 042, \$3.25; 042P, \$4.00; 44, \$5.00.

Refrigerator—No. 091, each, 80c; 091 N, 90c; 091 S, 85c; 091 SN, \$1.00; 092, \$1.10; 092 N, \$1.15; 092 S, \$1.10; 092 SN, \$1.25; 564, 85c; 574, 40c; 640, 640 S, \$1.35; 640 N, 640 SN, \$1.50; 607 B, 607 BS, \$1.00; 607 BN, 607 BSN, \$1.10.

LEAD—Bar, 18c lb.; Calking (100 lbs.), 17c lb.; Pig (100 lbs.), 16c lb.; Sheet (full), 36c lb.; Wool, 35c lb.

LEVELS—No. 36, 12-inch, \$2.35; 18-inch, \$4.00; 24-inch, \$4.75. No. 37, 12-inch, \$4.50; 18-inch, \$5.25; 24-inch, \$6.25.

Marx Aluminum—12-inch, \$3.75; 18-inch, \$4.50; 24-inch, \$5.50; 28, \$6.25.

No. 95, 24-inch, \$8.00; 26-inch, \$8.25; 28-inch, \$8.50; 30-inch, \$9.00. No. 96, 24-inch, \$10.00; 28-inch, \$10.50; 30-inch, \$11.00.

Special Nos.—No. 0, \$2.00; 15, 24 and 36-inch, \$4.75; 15, 28 and 30-inch, \$5.00; 25, \$5.50. 34, \$1.85; 4524, \$5.00; 4424, \$6.50; 45½, \$5.35; 90, \$3.75; 98, \$5.00; 103, \$1.00.

LINES, CLOTHES—Cotton. Braided—40-foot, 20c each; 60-foot, 25c; 50-foot, 25c; 50-foot, 85c.

Wire, Twisted—50-foot, 20 gauge, 40c each; 75-foot, 20 gauge, 50c; 100-foot, 20 gauge, 60c; 50-foot, 18 gauge, 55c; 75-foot, 18 gauge, 75c; 100-foot, 18 gauge, 90c.

Wire, Solid—100-foot, 10 gauge, 85c each.

LOOKS—Rim—Steel, 75c set; Cast, 60c set.

LUBRICANTS—Galena Superior Greases—

	1-lb.	2-lb.	3-lb.	5-lb.	7-lb.	10-lb.	25-lb.
Axle Grease.....	.12½	.20	.35	.50	.70	1.10	2.20
Superior Cup.....	.20	.40	.55	.85	1.10	1.60	2.20
No. 2 Transmis'n.....	1.10	1.10	1.10	1.10	1.10	1.10	1.10
No. 42 Transmis'n.....	1.15	1.15	1.15	1.15	1.15	1.15	1.15
Black Transmission.....	.90	.90	.90	.90	.90	.90	.90
Black Fibre Trans.....	1.10	1.10	1.10	1.10	1.10	1.10	1.10
Plow Grease.....	.10	.30	.45	1.10	1.10	1.10	1.10

Galena Superior Oils—

	½-gal.	1-gal.	5-gal.	15-gal.	30-gal.	55-gal.
Light Motor Oil.....	.70	1.20	4.65	.92	.81	.77
Medium Motor Oil.....	.70	1.20	4.80	.95	.84	.80
Heavy Motor Oil.....	.70	1.20	4.90	.96	.85	.81
Tractor No. 1.....	1.30	5.15	1.02	.91	.87	.87
Tractor No. 2.....	1.80	5.80	1.08	.92	.89	.89
600 Transmission.....	.95	3.50	.69	.58	.54	.54
600 Steam Cyl.....	1.15	4.50	.89	.78	.74	.74
Castor Machine.....	.60	1.00	3.85	.76	.65	.61
Farm Mach. No. 2.....	.55	.90	3.85	.66	.55	.51
Separator.....	.55	.90	3.80	.64	.54	.50

LUGGAGE CARRIERS—BOYCO—No. 4, 46-inch, open, \$5.75; No. 40, 46-inch, with end, \$4.25; No. 5, 66-inch, open, \$4.65; No. 50, 65-inch, with end, \$5.00.

MATS, DOOR—Cocoa Fibre, Fine, 14x24, \$1.00; 16x27, \$1.25; 18x30, \$2.10; 20x33, \$2.50; 22x36, \$2.50. Cocoa Fibre, Medium—16x27, \$2.50; 18x30, \$2.75; 20x33, \$3.50.

Steel—15½x23½, \$2.00 each; 17½x30, \$2.75; 21½x36, \$4.00.

Steel Matting in Rolls—Per square foot, 80c.

MATTOCKS—

	Each
Short Cutter, Standard, 5½ lbs.....	1.15
Long Cutter, Standard, 6 lbs.....	1.15
Pick, Standard, 6 lbs.....	1.25

MAULS—Post—10-lb., \$1.25 each; 18-lb., \$1.60; 16-lb., \$2.00; 18-lb., \$2.25; 20-lb., \$2.50.

Ship or Top, 25c lb.

Wood Choppers—Adze or Round Eye, 20c lb.

MILLS—Oiler—

	Junior.....	Senior.....
Medium.....	43.00	72.00
Force Feed.....	52.00	82.50

MOPS—Dish, Handled, No. 1, 10c each; 2, 10c; 4, 10c.

O-Cedar, Handled—No. 4, small triangle, \$1.00 each; No. 3, large triangle, \$1.50; No. 10B, polish \$1.50.

Self-Wringing—No. 10, \$1.00 each.

Round—No. 1, \$1.75; No. 2, \$1.25.

MOP STICKS—No. 2, 25c each; No. 7, 35c each; No. 18, 35c each; No. 70, 85c; Janitor's, 55c each.

NAILS—Standard—All sizes, base, \$4.90. 6d and larger, 7c lb.; 5d and smaller, 8c; 2d Fine Blue (Lath), 10c. 25 lb. lets, add to selling base \$1.25 per keg, 50 lb. lots, 75c.

Cement Coated—All sizes, base, \$4.10. 6d and larger, 10c lb.; 5d and smaller, 12c.

Felt Roofing—¾ inch Plain, 15c lb.; ¾ inch Galvanized, 18c.

Brads and Nails in Packages—All sizes, 40 per cent.

Advances on Standard Wire Nails, in Kegs—

	Common	Box	Casing	Finish	C.O.Box
2d.....	1.45	1.65	1.70	2.00	1.65
3d.....	1.15	1.30	1.35	1.55	1.30
4d.....	.80	*1.05	1.10	1.25	*1.05
5d.....	.75	1.00	1.05	1.30	1.00
6d.....	.60	.70	.75	1.00	.70
7d.....	.55	.65	.70	.70	.65
8d.....	.30	.45	.50	.60	.45
9d.....	.30	.45	.50	.60	.45
10d.....	.20	.35	.40	.50	.30
12d.....	.15	.25	.30	.40	.45
16d.....	.10	.15	.20	.25	...
20 to 60d Base	.05	.10	.15	...	...

Barbed Nails advance 25c over Smooth Nails.

*Orange Box, \$1.60.

2d Fine—Plain, \$1.95; Extra, \$1.95.

3d Fine—Plain, \$1.85; Extra, \$1.55.

Blued Lath Nails advance 25c over Fine Nails.

NAILS, SHOE—Corrugated—Brass Plated—No. ¼-lb., 10c each; ½-lb., 15c.

Wrought Brass—2-oz., 15c each; 4-oz., 25c.

Hob—¾, 80c lb.; larger, 30c.

Hungarian—Round or Cone Head—¼-lb., 5c each; ½-lb., 10c.

RETAIL SELLING PRICES—Continued.

NETTING, POULTRY —Hexagon, Galvanized after weaving—			
2-inch, 20-gauge—			
Width, inches—	12	18	24
List Roll	2.14	3.08	3.92
Sell Full Roll	1.95	2.80	3.55
Sell Out (lineal foot) ..	.01 1/4	.02 1/4	.03 1/4
Width, inches—			
List Roll	3.85	4.80	5.75
Sell Full Roll	3.45	4.40	5.35
Sell Out (lineal foot) ..	.04	.05 1/4	.06 1/4
1 1/4-inch, 20-gauge—			
Width, inches—	12	18	24
List Roll	3.15	4.53	5.78
Sell Full Roll	2.85	4.10	5.25
Sell Out (lineal foot) ..	.02 1/4	.03 1/4	.04 1/4
Width, inches—			
List Roll	7.88	10.50	13.12
Sell Full Roll	7.10	9.45	11.75
Sell Out (lineal foot) ..	.06	.07 1/4	.09 1/4
1-inch, 20-gauge—			
Width, inches—	12	18	24
List Roll	4.95	7.12	9.08
Sell Full Roll	4.45	6.40	8.20
Sell Out (lineal foot) ..	.04	.05 1/4	.07 1/4
Width, inches—			
List Roll	13.88	16.50	20.68
Sell Full Roll	11.15	15.00	18.60
Sell Out (lineal foot) ..	.09 1/4	.12 1/4	.15 1/4
3/4-inch, 20-gauge—			
Width, inches—	12	18	24
List Roll	8.55	12.30	15.68
Sell Full Roll	7.75	11.10	14.10
Sell Out (lineal foot) ..	.07 1/4	.09 1/4	.12 1/4
Width, inches—			
List Roll	21.88	28.50	35.68
Sell Full Roll	19.25	25.65	32.00
Sell Out (lineal foot) ..	.15 1/4	.22 1/4	.27
NIPPERS, CUTTING —			
Bernard's—			
5-inch	2.25	14-inch	3.85
6-inch	2.65	Utica—	
7-inch	3.25	5-inch	1.00
Nettleton's—			
6-inch	2.10	6-inch	1.15
8-inch	2.50	7-inch	1.35
10-inch	3.00	4-inch	1.15
12-inch	3.15	4 1/2-inch	1.25
		5-inch	1.35
NIPPLES —See Pipe Fittings—			
NUTS —Cold Punched U. S. S. Hexagon, Tapped—Size 1/4, 5 for 5c; 5-16, 3 for 5c; 3/8, 3 for 5c; 7-16, 2 for 5c; 1/2, 2 for 5c; 9-16, each 5c; 5/8, each 5c; 3/4, 2 for 15c; 1, each 10c; 1 inch, each 15c. In quantity sell at cost, plus 50 per cent.			
Hot Pressed U. S. S. Square, Tapped—Size 1/4, 5 for 5c; 5-16, 6 for 5c; 3/8, 5 for 5c; 7-16, 3 for 5c; 1/2, 3 for 5c; 5/8, 2 for 5c; 3/4, each 5c; 1, each 10c; 1-in., 2 for 25c. In quantity sell at cost, plus 50 per cent.			
Wing, Tapped U. S. S.—3-16, 20c doz.; 1/2, 25c; 5-16, 30c; 3/4, 40c; 7-16, 50c; 1, 75c; 1 1/2, \$1.50.			
OAKUM —Plumbers', 20c lb.; Navy, 80c lb.; Best Unspun, 35c lb.			
OIL —8-in-1, 1-oz. bottle, 20c each; 3-oz., 35c; 8-oz., 65c; 2 1/2-oz. can, 85c.			
Household Lubricant, 4-oz. can, 25c each; 8-oz. can, 35c. oz. can, 85c.			
Winchester Utility—1-oz. bottle, 15c; 3 1/2-oz. can, 25c.			
Many-use—3-oz. can, 25c.			
OVEN PORTABLE —			
No.	Each.	No.	Each.
Androck, complete....	1.10	11	2.75
Kerogas—			
857	6.00	111	3.50
657	7.25	113	3.75
		120	6.25
Pinney & Boyle—			
1	3.25	213	3.50
2	3.75	220	7.00
		313	4.25
OVENS : New Perfection—No. 121-GE, one burner, glass swing door, blue enameled door frame, \$6.00; No. 122-GE, two burners, \$7.50.			
Puritan—Two burners, glass drop door, polished steel, asbestos lining, knockdown style, \$5.75.			
PACKING —Sheet Rubber—Standard I. C., 40c lb.; Indian Red, 60c.			
Italian Hemp—A, 1-inch, 45c lb.			
Square Flax, braided, 60c.			
Piston Spiral—Steam, high pressure, \$1.50; steam or water, low pressure, \$1.			
Asbestos Cement—7 1/2 c lb.			
Wicking, Asbestos—4-oz. ball, 30c.			
Cotton Candle—2-oz. ball, 10c.			
PADLOCKS —Corbin—No. 958, 35c each; 2802 1/4, 30c; 2822 1/4, 40c; 2869, 75c; 2879, \$2.00; 2880, \$2.25; 2881, \$2.50; 2883, \$3.75.			
Miller—No. 1, \$1.25 each; 16, 20c; 16B, 35c; 16G, 25c; 18, 25c; 19, 30c; 19G, 30c; 21, 35c; 21G, 35c; 84, \$1.50; 35B, 20c; 37, 20c; 41, 60c; 76, 75c; 88, 35c; 99, \$1.25; 100B, 20c; 121, 40c; 125, \$1.15; 180, 35c; 190, 40c; 210, 50c; 214, 55c; 221, 65c; 232, 65c; 700B, 40c; 139B, 60c; 5438, \$1.00; 5438XC, \$1.15; 5441, 80c; 5441XC, 95c each.			

Yale—No. 228, 85c each; 225, \$1.00; 458J, 30c; 458X, 30c; 563, \$1.75; 565, \$2.10; 585, \$1.50; 685, \$1.50; 645J, 65c; 803, \$2.25; 806, \$2.25; 805½, \$2.50; 813, \$2.25; 815, \$2.35; 823, \$2.40; 833, \$2.90; 843, \$2.25; 853, \$2.50; 8454, \$2.75.		Slaymaker—No. 160, \$1.75 each; 178, 45c; 179, 55c; 189, 75c; 1092, 90c; 1093, \$1.10; 1098, \$1.10; 1902, 55c; 1908, 60c; 1904, 75c; 3901, 75c; 3902, 60c; 3903, 45c; 4026, 20c; 4078, 75c; 6180, 25c; 9902, 70c; 9902 N. O., 65c; 41090, 70c.	
PAINT SUNDRIES—			
Alcohol—(Denatured)—		Painters' Petroleum—	
1 gallon	1.45	1-gal.	Gal. .40
5 gallons	1.15	Paints, Ready Mixed—1st grade, white—	
Alum—		Gals.	Gal. 4.40
Pwd., less than 100 lbs., lb. ....	.17	½-gals.	½-Gal. 2.80
Benzine—		Quarts	Qt. 1.25
New cans, casd., gal. ....	.60	Pints	Pt. .70
Old cans, uncad., gal. ....	.40	½-pints	½-Pt. .40
Coal Tar—		1st Grade, Colors—	
5-gal. ....	.40	Gals.	Gal. 4.25
1-gal. ....	.55	½-gals.	½-Gal. 2.25
Creosote—		Quarts	Qt. 1.20
Gal. ....	.85	Pints	Pt. .65
Distillate—		½-pints	½-Pt. .35
Light, gal. ....	.40	2d Grade, White or Colors—	
Glue—		Gals.	Gal. 2.90
No. 2 Gelatine....	.50	½-gals.	½-Gal. 1.60
Chicago White ....	.50	Quarts	Qt. .95
Kalsomine, White—		Inside Floor—	
Bbls., 280 lbs....	.08	Gals.	Gal. 2.90
Kegs, 100 lbs....	.08½	½-gals.	½-Gal. 1.60
4 25-lb. pkgs., bulk ..	.09	Quarts	Qt. .95
25 lbs., bulk.....	.09	Porch—	
Less 25 lbs. ....	.09½	Gals.	Gal. 4.25
100 lbs., 5-lb. pkgs. ..	.09	½-gals.	½-Gal. 2.25
Less 100 lbs., pkgs. ..	.09½	Quarts	Qt. 1.20
Lamp Black—Bear Brand—		Plaster Paris—	
1-S, lb. pkg.....	.45	Less sack, lb. ....	.10
½-S .....	.80	Putty, Bladder—	
¼-S .....	.20	Less than 100 lbs. ....	.07½
Linseed Oil, Boiled—		Putty, Bulk—	
5's	Gal. 1.14	1-lb. cans .....	.15
1's	Gal. 1.45	2-lb. cans .....	.12½
½'s	½-Gal. .85	3-lb. cans .....	.09½
¼'s	Qt. .50	5-lb. cans .....	.09
½-lb. cans	Pt. .80	10-lb. cans .....	.08½
Raw Linseed Oil, 2c less than price of boiled. Painting contractors' price on Linseed Oil, 5c above cost, according to quantity.		25-lb. cans .....	.08
Oil—		85 lb. cans .....	.06½
Floor	Gal. .75	Rosin—	
Gloss	1.50	Lb. ....	.14
Lard, No. 1	1.80	Tints, Kalsomine—	
Lin-O-Oil .....	.90	Barrels, 280 lbs....	.09
Neatafoot No. 1	2.40	Kegs, 100 lbs....	.09½
Neutral .....	.60	100-lb. bulk.....	.10
Paraffine .....	.85	25-lb. bulk.....	.10
Paint, Dry Colors—		Less 25 lbs. ....	.10½
Umber .....	.12	100 lbs., 5-lb. pkgs. ....	.09½
Chrome Green, Med. ....	.07	Less 100 lbs., 5-lb. pkgs. ....	.10
Graphite .....	.08	Turpentine—	
Metallic .....	.11	5's	Gal. 1.32
Sienna .....	.08	1's	Gal. 1.50
Venetian Red .....	.08	½'s	½-Gal. .96
Yellow Ochre .....	.07	¼'s	Qt. .50
PANS—Acme Frying—		½-pints	Pt. .30
No. 00, each.....	.30	Painting contractors' price on turpentine: 5 gals. or more, 2c above cost; less 5 gals., 5c above cost.	
No. 0, each.....	.35		
No. 1, each.....	.40		
No. 2, each.....	.45		
No. 3, each.....	.50		
PAPER BUILDING—			
Roofing—		Light.	Medium.
Plymouth, Smooth	8.00		Heavy.
Pioneer, Sanded	2.50		3.50
Asbestos	4.25		5.00
H & H	2.50		4.75
Pioneer, Flaxine	8.00		3.50
Pioneer, Sanded	2.50		3.00
Pioneer, Slate	8.75		8.75
Certain-teed	2.50		3.25
Major	2.00		2.50
Guard	1.85		1.75
Pioneer Sheathing, Gray—Per roll, 20-lb., \$1.00; 25-lb., \$1.25; 30-lb., \$1.50.			
Shingles, Slate, Red or Green—Individual (424 per square), \$10.00 square. Strip or Slab (104 per square), \$9.00.			
Tin Caps—1¼-inch, 80c per lb.			
Felt—Asphalt Saturated, \$2.75 per roll. Deadening, 6¼c per lb. Insulating, Saturated, \$1.75 per roll; Saturated and Coated, \$2.75.			

RETAIL SELLING PRICES—Continued.

SAND AND EMERY—Per quire of sheets—

	0 1/2	1 1/4	2	2 1/2	3
Carborundum	.80	.95	1.10	1.30	1.50
B & A	.45	.50	.55	.60	.75
Astec	.40	.45	.50	.60	.75
Aloxite	.80	.85	.90	1.00	1.10

PEAVIES—

	Socket.	Socket.
2 1/4 x 4	4.15	5.00
2 1/4 x 4 1/2	4.30	5.50
2 1/4 x 5	4.50	6.25
2 1/2 x 5	4.75	6.50

PERCOLATORS, COFFEE—Universal—

46	8.50	74	4.50
48	4.00	76	5.00
42	3.25	79	5.75
54	3.50	714	6.50
56	4.00	464	4.75
58	4.50	466	5.25
64	4.00	469	6.00
66	4.50	474	5.25
68	5.25	476	5.75
614	6.00	479	6.50

Percolator Tops, 10c each.

PICKS—Railroad, 5-lb., 95c each; 6-lb., \$1.00; 7-lb., \$1.15; 8-lb., \$1.25; 9-lb., \$1.35.

Drifting—No. 1, 90c each; 2, 95c; 3, \$1.00; 4, \$1.15;

PINS—Clothes—C—Common, 10c doz.; US—Spring, 20c; H—Hoyt's Spring, 15c.

PINCERS—Carpenters'—6-in., 70c; 8-in., 85c; 10-in., \$1.10.

PIPE—(See Plumbing Prices, Page 169).

PIPE, STOVE—Nested, Full Joints—3-inch, 25c joint; 4-inch, 25c; 5-inch, 30c; 6-inch, 35c; 7-inch, 40c.

4-inch, Japan, 40c; 5-inch, Galvanized, 35c; 4-inch, Galvanized, 40c; 5-inch, Galvanized, 50c; 6-inch, Galvanized, 60c.

Half Joints—5-inch, 20c joint; 6-inch, 20c.

Taper Joints—6-inch to 5-inch, 35c joint; 7-inch to 6-inch, 40c.

PIPE FITTINGS (STOVE)—Caps, No. O 15, 60c each; C-16, 60c each.

Dampers—No. 3, 4, 20c each; 5, 6, 25c; 7, 40c.

Elbows—No. 3 Corg., 25c each; 4, 30c; 5, 35c; 6, 40c;

7, 45c. No. 3 Adj. 4 Pc., 35c; 4, 40c; 5, 40c; 6, 45c. 3-

inch Adj. Galv., 40c; 4-inch, 45c; 5-inch, 50c; 6-inch, 55c.

No. 3 Corg. Jap., 40c; 4, 45c.

In lots of 12 dozen, 5 per cent discount from above.

Flue Stops, Nos. 1 and 86, 20c each; 3, 20c each; 80, 20c.

3, 3 1/2 (in kegs), 85c lb.; 4, 5, 85c; 6, 8, 85c; 10, 85c.

Roof Plates and Saddles, Nos. 15, 16 (Side), 90c each; 50,

60 (Ridge), 75c each.

PISTOLS, AUTOMATIC—Colt's—A 252 (CA25), \$16.50 each;

A323 1/2 (CA82), \$19.50; A3803 1/2 (CA880), \$19.50; 384 1/2

(CA884 1/2), \$36.75; 455 (CA455), \$34.00.

Remington—51, \$19.50.

Savage—1907, 32 Cal., \$25.00; 380 Cal., \$26.00.

PITCH—Navy Caulking—5-lb. can, 75c; 10-lb., \$1.25; 25-lb.,

\$2.50; 50-lb., \$4.50; 1/2-bbl., \$9.00; bbl., \$18.50.

PLANES—Stanley—No. 1, \$2.95 each; 2, \$3.85; 3, \$4.10; 3C,

\$4.25; 4, \$4.35; 4C, \$4.60; 4 1/2, \$5.00; 4 1/2 C, \$5.35; 5,

\$5.00; 5C, \$5.25; 5 1/2, \$5.35; 5 1/2 C, \$5.60; 6, \$6.60; 6C,

\$6.90; 7, \$7.50; 7C, \$7.65; 8, \$8.85; 8C, \$9.25; 9, \$9.15;

9 1/2, \$2.25; 9 1/2 C, \$2.75; 10, \$6.65; 10 1/2, \$5.40; 12, \$5.00;

12 1/2, \$6.60; 15, \$3.10; 15 1/2, \$2.85; 16, \$2.50; 17, \$3.85;

18, \$2.85; 19, \$2.85; 20, \$2.35; 24, \$2.10; 25, \$2.85; 26,

\$2.20; 27 1/2, \$3.75; 28, \$4.15; 29, \$4.65; 31, \$4.50; 32,

\$5.00; 35, \$3.75; 36, \$4.50; 37, \$5.00; 40, \$2.20; 40 1/2,

8.00; 45, \$14.00; 46, \$9.80; 47, 7.65; 48, \$5.25; 49, \$5.35;

50, \$7.00; 55, \$25.50; 60, \$3.60; 60 1/2, \$2.35; 61, \$2.35;

62, \$5.65; 65, \$3.15; 65 1/2, \$2.60; 71, \$3.95; 71 1/2, \$3.20;

72, \$4.35; 74, \$10.25; 75, 75c; 78, \$3.25; 85, \$4.60; 90,

\$3.95; 92, \$4.00; 93, \$4.85; 94, \$5.65; 95, \$3.90; 97,

\$3.95; 98, \$3.00; 99, \$2.00; 100, 60c; 101, 50c; 102, 95c;

108, \$1.25; 110, \$1.80; 112, \$4.50; 118, \$7.45; 120, \$1.75;

130, \$1.80; 131, \$2.75; 140, \$3.00; 146, \$4.00; 147, \$4.25;

148, \$4.65; 171, \$5.95; 190, \$2.90; 191, \$2.90; 192, \$2.65;

203, \$1.50; 212, \$3.10; 220, \$1.70; 278, \$3.25; 289, \$4.00;

444, \$11.00; 602, \$4.30; 603, \$4.90; 604, \$5.30; 604C,

\$5.55; 604 1/2, \$6.15; 605, \$6.15; 605C, \$6.45; 605 1/2,

\$6.75; 606, \$7.85; 606C, \$8.25; 607, \$9.90; 607C, \$9.45;

608, \$10.70; 608C, \$11.20.

No. 39—1/4, \$2.90; 3/8, \$3.20; 1/2, \$3.40; 5/8, \$3.55; 3/4,

\$3.70; 13-16, \$3.85; 1/2, \$3.85; 1, \$3.95.

Stanley Block Plane Irons—100 and 101, 15c; 102 and

103, 20c; 110 and 180, 80c; 120 and 220, 40c; 140, 50c;

9 1/2 and 9 1/4, 40c; 15, 16, 17, 18, 19, 40c; 60 and 65, 40c.

8 1/2-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, \$2.00.

inch, 15c; 3 1/2-inch, 20c. No. 361, 40c. No. 362, 65c. No.

371, \$1.00.

PLATES, GAS, HOT—No. 501, \$8.50 each; 502, \$5.75; 503,

\$8.50; 702, \$7.75; 703, \$11.50; 722, \$8.50; 723, \$12.50;

1001, \$2.50; 1002, \$4.25.

PLIERS—Klein's No. 201—6-inch, \$2.25 each; 7-inch, \$3.50;

8-inch, \$4.00; 9-inch, \$4.75. Bernard's No. 102—4 1/2-inch,

\$1.50; 5 1/2-inch, \$1.85; 6 1/2-inch, \$2.25; 8-inch, \$3.25.

PLUGS—Spark—\$1.00 each.

PLUMBS AND LEVELS—Metallic, Stanley—No. 36, 6-inch,

\$2.00; 9-inch, \$2.25; 12-inch, \$2.75; 18-inch, \$3.50; 24-

inch, \$4.00. No. 37, 12-inch, \$3.75; 18-inch, \$4.50; 24-inch,

\$5.25. No. 37G, 12-inch, \$3.75; 18-inch, \$4.50. No. 34G,

4-inch, \$1.65; 6-inch, \$2.00; 8-inch, \$2.75; 10-inch, \$3.25.

Wood, Stanley or Diston—No. 00, \$1.50; 0, \$1.65; 2,

\$2.25; 3, \$2.75; 4, \$3.50. No. 13, 26-inch, \$3.25; 28-inch,

\$3.35; 30-inch, \$3.35. No. 15, 26-inch, \$3.85; 28-inch,

\$4.00; 30-inch, \$4.00. 30, \$3.85; 35, \$3.00; 45 1/2, \$4.75.

No. 93, 26-inch, \$4.65; 28-inch, \$4.85; 30-inch, \$5.00. 95,

\$7.75; 96, \$9.25; 102, 75c; 104, \$1.00.

Pocket, Stanley—No. 31, 2 1/2-inch, 55c each; 3-inch, 65c;

3 1/2-inch, 75c. No. 41, 20c. No. 44, 50c. No. 600, \$2.25.

Extra Level Glasses—No. 1, 1 1/4 to 2-inch, 15c each; 2 1/2-

inch, 15c; 3 1/2-inch, 20c. No. 361, 40c. No. 362, 65c. No.

371, \$1.00.

POKERS, STOVE—No. 100, Straight, 20-inch, 30c; 105, Bent,

20-inch, 20c.

POLISH (AUTO)—Durolac, 1 pt., 60c; 1 qt., \$1.00.

POLISH (FURNITURE)—Durolac, 1 pt., 60c; 1 qt., \$1.00.

Calol, 1/2 qt., 40c each; 1 pint, 50c; 1 quart, 80c; 1/2 gallon,

\$1.25; 1 gallon, \$2.25; 5 gallons, \$7.50.

Liquid Veneer, 4 ounce, 25c each; 12 ounce, 50c; 1 quart

\$1.00.

O-Cedar—4 ounce, 30c each; 12 ounce, 60c; quart, \$1.25;

1/2 gallon, \$2.00; gallon, \$3.00.

Johnson's Prepared Wax, 5 ounce, 45c each; 1 pound, 85c.

2 pounds, \$1.70; 5 pounds, \$8.00.

METAL—NonOlla, 1/2 pint, 50c each; 1 pint, 75c; 1 quart,

\$1.25.

SHOE—Shuwhita, 15c each; Midnight Oil, 25c; Royal, 15c;

Jet-Oil, 15c; 4 O S Shoe Satin, 10c; 9 O S Shoe Satin, 15c;

10 Satinola, 10c; 2 O Satinola, 15c; 5 P S Shoe Satin, 10c;

10 P S Shoe Satin, 15c; 5 P Satinola, 10c; 10 P Satinola,

15c.

STOVE—Liquid, No. 6 Black Silk, 20c each; 8, Black Silk,

25c; 3, Black Eagle, 25c; 10 E, Enamelina, 15c.

Paste, No. 5, Black Silk, 15c each; 10, Black Silk, 25c;

20, Black Silk, \$1.75; 01, Black Eagle, 45c; 95 Black Eagle,

\$2.00; 4 E, Enamelina, 15c; 6 E, Enamelina, 15c; 75 Black

Jack, 25c; 1, Rising Sun, 10c.

PULLERS—Nail—Rex, \$1.35 each; Rex, Jr., \$1.15; Red Devil,

\$2.50; Morrill's, \$2.25; Little Giant, \$2.25.

PULLEYS—Brass Screw, No. 350, 1/2-inch, 15c each; 3/4, 20c;

1, 25c; 1, 30c; 1 1/4, 35c; 1 1/2, 40c. No. 370, 3/4-inch, 35c

each; 1, 40c.

PULLEYS—Brass Screw, No. 35, 1/2-inch, 15c each; 3/4, 20c;

1, 25c; 1, 30c; 1 1/4, 35c; 1 1/2, 40c. No. 37, 3/4-inch, 35c

Clothes Line—No. 30, 3 1/4-inch, 45c; No. 60, 6-inch, 70c;

No. 64, 20c; No. 65, 2 1/2-inch, 30c; No. 67, 25c; No. 160,

2-inch, 25c; No. 6500, 5 1/4-inch, 55c; No. 6500G, 5 1/4-inch,

65c.

Hay Fork—No. 566, for rope, 75c; No. 1651, for wire

rope, \$1.85.

PULLEYS—Frame—No. 4, Ottumwa, per doz., 90c; No. 5,

\$1.00; No. 9, 95c; No. 105, 90c; No. 109, 90c.

PUMPS—P. S.—1, \$3.85; 2, \$4.25; 3, \$5.00; 4, \$6.00.

PUTTY—Per lb., 15c.

RAKES, GARDEN—Malleable, 12-tooth, 70c each; 14-tooth,

80c. Steel Straight, 12-tooth, \$1.10; 14-tooth, \$1.25. Steel

Row, 11 and 12-tooth, \$1.85; 18 and 14-tooth, \$1.45; 15

and 16-tooth, \$1.60. Lawn, 85c.

RASPS—Plain Horse Rasps—14-in., each \$1.00; 16-in., \$1.25;

18-in., \$1.60.

Flanged Horse Rasps—14-in., each \$1.25; 16-in., \$1.50;

18-in., \$2.00.

Half Round Cabinet—10-in., each \$1.25; 12-in., \$1.50;

14-in., \$2.00; 16-in., \$2.50; 18-in., \$3.00.

Half Round Wood—10-in., each \$1.00; 12-in., \$1.25;

14-in., \$1.65; 16-in., \$2.25; 18-in., \$2.90.

Flat Wood—10-in., each 95c; 12-in., \$1.25; 14-in., \$1.50;

16-in., \$2.00; 18-in., \$2.60.

RAZORS (SAFETY)—Eveready—

No. 700, each 1.00 706 B, 6 Blades, Pkg. .40

2, each 8.00 706 B, 12 Blades, Pkg. .65

800, each 1.00 800 B, 7 Blades, Pkg. .50

900, each 1.00 900 B, 5 Blades, Pkg. .35

1, each 1.00 3 Blades, Pkg. .35

2, each 2.00 5 Blades, Pkg. .50

Old Type—

Brownie 1.00

Pioneer 2.50

Pocket 3.00

Blades—

6 Blades, 1/2 pkg. .50

12 Blades, Pkg. 1.00

AutoStop

1, 7, 8, set 5.00

15, set 6.50

25, set 8.50

251, set 5.00

RETAIL SELLING PRICES—Continued.

REELS—Hose—No. 1 Wire, \$1.65 each; No. 1, Wood, \$3.25.

REVOLVERS

Colts, Model	Each	1899 SF	.....	\$9.00
Pocket Positive	.....	1904 TD, Single shot	.....	8.50
Police Positive Spec.	.....	1914 TD, Hammerless	.....	21.00
Police Positive Tgt.	.....	Stevens—		
Army Special	.....	Little Scout	.....	4.50
New Service	.....	Crack Shot	.....	6.85
Single Action	.....	Marksmen	.....	8.65
Harrington & Richardson		Favorite	.....	9.85
308, 328	.....	70 TD, 22	.....	15.00
308 B, 328 B	.....	Winchester—		
304, 324	.....	86 TD, 33, Rd. Bbl.	.....	61.50
304 B, 324 B	.....	90 TD, 22, Oct. Bbl.	.....	34.75
308, 278	.....	Cal. 25-20, 32, 38, 44—	.....
308 B, 278 B	.....	92 SF, Rd. Bbl.	.....	31.75
304, 274	.....	92 SF, Oct. Bbl.	.....	38.75
304 B, 274 B	.....	92 SF, Carbine, Rd.	.....	28.75
Iver Johnson—		92 TD, Rd. Bbl.	.....	44.25
800, 808, 328	.....	92 TD, Oct. Bbl.	.....	46.25
800 B, 808 B	.....	Cal. 32-40, 38-55—	.....
804	.....	94 SF, Rd. Bbl.	.....	35.50

RIFLES—No. and Model—

Daisy Air—		Each	94 SF, Carbine, Rd.	38.00
25	.....	5.25	94 TD, Rd. Bbl.	49.25
40	.....	5.25	94 TD, Oct. Bbl.	52.25
8	.....	3.15	Cal. 25-35 Win., 30 Win.,	
80	.....	2.75	32 Win. Special—	
11	.....	2.25	94 SF, Rd. Bbl.	37.50
12	.....	1.75	94 SF, Carbine, Rd.	34.75
King Air—			94 TD, Rd. Bbl.	51.25
4	.....	2.50	94 TD, Oct. Bbl.	54.25
5	.....	2.75	30 Army, 308 British, 80	
21	.....	1.50	Govt. '06, '85, 405—	
22	.....	1.75	95 SF, Rd. Bbl.	49.25
804 B	.....	17.25	95 SF, Carbine, Rd.	49.25
328 B	.....	17.00	95 SF, Musket, Rd.	58.00
824	.....	17.00	95 TD, Rd. Bbl.	62.25
324 B	.....	17.25	02 SS, 22, Rd. Bbl.	7.50
343, 353	.....	17.75	08 22, Rd. Bbl.	41.00
343 A, 353 B	.....	18.00	04 SS, 22, Rd. Bbl.	9.00
344, 354	.....	18.00	05, 35, Rd. Bbl.	47.50
344 B, 354 B	.....	18.50	06 22, Rd. Bbl.	21.50
364 B	.....	19.25	06 Expert, 22, Rd.	24.75
365 B	.....	19.50	97, 351, Rd. Bbl.	57.50
Smith & Wesson—			10, 401, Rd. Bbl.	57.50
1905 Military Police	.....	31.00	52, Bolt Act, 22, Rd.	57.50
Regulation Police	.....	29.00	87, SS, Mkkt., 22, Rd.	49.25
1905 Hand Ejector	.....	29.50	97 SF	42.75
38 S & W Perfected	.....	37.50	97 TD	46.00
1908 Military	.....	35.00	11 TD	61.50
1911 Target	.....	25.50	12 Hammerless, TD	54.25
New Departure 38	.....	27.50	12 Tournament	82.25
Marlin—			12 Trap	101.00
30 TD—Octagon Brl.	18.50		12 Pigeon	197.00
27 TD—Round Brl.	21.80		12 Hammerless TD,	
TD—Octagon Barrel	34.55		Tourn. with	
29 TD—Round Brl.	15.60		Ventilated Rib	154.25
1897 TD—Round Brl.	22.75		Trap	164.00
TD—Octagon Barrel	24.80		Pigeon Eng.	260.00
Remington—			Add \$10.75 to Tourn.	
4 TD—Octagon Brl.	15.54		ment grade shotgun for	
6 TD—Round Brl.	10.46		extension action slide handle,	
8 A TD—Round Brl.	73.27		model 12, and \$17.25 to	
12 TD—Round Brl.	28.48		Trap or Pigeon grade for	
TD—Octagon Brl.	31.95		extension action slide handle,	
14 A TD—Standard	58.36		model 12.	
TD—Carbine	57.25		Prices are those suggested	
16 A TD—Standard	44.61		by the manufacturer and include	
Savage—			Government Excise	
1899 250-3000	.....	51.00	Tax paid by the manufacturer.	
1899 TD, Feather wt.	.....	46.00		

RIVETS—Slotted Clinch, Coppered Steel—No. 50's, 15c box.

100's, 10c box	.....	.....	.....	.....	.....	.....	.....	.....
Copper—With Burrs—								
Size	1/2 Lbs.	Lbs.	Size	1/2 Lbs.	Lbs.	Size	1/2 Lbs.	Lbs.
7—St'r Lgths.	.30	.50	7—Asst.	.30	.50	7—Asst.	.30	.50
8	.30	.50	8	.30	.50	8	.30	.50
9	.30	.50	9	.30	.50	9	.30	.50
10	.30	.50	10	.30	.50	10	.30	.50
12	.30	.50	12	.30	.50	12	.30	.50
Copper Iron, with Burrs—08 Asst., 15c, 1/2-lb. box; 010, 20c.								

RIVETS—Tinner's—

Tinned (in bulk), 25c.									
Tinned (in papers)—8-oz., 25c; 12-oz., 30c; 14-oz., 35c;									
1-lb., 40c; 1½-lb., 45c; 2-lb., 60c; 2½-lb., 70c; 3½-lb.,									
\$1.00; 4-lb., \$1.10; 5-lb., \$1.20; 6-lb., \$1.40; 7-lb.,									
\$1.65; 8-lb., \$1.90; 10-lb., \$2.65; 12-lb., 3.25; 14-lb.,									
\$3.75.									
Tubular Harness—50S. per box, 15c; 100S, 25c.									

RETAIL SELLING PRICES—Continued.

SAW SETS—

201 G & P.....	1.50
Spec. Morrill.....	2.00
105 Morrill.....	.60
1 Morrill.....	2.00
10.....	1.20
77.....	1.00

SAW TOOLS—

Clipper Outfit.....	.75
Morrill's Raker Gauge—	
No. 1.....	1.50
No. 6.....	2.25
No. 9.....	2.50
Atkins Raker Swage.....	.45
5-M Tooth Gauge.....	.25
Jointers Pikes Perf.....	.75
Jointers No. 7 Sterna.....	.70

SCALES—Family, testing without scoop, \$3.00; with scoop, \$3.75; Peddlers' glass sash, \$5.25; glass sash with chains, \$5.75; brass dial, \$6.75; brass dial with chains, \$7.00.
Spring Balance, No. 50, 20c each; 51, 40c; 84, \$1.25; 86, \$3.75; 87, \$7.00.

SCISSORS—Cast—No. 10, 60c each; No. 44, 7½ inch, 60c; 8½ inch, 65c; 240, 4 inch, 35c; 4½ inch, 30c; 255, 4 inch, 30c; 4½ inch, 35c; 5 inch, 35c; 5½ inch, 40c; 6 inch, 45c; 320, 85c; 350, 75c.

Wiss—No. 4BH, \$1.25 each; 54½, 85c; 155, 90c; 55½, 95c; 56, \$1.00; 56½, \$1.05; 57, \$1.10; 154½, \$1.00; 155, \$1.05; 155½, \$1.10; 156, \$1.15; 156½, \$1.25; 157, \$1.30; 364, \$1.10; 364½, \$1.15; 365, \$1.20; 366, \$1.25; 463, 95c; 463½, \$1.00; 464, \$1.10; 573, \$1.15; 573½, \$1.25; 574½, \$1.40; 663, \$1.15; 663½, \$1.25; 664, \$1.40; 763, 95c; 763½, \$1.00; 764, \$1.05; 764½, \$1.10; 765, \$1.15; 765½, \$1.20; 766, \$1.25; 773, \$1.05; 773½, \$1.10; 774, \$1.15; 814, \$1.15; 814½, \$1.20; 815, \$1.25; 815½, \$1.30; 816, \$1.35.

SCOOPS—Common Hollow Back—Black—No. 2, \$1.75 each; 3, \$1.75; 4, \$1.85; 5, \$1.85; 6, \$1.90; 7, \$2.00; 8, \$2.10; 9, \$2.25; 10, \$2.35.

SCREEN DOORS—(See Doors).

SCREENS, WINDOW—Adjustable Continental Wood Frame—No. 1533, 55c each; 1833, 60c; 2433, 75c; 2437, 85c; 2837, 95c; 8033, 95c; 8037, \$1.05.

Sherwood Steel Frame—No. 1833, 75c each; 2433, 90c; 2437, 95c; 8037, \$1.20.

SCREWS—

Machine—Brass, Flat or Round Head—
Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

Size	¾-in.	½-in.	¾-in.	¾-in.	1-in.
2.....	.20	.20	.20	.25	...
3.....	.20	.20	.20	.25	...
4.....	.20	.20	.25	.30	.35
6.....	.25	.30	.30	.35	.40
8.....	.40	.40	.45	.50	.60
10.....	.50	.55	.65	.75	.90
12.....	.65	.75	.85	.90	1.15
¼.....	1.30	1.00	1.60	1.70	2.00
5-16.....	...	2.25	2.50	2.70	3.15
¾.....	...	2.60	2.95	3.00	3.85

Size	1½-in.	1½-in.	1½-in.	2-in.
4.....	.40	.50	...	...
6.....	.55	.70	.85	1.05
8.....	.75	.85	1.05	1.25
10.....	1.05	1.20	1.35	1.55
12.....	1.30	1.45	1.70	1.90
¼.....	2.20	2.50	2.80	3.15
5-16.....	3.60	4.00	4.50	5.00
¾.....	4.50	5.40	5.80	6.15

Iron—Flat or Round Head—

Size	¾-in.	½-in.	¾-in.	¾-in.	1-in.
2.....	.15	.15	.15	.20	...
3.....	.15	.15	.15	.20	...
4.....	.15	.15	.15	.20	.20
6.....	.15	.15	.20	.20	.25
8.....	.20	.20	.20	.25	.30
10.....	.30	.30	.30	.35	.40
12.....	.30	.35	.35	.40	.40
¼.....	.45	.50	.50	.55	.60
5-16.....	...	.80	.85	.90	1.00
¾.....	...	1.00	1.05	1.15	1.15

Size	1½-in.	1½-in.	1½-in.	2-in.
4.....	.25	.30	...	...
6.....	.30	.35	.40	.50
8.....	.30	.35	.45	.50
10.....	.45	.55	.60	.70
12.....	.50	.60	.65	.75
¼.....	.75	.85	1.00	1.20
5-16.....	1.15	1.30	1.45	1.60
¾.....	1.30	1.45	1.70	1.85

Prices shown are for dozen lots. For price of one only, use one-tenth of the dozen price shown.

CAP—U. S. S. Thread—Iron—	Length (inches)	¾"	5-16"	¾"	7-16"	¾"
¾.....	\$0.20	\$0.20	\$0.25	\$0.30	\$0.40	...
1.....	.20	.20	.25	.30	.40	...

X CUT—	
Morrill No. 3.....	1.80
Baker No. 3.....	2.35
Colonial.....	1.40
7 Taintor.....	2.00
28 Triumph.....	1.65
Hammer.....	.85
Lever.....	.25
Morin No. 2.....	4.75
Morin No. 2½.....	6.00
Morin No. 3.....	2.00

Setting Tool Diastan—

No. 100.....	.80
No. 4 Setting Blocks—	
No. 4 Blocks, Morin.....	1.85
Swages No. 0 Diast.....	4.75
Swages, Whittings.....	1.00
Atkins, Rex.....	1.00
Atkins, Excelsior.....	.85

1½.....	.20	.25	.25	.40	.45
1½.....	.25	.25	.30	.40	.50
1½.....	.25	.25	.30	.45	.55
2.....	.25	.30	.35	.45	.55
2½.....	.30	.35	.35	.50	.60
2½.....	.35	.40	.40	.50	.65
3.....	.40	.45	.50	.55	.70
3½.....	...	...	...	.60	.75
4.....	...	...	...	.65	.85

CAP—S. A. E. Thread—Steel—

Length (inches)	¾"	5-16"	¾"	7-16"	¾"
¾.....	\$0.20	\$0.25	\$0.30	...	...
1.....	.25	.25	.30	.45	.50
1½.....	.25	.30	.35	.50	.55
1½.....	.30	.35	.35	.55	.60
1½.....	.30	.35	.40	.60	.65
2.....	.35	.40	.45	.65	.70
2½.....	.40	.45	.50	.75	.80
2½.....	.45	.50	.55	.80	.85
3.....	.55	.60	.65	.90	.95
3½.....	.60	.65	.75	.95	1.10
4.....	.65	.70	...	...	...

1.....	...	...	...	...	...
1½.....	.80	...	...	...	...
1½.....	.85	...	...	...	...
1½.....	.85	...	...	...	...
2.....	.90	1.00	1.10	1.20	1.30
2½.....	1.00	1.10	1.20	1.30	1.35
2½.....	1.10	1.15	1.30	1.50	1.50
3.....	1.20	1.35	1.60	1.85	1.85
3½.....	1.35	1.60	1.80	2.10	2.10
4.....	1.55	1.80	2.10	...	...

SQUARE HEAD—V. or U. S. S. Thread—

Prices shown are for Dozen Lots. For the price of one Only, use one-tenth of the dozen price shown.

Length (inches)	¾"	5-16"	¾"	7-16"	¾"
¾.....	\$0.15	\$0.15	\$0.20	\$0.20	\$0.20
1.....	.15	.15	.20	.20	.20
1½.....	.15	.20	.20	.20	.25
1½.....	.15	.20	.20	.20	.25
1½.....	.15	.20	.20	.25	.30
1½.....	.15	.20	.20	.30	.35
2.....	.15	.20	.25	.35	.40
2½.....	.20	.25	.30	.40	.45
2½.....	.25	.30	.35	.45	.50
3.....	.30	.35	.40	.50	.55
3½.....	...	...	.55	.70	.70
4.....	...	...	.60	.80	.80

¾.....	\$0.80	...	...	...	...
1.....	.85	...	...	...	...
1½.....	.40	\$0.60	...	...	...
1½.....	.45	.70	1.00	...	...
1½.....	.50	.75	1.05	1.85	...
1½.....	.55	.80	1.10	1.50	...
2.....	.60	.85	1.20	1.60	...
2½.....	.65	.90	1.25	1.70	...
2½.....	.70	.95	1.35	1.85	...
3.....	.80	1.10	1.55	2.10	...
3½.....	.85	1.20	1.70	2.35	...
4.....	1.00	1.35	2.00	2.65	...

Prices shown are for full gross packages. For price of one dozen, use one-tenth of the full package price shown.

WOOD—Steel, Flat or Round Head—	Size	¾-in.	¾-in.	¾-in.	¾-in.	1-in.
0 to 2.....	.25	.25	...	...	...	...
3.....	.25	.25	.25	.25	.30	.30
4.....	.25	.25	.25	.30	.30	.30
5.....25	.30	.30	.30	.30
6.....30	.30	.30	.35	.35
7.....30	.30	.30	.35	.35
8.....30	.35	.35	.35	.40
9.....35	.35	.35	.40	.40
10.....40	.40	.40	.40	.40
11.....40	.40	.40	.45	.45
12.....45	.45	.45	.45	.50
13.....45	.45	.50	.50	.55
14.....45	.55	.55	.60	.60
15.....60	.60	.70	.70
16.....65	...	.95	.95
17.....	1.00	1.00
18.....	1.25	1.25
20.....

RETAIL SELLING PRICES—Continued.

WOOD SCREWS—Continued—

5.....	.35	.40	.45	.50	.55	.70	...
6.....	.40	.40	.50	.55	.60	.70	1.05
7.....	.40	.45	.50	.55	.60	.75	1.05
8.....	.40	.45	.55	.60	.65	.80	1.10
9.....	.45	.50	.55	.60	.65	.80	1.15
10.....	.50	.50	.60	.65	.70	.85	1.15
11.....	.50	.55	.60	.65	.75	.90	1.15
12.....	.55	.60	.65	.70	.80	.95	1.15
13.....	.60	.65	.70	.80	.85	.95	1.20
14.....	.65	.70	.80	.85	.95	1.00	1.25
15.....	.75	.80	.95	.95	1.10	1.15	1.35
16.....	.90	1.00	1.05	1.10	1.25	1.30	1.50
17.....	.90	1.15	1.25	1.20	1.35	1.50	1.70
18.....	1.15	1.35	1.40	1.50	1.60	1.65	1.95
20.....	1.40	1.50	1.60	1.70	1.85	2.05	2.25

Round Head, Blued—Sell at 10 per cent advance over prices shown for Flat Head Bright.

SAFETY SET—(Bristle)—

$\frac{1}{4}$ -in., 10c each; 5-16, 10c; $\frac{3}{8}$, 10c; 7-16, 10c; $\frac{1}{2}$, 12 $\frac{1}{2}$ c; $\frac{3}{4}$, 15c; $\frac{1}{2}$, 20c; $\frac{3}{4}$, 25c; 1-inch, 35c.

SCREWS—Lag—Gimlet Point, Square Head—30% below.

	$\frac{1}{4}$, 5-16-in.	$\frac{3}{8}$ -in.	$\frac{1}{2}$ -in.	$\frac{3}{4}$ -in.	1-in.	1 $\frac{1}{4}$ -in.	1 $\frac{1}{2}$ -in.
10	100	100	100	100	100	100	100
1	20	1.50	...	...	...	...	...
1 $\frac{1}{4}$	20	1.50	...	...	...	...	...
1 $\frac{1}{2}$	20	1.50	20	1.85	...	...	...
2	20	1.65	25	1.95	...	...	...
2 $\frac{1}{2}$	20	1.65	25	2.00	35	2.75	...
3	20	1.75	25	2.20	85	3.00	...
3 $\frac{1}{2}$	25	1.90	30	2.35	40	3.25	55
4	25	2.05	30	2.55	40	3.50	60
4 $\frac{1}{2}$	25	2.20	35	2.70	45	3.75	65
5	30	2.35	35	2.85	50	4.00	70
5 $\frac{1}{2}$	30	2.45	35	3.05	50	4.25	70
6	30	2.60	35	3.25	50	4.45	75
6 $\frac{1}{2}$	35	2.75	40	3.40	55	4.75	80
7	...	...	45	3.60	60	4.95	85
7 $\frac{1}{2}$	...	...	45	3.75	60	5.20	85
8	...	...	50	4.00	65	5.45	90
9	...	...	50	4.10	65	5.70	95
10	...	...	...	...	70	6.15	1.00
11	...	...	...	...	70	6.15	1.00
12	...	...	...	...	80	6.70	1.10
	...	...	...	...	90	7.80	1.25
	...	...	...	...	100	8.80	1.40
	...	...	...	...	110	9.45	1.50
	...	...	...	...	120	10.80	1.75

SCREW DRIVERS—Machinists', No. 51, 50c each; 51 $\frac{1}{2}$, 85c; 52, 85c; 52 $\frac{1}{2}$, \$1.25; 53, \$1.15; 53 $\frac{1}{2}$, \$1.65; 54, \$2.65; range, 15c; 10c full sheet.

Yankee Ratchet—No. 11, 2-inch, 65c each; 8, 80c; 4, 85c; 5, 95c; 6, \$1.00; 8, \$1.15; 10, \$1.50; 12, 95c. No. 15, 2-inch, 70c; 8, 75c; 4, 80c; 5, 85c. No. 30, \$3.00; 81, \$4.00; 85, \$2.25; 60, \$1.00; 180, \$8.50.

SCREW DRIVERS—G. & P.—1 $\frac{1}{4}$, 40c; 3, 40c; 4, 50c.

SCYTHES—Bush—

No.	Each.	No.	Each.
400	2.50	200	2.50
450	2.35	250	2.35
Weed—		100	2.50
300	2.50	150	2.35
350	2.35		

SHEARS—Bench—P. S. W.—No. 4, \$14.75; No. 5, \$12.50; No. 6, \$10.75.

SHEETS, IRON—Galvanized—10 to 16, 11 $\frac{1}{4}$ c; 18 to 24, 12c; 26 to 27, 12 $\frac{1}{2}$ c; 28, 13c; 30, 14c. Black, 12 to 16, 10c lb.; 18 to 28, 11c. Add 10 per cent for cutting. Corrugated, Ptd., 28 Ga., \$8.25; Galv., 26, \$12.00; 28, \$10.50, Rockface Siding, \$11.50.

SHEETS—STEEL—Black, soft. 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 11c; 9c full sheet. Galvanized Flat, 12-14, 16, 18-20, 22-24, 26, 27, 28, 30 gauge, cut, 12c; 10c full sheet.

SHIELDS—Lag Screw—Expansion—SEBCO—Per hundred list.

8-16 inch	18.00	$\frac{1}{4}$	38.00
$\frac{1}{2}$	15.00	$\frac{3}{8}$	45.00
5-16	18.00	$\frac{1}{2}$	65.00
$\frac{3}{4}$	25.00	$\frac{3}{4}$	95.00
7-16	32.00	1	110.00

SHINGLES—Tin, 5x7, \$3.00; 7x10, \$6.00.

SHOT—Air Rifle, bulk, 20c lb.; 4 and 5-oz. tubes, 10c tube. Balls, Nos. 0, 00, 000, 20c lb. Buck Nos. 1, 2, 8, 20c lb. Drop Nos. 1 to 12, B, BB, BBB, 20c lb. Chilled, 3 to 9, 30c.

SHOTGUNS—Note: E signifies Automatic Ejector; NE, signifies Non-Ejector; SF signifies Solid Frame; TD signifies Take-Down.

American Double Barrel—Hammer, \$20.00; Hammerless, \$24.00.

Fox, Double Barrel—Grade A—NE, \$62.00; E, \$74.50. Grade C—E, \$115.00, Sterlingsworth—NE, \$48.00; E, \$60.50. Trap—E, \$160.00.

Ithaca Double Barrel—Grade 1—NE, \$47.50; E, \$62.50. Field—NE, \$37.50; E, \$52.50.

Iver Johnson, Single Barrel—Champion—NE, \$13.00; E, \$13.50. E. Rib, \$16.00.

L. C. Smith, Double Barrel—Field—NE, \$46.25; E, \$58.50. Fulton—NE, \$35.00. Ideal—NE, \$55.50; E, \$69.25.

Stevens, Single Barrel—105, \$13.00; 107, \$13.50; 181, \$22.50.

Stevens, Double Barrel—215, \$20.00; 235,; 315, \$23.00; 335, \$32.40; 345, \$36.00; 520, \$43.50.

Remington Repeating—10A, \$52.50 each; 10AR, \$62.10; 10C, \$71.75; 10CR, \$81.35; 11A, \$62.15; 11AR, \$71.75; 11C, \$75.75; 11CR, \$85.35; 17A, \$52.50.

Winchester—

97 SF, 12 Ga., Stand. 42.75 11 TD, 12, Trap.... 114.50
97 TD, 12 Ga., Std., 46.00 11 TD, 12, Pigeon... 249.50
97 TD, 12, Tourn... 75.50 12 TD, 12, 16, 20 St. 54.25
97 TD, 12, Trap... 95.25 12 TD, 12, 16, 20 Tu. 82.25
97 TD, 12, Pigeon... 185.50 12 TD, 12, 16, 20 Tp. 101.00
11 TD, 12, Stand... 61.50 12 TD, 12, 16, 20, Pg. 197.00

Prices are those suggested by the manufacturer and include Government Excise Tax paid by the manufacturer.

SHOVELS—D or Long Handle, Round or Square Point—Plain Back Black—4th Grade, \$1.35 each; Carter's, \$1.85; Ames, \$2.25.

Plain Black Polished—4th Grade, \$1.50 each; Carter's, \$2.00; Ames, \$2.25.

Riveted Strap Back Black—Ames, \$2.00 each.

Riveted Strap Back Polished—4th Grade, \$1.50 each; Ames, \$2.25.

Solid Socket—Maynard—Black, \$2.50 each; Polished, \$2.65.

Fire, Sheet Steel—Jumbo, 25c each; 54, Japanned, 20c; 56, Japanned, 25c; 280, Galvanized, 20c.

Special—Northwest—Pacific, \$2.00 each; Occident, \$2.35; Maynard Patr., \$2.60; Genuine Mayn, \$2.75; Chester, \$2.00.

SLEDS—Hand and Coaster—Racer..... 6.75

Flexible Flyer—

No.	Fire Fly—
No. 1	4.25
No. 2	5.00
No. 3	6.50
No. 4	7.00
No. 5	9.50
Jr. Racer	5.50

SMOOTHER—75c lb.

SOLDER— $\frac{1}{2}$ and $\frac{3}{4}$, 35c lb.; No. 1, 90-100, 35c; Wiping, \$4.35.

SPARKERS—Red Seal—No. A141, \$3.00; A152, \$3.65; A162, \$4.35.

SPORTING AND ATHLETIC GOODS

(Prices supplied by courtesy Wright & Ditson Victor Co.)

BASEBALL GOODS—

Major League Baseballs, \$2.00; Junior League Baseballs, \$1.50; Special League Baseballs, \$1.75; Lowest Quality, 15c.

Major League Catchers' Mitts, highest quality, \$15.00; lowest quality, \$1.00.

Major League Basemen's Mitts, highest quality, \$9.00; lowest quality, \$1.00.

Major League Fielders' Gloves, highest quality, \$8.00; lowest quality, 75c.

Player's Model Bats, \$2.50; lowest quality, 25c.

Chest Protectors, \$9.00.

Jack Straps, 50c.

TENNIS GOODS—

Tennis Racket, highest quality, \$13.50; lowest quality, \$2.50.

Championship Tennis Balls, 50c; Practice Tennis Balls, 10c.

Tennis Net, highest quality, \$20.00; lowest quality, \$3.00.

Tennis Reels, \$1.50.

Racket Cases, Canvas, \$1.50; Felt, \$1.00. Racket Press, \$1.00.

Racket Restringing, English Gut, \$5.00; American Gut, \$4.00; Japanese Gut, \$2.25.

GOLF GOODS—

Golf Balls, highest quality, High Power, 75c; Medium Power, 50c; lowest quality, 65c.

Golf Clubs, Standard Woods, \$5.50; Standard Irons, \$4.50.

TRACK AND FOOTBALL—

Javelins, Official, \$6.00.

Discus, Official, \$10.00.

Vaulting Poles, 16-foot, \$10.00; 14-foot, \$10.00; 12-foot, \$9.00.

American Football, Official, \$9.00; lowest quality, \$1.75.

Soccer Football, Official, \$10.00; lowest quality, \$3.00.

Athletic Jerseys, \$4.00.

Running Shirts, 60c.

Running Pants, 90c.

GYMNASIUM AND PLAYGROUND—

Basket Balls, Official Indoor, \$13.50; lowest quality, \$4.00.

Official Outdoor, \$13.50.

Play Ground Balls, 12-inch Outseam, \$1.75; 14-inch Outseam, \$2.00; 12-inch Regular Seam, \$1.50; 14-inch Regular Seam, \$1.75; Children's, 25c.

Play Ground Ball Bats, \$1.00.

Hand Balls, 1 $\frac{1}{4}$ -inch, 35c; 2 $\frac{1}{4}$ -inch, 40c.

Volley Balls, Official, \$7.00; lowest quality, \$3.50.

Boxing Gloves, 10-oz. best, \$13.50; 8-oz. best, \$12.00; 6-oz. best, \$9.00.

Striking Bags, best \$10.00; lowest quality, \$3.00.

SPRAYERS—Myers' Bucket Pump, 8 lbs., \$8.75 each; 6 lbs., \$5.75. Hand—Faultless, 60c each; Misty, 70c; Knap sack—Kant Klog, \$7.50; Perfection, \$9.00; Utility, \$7.25.

SPRAY PUMPS—Faultless Tin, 75c each; Barnes No. 254, \$8.00; Barnes, 276, \$12.80; Little Giant, 827 $\frac{1}{2}$, \$7.25; Acme Pressure 345, \$9.00; Defiance No. 324, \$10.00.

SPRINKLERS, LAWN—

Perforated Tube, Dew Drop, 7 feet long, brass, \$3.25 each; 8 feet, \$3.65; 8 feet, galvanized, \$2.85.
 Pivius—Revolving Brass Spoon, \$1.15 each; Revolving Arms, 6-inch, \$1.85; Revolving Arms, 11-inch, \$2.50.
 Ring—6 1/4-inch diameter, 75c each; 8 1/4-inch, \$1.25.
 Rose—8-inch perforated oblong plate spray, \$1.00 each.
 Rose—Perforated oblong plate spray, 90c each.
 Thompson's—Twin, 40c each; Fountain, 50c; Fan, 25c; Simplex Circle, 40c; Shower, 50c; Peerless, 55c.
 Will's Galvanized Pipe—4 feet, \$1.50 each; 6 feet, \$2.25; 7 feet, \$2.75; 8 feet, \$3.00.

SQUARES—Steel—No. 8, \$2.00 each; 14, \$1.85; 100, \$2.25.

Blued—No. 1, \$3.00; 100, \$3.25.
 Take-Down Rafter—No. 100, Polished, \$4.55; Nicked, \$5.00; Blued, \$5.60.

Mitre—No. 1, 4-in., 65c; 6-in., 85c; 8-in., 95c; 10-in., \$1.25. No. 2, 4 1/2-in., 60c; 6-in., 80c; 7 1/2-in., 85c; 9-in., \$1.10; 12-in., \$1.50.

N. P.—No. 3, \$3.00; 12, \$1.75.
 Lufkin—No. 65, 9-in., \$2.00; 12-in., \$2.25.

	5	6	8	10	12
12	.55	.85	1.00	1.25	1.55
14	.80	.90	1.15	1.35	1.65
20	.85	1.15	1.35	1.65	1.95

STAPLES—Fence Wire—Polished, 10c lb.; galvanized, 10c.
 Poultry Wire, 1/4-inch, 15c lb.

STONES, SHARPENING—Aloxite or Carborundum—No. 107, \$1.25 each; 108, \$1.75; 109, \$1.25; 110, \$1.50; 111, \$1.00.

112, 85c; 115-117, \$1.50; 118-120, \$1.85; 121-123, \$1.15; 124-126, 90c; 180-182, 65c; 133-135, \$1.25; 136-138, 75c; 142-144, 65c; 145-147, 45c; 149, 20c; 174-176, \$1.15; 177-179, 65c; 180-182, 90c; 183-184, 65c; 195, 45c; 196, 60c.

STOVES: Cook—Perfection, Superflex burners—No. 302, two burners, \$32.00; No. 303, three burners, \$41.00; No. 304, four burners, \$52.00.

Blue Chimney—No. 31, one burner, \$13.00; No. 32, two burners, \$18.00; No. 33, three burners, \$23.00; No. 34, four burners, \$30.00; No. 35, five burners, \$42.00.

Puritan—No. 22, two burners, \$18.00; No. 23, three burners, \$23.00; No. 24, four burners, \$30.00; No. 25, five burners, \$42.00.

Pike's Scythe—No. 89, 15c each; 40, 15c; 41, 15c; 42, 20c.

STRIP—Weather—Rubber, 1/4-inch, 5c ft.; 1/2-inch, 7c ft. Felt, 1/4-inch, 5c ft.; 1/2-inch, 10c.

SWEEPERS, CARPET—Bissell's American Queen, \$6.25; Club, \$13.00; Elite, \$7.00; Gold Medal, \$5.75; Grand Rapids (Nic.), \$5.50; Grand Rapids (Jap.), \$5.00; Grand (Jap.), \$7.00; Parlor Queen, \$6.50; Princess, \$5.75; Prize, \$5.75; Universal (Nic.), \$5.25; Universal (Jap.), \$4.75; Welcome, \$5.75; Superior, \$5.50.

SWEEPERS, VACUUM—Grand Rapids, \$11.00; Household, \$9.00.

SWEEPERS, TOY—Little Daisy, 25c; Little Queen, 50c; Little Jewel, \$1.50.

Retail prices on the following Western and Southern States are 50c higher on regular, Grand and Vacuum Sweepers; \$2.00 on Club; 5c on Little Daisy, and 15c on Little Jewel, on account of the freight: Colo., New Mex., Wyo., Mont., Ore., Utah, Ariz., Nev., Ida., Wash., Calif., Texas, Okla., Ark., La., Miss., Ala., Fla., Ga., N. C. and S. C.

TACKS—Bill Posters—No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c.

Carpet—Cut, 1/4-lb. papers—No. 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire, 1/2-lb. papers—No. 3, 10c box; 4, 10c; 6, 10c; 8, 10c; 10, 10c; 12, 10c. Wire in bulk—No. 3, 80c lb.; 4, 80c; 6, 80c; 8, 80c; 10, 80c.

Gimp—1/4 lb. box, 2 1/2, 10c; 1/2 lb. box, 4, 10c; 3/4 lb. box, 6, 10c; 1 lb. box, 8, 10c.

Upholsterers—Out, 1/4 lb. papers—No. 1 1/2, 10c box; 2, 10c; 3, 10c; 4, 10c; 1/2 lb., 6, 10c; 8, 10c; 10, 10c; 12, 10c. Out, in bulk, No. 3, 25c lb.; 4, 25c; 6, 25c; 8, 25c; 10, 25c; 12, 25c.

Double Pointed—Blued, 1/4 lb. papers, No. 9, 5c box; 10, 5c; 11, 5c; 12, 5c. Blued in bulk, No. 9, 25c lb.; 10, 25c; 12, 25c.

TAPES, MEASURING—(Lufkin)—(Starrett)—

No.	Asses' Skin	Steel
710	.50	100
718	.65	103
715	1.10	200
716	1.25	208
780	.65	205
788	1.10	206
785	1.40	240
786	1.65	243
		245
		246
		260
		263
500	2.75	265
508	4.00	266
505	4.85	550
506	6.85	553
		555
		556
148	.80	1240
145	1.00	1248C
165	.20	1260
8143	.50	1263

Asses' Skin Case—25, 65c; 50, 85c; 75, \$1.15; 100, \$1.85.

SPRINGS, DOOR—Perfect, No. 1, 10c each; 2, 10c; 3, 10c; 4, 10c; 6, 15c. Faultless, No. 168, 45c each. Victor, No. 160, 20c each; 161, 25c; 162, 35c; 164, 50c. Reliance,

No. 270, 60c each. Warner's, No. 2, 25c each. Torrey, No. 2, 40c each.

TAPE—Friction—1/4 lb., 50c; 2 oz., 15c; 1 oz., 10c.

THERMOS—See Bottles.

TIN—Bar and Pig, \$1.20 lb.

Common Roofing, 40c per sheet.

Valley, No. 4, 6c per ft.; 10, 10c; 14, 17c; 20, 25c.

Painted 1 side, 1c foot extra, two sides, 2c.

Flashing IC, 1x1, \$2.25 per 100 feet; 1/2x1, \$2.25.

Shingles—5x7, 30c dozen.

Valley—14-inch, 12c per foot, \$10.00 per roll; 20-inch, 18c per foot, \$15.00 per roll.

TIRES—

	Hardwear	Gray	Super Cord	Red	Brown
	Cord	Cord	Tubes	Tubes	Tubes
30x3 1/4 (4 ply)...	18.75	17.50	3.15	2.85	2.15
32x3 1/4	25.00	26.50	3.45	2.65	2.45
32x4	80.00	31.50	4.20	3.50	2.95
33x4	80.75	32.50	4.35	3.60	3.10
34x4	81.25	33.50	4.50	3.70	3.30
32x4 1/2	85.00	38.50	5.30	4.30	3.65
33x4 1/2	87.00	40.00	5.50	4.40	3.85
34x4 1/2	88.00	41.50	5.65	4.50	4.00
35x4 1/2	89.00	43.00	5.80	4.60	4.15
36x4 1/2	90.00	44.50	5.95	4.70	4.25
38x5	48.00	52.15	6.55	5.65	4.65
35x5	45.00	54.75	7.00	5.95	4.85
37x5	47.00	57.50	7.30	6.15	5.00

TOGGLE BOLTS—Sebeco No. 1—Per hundred list.

Length—	3/4-in.	1-in.	1 1/8-in.	1 1/2-in.
3-inch	6.00	8.00	12.50	12.50
3 1/2-inch	6.25	8.00	9.00	9.00
4	6.75	8.50	13.80	13.80
5	7.50	9.25	14.80	14.80
6-inch	8.00	10.00	15.00	15.00

Sebeco No. 5—With either round or flat head machine screws—

Length— 3/4-in. 1-in. 1 1/8-in. 1 1/2-in.

3-inch 2.65 3.15 3.50 3.50

4-inch 2.97 3.50 3.85 4.20

5-inch 3.85 3.85 4.20 4.55

6-inch 3.67 4.20 4.55

TORCHES—Turner Brass: Gasoline-Kerosene Torch No. 18, \$14.40 each; Gasoline, No. 53, \$15.00; Gasoline-Kerosene Torch No. 28, \$18.40; Gasoline, No. 95, \$18.10.

TRAPS—Fly—Harper, 40c each; Balloon, 35c; Avis, 1, \$2.75; Avis 2, \$2.25; Avis 3, \$2.00.

Game—No. 0 Newhouse, 60c each; 1 Newhouse, 70c; 1 1/2 Newhouse, \$1.10; 2 Newhouse, \$1.40; 3 Newhouse, 2.15;

4 Newhouse, \$2.50; 5 Newhouse, \$1.90. No 1 Oneida Jump, 85c; 1 1/2 Oneida Jump, 55c; 2 Oneida Jump, 85c; 3 Oneida Jump, \$1.20; No 0 Victor, 25c; 1 Victor, 30c; 1 1/2 Victor, 40c; 2 Victor, 55c; 3 Victor, 95c; 4 Victor, \$1.15.

Gopher—Best, 25c each; U. K., 80c; Macabba, 25c; Easy Set, 25c; Newhouse, 35c; California Pocket, 30c.

Mole—Reddick, \$1.25 each; Out-O-Sight, \$1.50.

Mouse—Hold Fast, 5c each; Out-O-Sight, 10c; Choker, Wood, 20c; Choker, Tin, 15c; Delusion, 30c; Holdem, 65c; Marty, 80c.

Rat—Holdfast, 15c each; Out-O-Sight, 20c; Holdem, \$1.25; Marty, small, 60c; large, \$1.50.

TROWELS—Rose Brick, Wood Handle, \$2.25; Rose Brick, Leather Handle, \$2.50; Marshalltown Plasterer's, \$3.00; Finishing, \$2.75.

TRUCKS—Lansing—

Dandy Bag, \$5.00; Lansing Bag, \$5.60.

Warehouse and Store: No. 1 No. 2 No. 3

Inside Wheels, Western 8.40 11.00 16.00

Outside Wheels, N. Y. Pattern 8.00 10.00 12.00

Reynolds 4-wheel Flat, 3000 lbs capacity—No. 9, 2x4, \$36;

No. 18, 2x5, \$39.00; No. 21, 3x5, \$48.00.

TWINE—Cotton—Wrapping, 30 to sack, 15c lb; 60 to sack, 10c.

2-lb. cones, \$1.25 lb; Budding, 1/4-lb. balls, 85c lb.

Flax—1/4-lb. balls—18BB, 15c ball; 24BB, 15c, 1/4-lb. balls—18BB, 25c ball; 24BB, 25c; 36BB, 25c; 18BO, 85c;

24BO, 85c; 36BO, 85c. Buffalo Asst., 10c ball.

Hemp Spring—No. 4 1/2, 1/4-lb. ball, 20c; 1-lb., 85c. No. 6, 1/4-lb. ball, 20c; 1-lb., 85c.

Jute Wrapping—1/4-lb. balls—2-ply, 20c lb; 3-ply, 20c lb.

2-lb. cones, 1 and 2-ply, 85c lb. Wool, 1-lb., 40c.

Mattress—1/4-lb. balls, 85c lb.

Sacking—Medium Quality, 80c lb.; Extra Quality, \$1.00.

Many Ends, \$1.00 lb.

VICES—Bench—Bonney—No. 1006, \$1.65 each; 1007, \$1.75;

1008, \$9.00; 1010, \$3.00. Yankee—No. 990, \$3.50; 1998, \$9.25.

Hand—1 Alford, \$5.25 each; 2 Alford, \$5.00; 21 Stearns, 75c.

Machinists—Parker—No. 103, \$10.00 each; 103 1/2, \$12.00; 104, \$13.75; 104 1/2, \$17.00; 105, \$22.00; 106, \$42.00; 208 1/2, \$15.75; 204, \$18.25; 204 1/2, \$21.75; 205, \$32.25; 205 1/2, \$40.00; 206, \$54.50.

Solid Box, Blacksmiths—35-lb., \$9.00; 50-lb., \$10.50;

70-lb., \$14.50; 80-lb., \$16.50; 90-lb., \$19.00; 100-lb., \$20.75.

Handy Worker—Stewart, \$31.00 each.

WHEELBARROWS—Lansing—

Garden: 1 1/2 cu. ft., \$5.20; 3 1/2 cu. ft., \$8.00; 4 1/2 cu. ft., \$8.60.

Stave Tray: New Michigan, \$4.60; Michigan Jr., \$4.00.

Three-Piece Tray, Bolted: Common, \$4.20; Climax, \$5.60.

Steel Tray, Wood Frame: Klondyke, \$6.80; B-1, \$8.00;

F-4, \$10.60.

All-Steel, Tubular: No. H-21, \$11.20; H-20, \$11.00; H-02, \$9.00.

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Electric Toasters Electric Table Stoves Electric Heaters

Low Price and Large Profits for You

Simplicity of construction, beauty of design, economy of operation, make BESTOV one of the fastest selling lines on the market. Rigid adherence to the highest standards of manufacture make possible the maximum service performance of BESTOV appliances.



Table Stoves

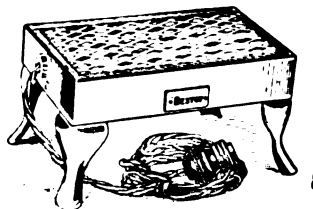
Size: 8½ inches square, 6 inches high—660 watts.

No. 201—Uniform Blue Steel. List Price....\$3.00

No. 202—Highly polished blue steel, nickel-plated top. List Price.....\$4.00

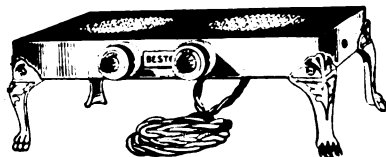
No. 203—All nickel-plated. List Price.....\$5.00

No. 204—Same as No. 203, but with C-H Switch in cord. List Price.....\$6.00



Toaster

No. 301—Size: 5 inches wide, 9 inches long, 5 inches high. All nickel-plated, 400 watts. List Price\$3.50



Twin Stove

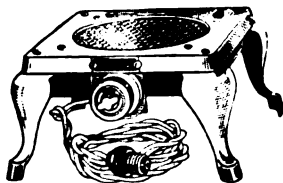
Size: 9 inches wide, 18 inches long, 6 inches high.

No. 401 — Blue steel, nickel-plated, cast iron legs. 1st hole 550 watts, 2nd hole 650 watts—total 1200 watts. List price....\$10.00

No. 402 — Cast iron, all nickel-plated. 1st hole 550 watts, 2nd hole 700 watts—total 1250 watts. List Price\$15.00



No. 101—Baby Stove—5¼ inches square, 5 inches high; 400 watts. Price\$1.75



Three Heat Stove

Size: 9 inches square, 6½ inches high.

No. 403—Cast steel. All nickel-plated, 660 watts. List Price, \$12

If you are not stocking this profitable line write for further particulars

Bestov Appliance Co., Seattle, Wash., U. S. A.

Pacific Coast Distributors:

PACIFIC AGENCIES, 1802 20th Avenue, Seattle, Wash.



Superior to the Old
Style and Costs
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Rigid
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Perfectly
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GUTTER CRIMPEDGE

Patented March 12, 1912

SAVES TIME AND MONEY

Made in Lap and Slip Joint, Single and Double Bead

THE SLIP JOINT IS PERFECT

ALL STYLES METAL ROOFING

"Kuehn's" Lock Seam.
"Old Style" Double Seam.
"Certified" Pressed Standing
Seam.
"Superior" Pressed Standing
Seam.
Two- and Three-V Crimp.



FIG. 1



FIG. 2



FIG. 3

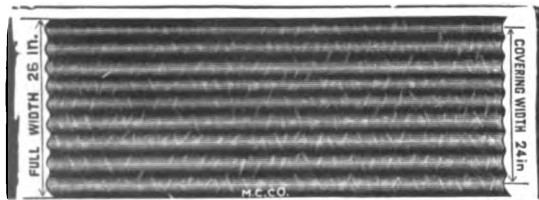


FIG. 4



"Noiseless" Pressed
Standing Seam.
Beaded Pressed
Standing Seam.
Also Weather Board
Siding and Beaded
Ceiling.

DOUBLE CROSS
LOCK



Corrugated Roofing and Siding

All Sizes Corrugations.

TRY OUR 1 1/4-INCH SPECIAL with Extra

Corrugation to Prevent Leaks.

Write for Circulars and Prices.

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MILWAUKEE, WIS.

Branch Office and Factory at Kansas City, Missouri.
Minneapolis Sales Office, Lumber Exchange.





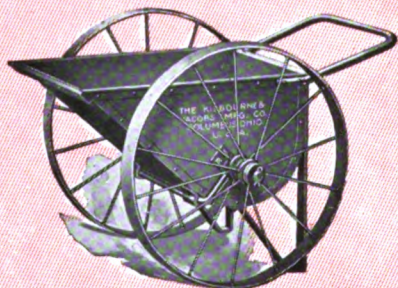
"Pan American"



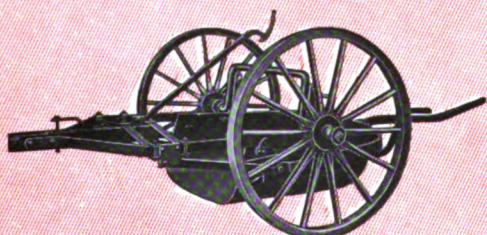
"Columbus"



"Columbus" No. 4



"K & J" Concrete Cart



"K & J" Pressed Bowl Wheeled Scraper

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The Line of Uniformity

"K & J" Uniformity in contractors' equipment means constantly repeated quality — a standard measure of value.

"K & J" Uniformity comes from long experience in manufacturing, the well routinized processes of big scale production, rigid high quality standards.

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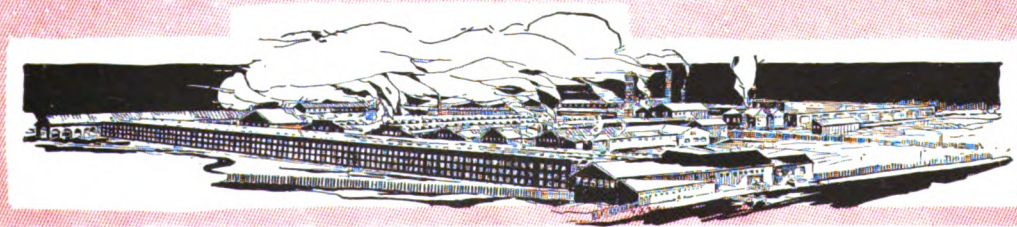
The packing and interchangeability of "K & J" stock makes for low warehouse costs.

Bear in mind that all "K & J" steel trays are made of "K & J" Special Alloy Steel, which is highly resisting.

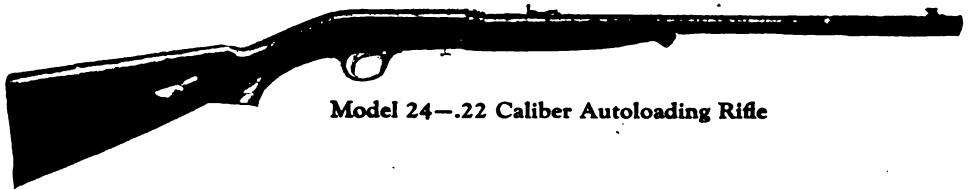
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The Kilbourn & Jacobs Mfg. Co.

Columbus, Ohio, U. S. A.
NEW YORK, 120 BROADWAY



The New .22 Caliber Autoloading Rifle— *Another Remington Achievement*



Model 24—.22 Caliber Autoloading Rifle

THIS new Remington was designed by John M. Browning, the world-famous inventor. It embodies new and *exclusive* features in small bore autoloading arms, which broaden your market for a rifle of this type.

In addition to adults and boys who find recreation in target and small game shooting, this rifle meets the need of the camper, canoeist, trapper and summer vacationist.

Important Features

The first autoloading rifle made to handle successfully the standard .22 caliber short Lesmok and smokeless greased cartridges.

Bottom ejection: Not only are the empty shells ejected through an opening in the bottom of the receiver, but the opening allows powder grains and grease from the bullets to drop out, thus keeping the action from clogging.

Like other Remington autoloading and repeating arms, Model 24 has the hammerless, solid breech, take-down construction—the interrupted-thread system is operated in a second's time and allows cleaning the barrel from the breech in the proper manner. The action can be easily dismantled without the use of tools.

An autoloading rifle taking the regular .22 short cartridge has a wider field than a rifle of this type chambered for some special cartridge. Shooters like to carry an arm, the ammunition for which is easily available no matter where they may be.

Specifications: Magazine in stock holds 15 .22 short cartridges and an extra cartridge in the chamber; length over all 37", length of barrel 19", length taken down 19"; weight about 4 $\frac{3}{4}$ lbs.; screw adjustable straight bar rear sight and white metal bead front sight; symmetrical design, sturdy construction and usual Remington craftsmanship.

We will supply dealers and jobbers with Model 24 Folders. How many can you use?

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